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Annual Report  
2000



**Raiffeisen Landesbank Südtirol AG**  
**Cassa Centrale Raiffeisen**  
**dell'Alto Adige SpA**

IMPRINT

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## **Raiffeisen Landesbank Südtirol AG Cassa Centrale Raiffeisen dell'Alto Adige SpA**

Share capital 51,650,000.00 Euro paid in full

Commercial Register Bozen - Bolzano

Tax, VAT and Commercial Register no. 00194450219

Register of Credit Institutes no. 3493/4 - Bank Code no. 3493 11600

RLB\* is affiliated to the Italian Deposit Insurance Fund of the Cooperative Banks (Fondo di Garanzia dei Depositanti del Credito Cooperativo) and to the National Guarantee Fund (Fondo Nazionale di Garanzia) according to article 62 LD no. 415/96.

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**Rating A- by *Standard&Poor's***

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Central bank of the 52 South Tyrolian Raiffeisenkassen with 194 outlets

\*RLB = Raiffeisen Landesbank Südtirol AG, Cassa Centrale Raiffeisen dell'Alto Adige SpA

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**on 4<sup>th</sup> of may 2001 at 10:00am**  
**Raiffeisenhaus in Bozen**

### Agenda

1. Presentation of the Board of Directors' Management Report, the Balance Sheet to the 31<sup>st</sup> of December of 2000, the Supervisory Board's Annual Report and related resolutions.
2. Any other business (AOB)

### Glossary

We would like to draw your attention to the unusual trilingual environment (German, Italian, Ladin) in South Tyrol. All bank and place names may therefore be given in German or Italian (in Ladin-speaking regions also in their Ladin form). For reasons of simplicity, the German names are used in the present annual report. Below you will find a glossary, with the corresponding Italian names, and respective explanations, where relevant.

As for the denomination of the Raiffeisen Landesbank Südtirol Ag (German bank name) or Cassa Centrale Raiffeisen dell'Alto Adige SpA (Italian name), it is referred to as "RLB" (short form for Raiffeisen Landesbank Südtirol AG) in the text.

German	Italian	English name/comment
Bozen	Bolzano	Capital city South Tyrol
Raiffeisenkasse	Cassa Rurale	Raiffeisen Cooperative Bank
Raiffeisen Landesbank Südtirol AG	Cassa Centrale Raiffeisen dell'Alto Adige SpA	The abbreviation "RLB" was used in this Annual Report
Laurinstrasse	Via Laurin	----
Investitionsbank Trentino Südtirol	Mediocredito Trentino A. A.	----
Landesrotationsfond		Public fund for subsidized loans
Raiffeisen-Versicherungsdienst (RVD)	Servizi Assicurativi Raiffeisen	Raiffeisen Insurance Service
Raiffeisenverband Südtirol (RVS)	Federazione Coop. Raiffeisen	Raiffeisen Association
Zusatzrentenfonds AG	Centro Pensioni Complementari	Supplementary Pension Fund Company
Autonome Provinz Bozen	Provincia Autonoma di Bolzano	Autonomous Bozen Province (Local authority)
Raiffeisen Geldorganisation (RGO)	Organizzazione Raiffeisen	Raiffeisen Finance Organisation (RFO=
RIS Raiffeisen Informations System	Sistema Informatico Raiffeisen	Information System Division of the Raiffeisen Association

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## Company Board Members

### Board of Directors

**Michael Grüner**  
President

**Sepp Kiem**  
1. Vice President

**Heinrich Renzler**  
2. Vice President

**Walter Dallemulle**  
**Karl Innerhofer**  
**Paul Pezzei**  
**Josef Senn**

### Supervisory Board

**Karl Florian**  
President

**David-Anton Kofler**  
Acting Member

**Heinrich Eisendle**  
Acting Member

**Hansjörg Verdorfer**  
Deputy Member  
**Walter Seidner**  
Deputy Member

## Organisation Chart



<i>Pink</i> = Members of the Management	<i>Green</i> = Departments and Sections
<i>Blue</i> = Main Sections	<i>Yellow</i> = Specialist Departments

\*) Deputising Managing Director  
(Replaces the Managing Director in cases of his absence or inability to attend according to art. 24 of the statutory)

## First Overview

### Comparison of some key figures of the RLB's balance sheet in the last two financial years 1999 and 2000 (figures in million Lire).

Statement of Assets and Liabilities	2000	1999	var. %
Total Assets	1,720,016	1,497,965	+ 14.9
thereof Due from Banks	638,266	525,888	+ 21.4
thereof Due from Customers	605,853	519,228	+ 16.7
Total Equity and Liabilities	1,720,016	1,497,965	+ 14.9
thereof Due to Banks	1,037,044	872,948	+ 18.8
thereof Due to Customers	423,418	416,352	+ 1.7
thereof Own Assets (+)	136,249	130,432	+ 4.5
Profit- and Loss Account	2000	1999	var. %
Gross Interest Margin	20,132	22,807	- 11.8
Extended Gross Earnings	41,214	28,242	+ 46
Operating Income before Provisions	12,029	1,347	+ 793
Net Profit	3,817	918	+ 315.8
Some Important Ratios	2000	1999	var. %
Number of Employees	145	148	- 2.1
Cash Flow in Million Lire	17,464	10,956	+ 59.5
Cash Flow per Employee	120.44	74.03	+ 62.7
Own Assets/Assets (*)	7.92%	8.82%	- 1.1
Operating Income before Provisions/Assets (ROI)	0.69%	0.09%	+ 0.6
Net Profit/Own Assets (ROE) (*)	2.86%	0.69%	+ 2.17
Net Profit/Assets (ROA)	0.22%	0.06%	+ 0.16
Cash Flow/Balance Sheet Total	1.02%	0.73%	+ 0.29
Cash Flow/Own Assets (*)	12.8%	8.29%	+ 4.51

(\*) Own Assets as average of 1999 and 2000 figures

(+) Disposition Fund of the Board of Directors not included

### **Dear shareholders,**

The Board of Directors is pleased to fulfil its obligation to give you an overview of the results achieved by the RLB in the financial year 2000.

Before explaining the balance sheet results in more detail, we would like to go into the basic economic and monetary conditions which influenced our activity in the previous financial year.

### **Economic and Monetary Situation in Europe, Japan and the USA**

#### **US Economy**

The US economy, after the longest expansion cycle in history, with economic growth rates being twice as high as in the Eurozone, slowed down drastically from the second semester of the year 2000.

As a result of increased consumer prices and capital losses from share investments, private consumer demand dropped. At the same time, the unemployment rate increased to 4.2% and the inflation rate to 3.7%. Whereas the state showed a high budget surplus, savings of families, whose debt had never been so high since 1945, decreased. In the reporting year, the American gross national product did not grow as much as predicted at the beginning of the year. To counteract the weaker economy, the American central bank completely changed their previous monetary policy, decreasing base rates three times, which brought the discount rate to 5.0%. An additional decrease of base rates is expected. Last year's balance of trade deficit amounted to a debit balance record of 369 billion US dollars, which corresponded to an increase of 100 billion Dollars compared to the previous year.

The high debt level of private households together with a decreasing savings rate, the weak demand for capital goods and a huge foreign trade deficit, also had negative repercussions on stock exchange dealings. From the middle of March, equity prices suffered drastic downslides, particularly in technology shares. The Dow Jones dropped under the 10,000 points limit and the Nasdaq technology index under the 2,000 points limit.

As the American economy plays a crucial role in the global world economy, the rapid cooling caused a general feeling of unease.

#### **Economy in Japan**

Although there were some positive signs, the Japanese economy did not succeed in overcoming its recession and was still experiencing great difficulties. Neither could exports be increased, nor was it possible to boost industrial production and the hoped for revival in domestic demand for consumer goods did not transpire. The unemployment rate at that time amounted to 4.8% which corresponded to a record high for Japan.

The biggest problems arose from the banking sector, because of its debt surplus and its shortage of credit. At the end of February of the current year the discount rate was surprisingly decreased from 0.35 to 0.25%. The Japanese central bank thus returned to the zero-interest rate policy, which it had already been pursuing for the last 10 years. The stock market in Tokyo lost 28% in the reporting year.

#### **Economy in the EU-15 and in the Eurozone**

In the reporting year, Greece succeeded in meeting the entry criteria of Maastricht, which means that this EU-member state could introduce the Euro as its currency from 1<sup>st</sup> January 2001. This brought the number of participants in the common currency to 12.

Denmark decided in the course of a referendum held at the end of September not to introduce the Euro as its country's currency for now.

In a recently conducted referendum, Switzerland voted against immediately entering the corresponding contract negotiations by a large majority of votes. The gross national product in the EU-15 (+3.3%) and in the Eurozone (+3.4%) on the one hand developed satisfactorily because of the growth in gross investment and private consumer demand, together with a massive increase in foreign trade, but on the other hand remained behind expectations because of high oil prices and the weakness of the Euro. The latter were particularly to blame for an increase in the inflation rate, which with an increase of 2.3% in the EU-11 remained about 15% above the planned target of 2%.

The employment rate was improved and the unemployment rate simultaneously decreased to about 9%. The combined debt of public households in the Euro countries was reduced to about 70%. The demand for capital goods, which increased by an annual average of about 4.6% showed a slight decreasing trend, though. The same

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## Economy in the EU-15 and in the Eurozone

could be said for consumer demand, which increased by about 2.7% in the reporting year.

Whereas in most economic sectors of the European community, very good results were achieved and the employment situation was permanently improved, the situation in agriculture became critical. The problems of chronic overproduction of certain foods like meat, milk and butter combined with animal diseases like mad cow disease (BSE) and foot and mouth disease had permanent negative effects on consumption and this in turn on returns from livestock breeding and connected business. This again put pressure on the Common Agricultural Policy (CAP), a cornerstone of the European community. A radical new direction for the agricultural economy is seen as necessary by many parties.

The Euro had to combat difficulties from the time it was introduced. In the reporting year, these difficulties continued and pushed the single currency to continuous record lows. Its external value did not reflect favourable economic expansion, though. The weakness of the Euro is therefore not to be attributed to domestic economic difficulties, but more to the strength of the US Dollar. On 18<sup>th</sup> of October 2000 the Euro, which had been listed at 1.1790 Dollars when introduced, dropped to a historical low of 0.8252 Dollars. It closed at a rate of 0.9305 Dollars on 29<sup>th</sup> of December 2000. The Euro also lost value against the Japanese Yen and the Swiss Franc.

During the reporting year, the European Central Bank (ECB), which still followed a very stability-oriented monetary policy, intervened several times in foreign exchange markets in order to support its own currency and to curb the threat of inflation. From the beginning of the year 2000, the ECB had increased the key lending rates six times, which finally increased the target interest rate by 175 basis points to 4.75%. The objective of these interest rate variations was to curb the inflation risk which resulted from the strong increase in oil prices. In addition the money supply growth of M3, above all in autumn of the reporting year, exceeded the planned target value of 4.5%, which was a sign of excessive liquidity in the Eurozone.

All European stock exchanges had to face a downslide in prices from the middle of March. For many investors in shares, the year ended disappointingly. Above all, the many small investors had to learn the hard way, that the stock exchange business is not a one-way street where one can only make profit. According to specialist journals, 2,200 billion US Dollars were lost worldwide in the reporting year. In the current year, stock exchanges again started negatively, which was especially the case for the shares of new market enterprises.

### Economic Situation in Italy

Seen from a financial policy point of view, Italy reached monetary balance and was also politically stable. The middle-left wing coalition, which, although the government changed four times, had been in power for the whole legislation period from 1996, had proved very successful, above all in the economic field. The high household deficit was reduced and debt was curbed. Apart from the stimulation of the economy, the competitiveness of Italian industry above all increased.

The year 2000 was the best year since 1990 for both the Italian economy and the European community. The Gross National Product (GNP) in Italy increased by 2.9%. This had been the highest value for 6 years and it was only slightly below the average value of the states in the European community. Net productivity was mainly based on higher domestic demand and growth of the industry and services sector, which recorded a real net productivity increase of 2.7%, 3.0% respectively.

Agriculture registered a real net productivity loss of 2.1%, however. With regard to the last-named sector, damages due to heavy rain falls and floods in late autumn, as well as mad cow disease (BSE) added to the damage.

The budget deficit in proportion to Gross Domestic Product (GDP) amounted to about 1.5%, i.e. 2/10 percentage points above the target which had most recently been fixed by the government. If the 26.750 billion Lire from the UMTS-licences auction (third mobile phone generation), which are only being cashed during the current year, are taken into account, the new debt would be reduced to 0.3% of the GDP. The total national debt could be reduced to 110.3% of the Gross National Product (GNP).

In the National Budget for the year 2001, for the first time neither new taxes and contributions nor specific

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## Economic Situation in Italy

expenditure cuts were scheduled. The public debt mountain of 2,488,320 billion Lire, exceeding the total economic net product of a calendar year by approximately 10%, is scheduled to be reduced to 100% of GDP, not least with the income from the planned privatisations. According to Treasury Minister Visco, the income from privatisations for this year (ENI, Telecom, second tranche ENEL and so forth) will amount to 62,500 billion Lire. Italy, compared to other EU-countries, has carried out the most privatisations since 1990.

The currency reserves of the Banca d'Italia amounted to 97,817 billion Lire at year-end.

The tax burden was reduced from 43.2% in the previous year to 42.4%. With the latest tax regulations, the government took additional measures to further lower the tax burden of enterprises and private households. The tax income amounted to 596,328 billion Lire, which means an increase of 3.8% compared to the figure of last year. The income from direct tax increased by 4.3%, those from VAT by 15.1%.

In the previous year, private demand for consumer goods, which had not least been stimulated by a tax refund at year-end (bonus fiscale) and by the increase of minimum pensions, went up by 2.9%, whereas the demand for capital goods from companies rose by 6.1%.

Domestic industry production flourished and increased by 3.3% compared to the previous year. This, together with increased domestic demand, decisively contributed to the economic upturn. All sectors recorded good growth, with the transport sector and car manufacturing gaining the most.

The employment situation was directly assisted by the positive development of the economy. In the last three years, one million new jobs were created, which caused the level of 21 million to be exceeded for the first time. The remarkable job creation process was not least favoured by the loosening of labour legislation, which now allows for so-called atypical employee-employer relationships, like fixed-term contracts, subcontracted work and part-time work, to exist. The new jobs were mainly created in the services sector. For the first time since 1992, the unemployment rate decreased and fell to almost 10% of people eligible for work. Labour costs increased by only 1.8% last year.

The inflation rate increased by 2.5% on average compared to the previous year. The figure of 1.7%, targeted by the government, could not be met because of the high prices for commodities and because of the weak Euro. The price of crude oil, averaging around 20 Dollars per barrel at the beginning of the year and reaching peaks of more than 37 US Dollars in September 2000, levelled off at about 25 Dollars in the meanwhile. In the reporting year, Inflation approached the 3%-mark. Rent prices, water, electricity, fuel and heating oil increased most, recording an average increase of 5.8%.

In the reporting year, with the exception of agricultural enterprises, 366,340 new enterprises were founded, whereas 253,740 enterprises were closed down. This resulted in a balance of 112,600 new enterprises. At that time, there was a ratio of one enterprise per 10 inhabitants. At year-end, a total number of 4.6 million enterprises were registered in the Chamber of Commerce Companies Register.

Workshops, where 30% of the new jobs in the reporting year had been created, accounted for 1.4 million enterprises, which corresponded to more than  $\frac{1}{4}$  of the total number of enterprises.

In the reporting year, exports reached about 494,108 billion Lire, which corresponded to an increase of 16.4%, whereas imports rose by 24.0% to 491,402 billion Lire. As a result, the commercial balance sheet could be closed positively for the eighth consecutive year with a surplus of 2,706 billion Lire, which is only 10% of last year's figure, though. In goods traded within the European Community, exports increased by 9.7% and imports by 13.6%.

The Balance of Payments Clearing Account was closed with a deficit of 8,965 billion Lire, whereas the Capital Account was positive with a surplus of 3,902 billion Lire. The capital outflow for direct investments exceeded the corresponding inflows by 1,500 billion Lire.

## Economic Development in South Tyrol

The South Tyrolian economy developed very favourably again. With only a few exceptions, all economic sectors achieved very positive results. In the reporting year, the business activity was stable in every aspect.

As a direct consequence of the very dynamic economy, the employment level was still above average, with full employment, although the registered official unemployment rate amounted to 2.1%. People eligible for work in South Tyrol amounted to 215,000 at that time, which were 69.2% of the South Tyrolian population. A total of 11,9% of these were in the agricultural sector, 24.5% in production industry and in industry, as well as 63.6% in the services sector.

In the reporting year, 6,000 new jobs were created. At the same time 12,700 foreigners were registered as employed in South Tyrol. Their jobs are in various economic fields, above all in tourism and in agriculture.

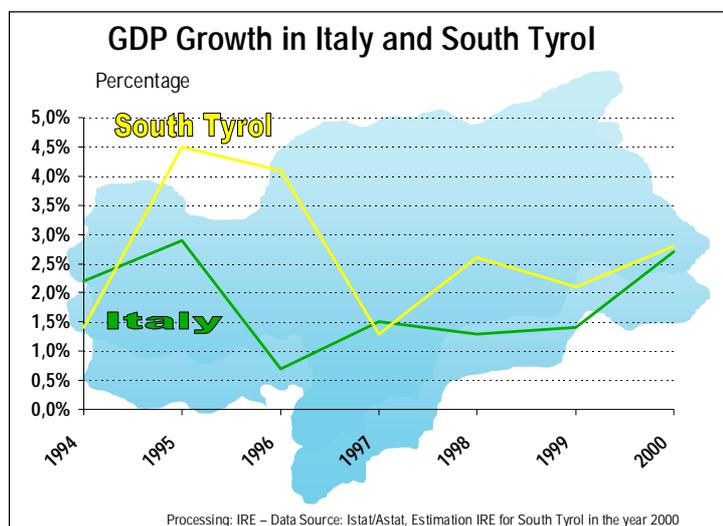
In the reporting year, the South Tyrolian growth in economic performance was about the same as the national average. Exports dropped further though, whereas imports rose sharply, which, as with last year, resulted in a negative Commercial Balance Sheet.

The total number of enterprises, registered in the Chamber of Commerce Companies Register on 31<sup>st</sup> of December 2000, amounted to 55,065 enterprises, which corresponded to an increase of 2.2%, compared to the previous year. Exactly 32% of them were agricultural enterprises, almost exclusively in the legal form of sole trader enterprises. Only 7.7% of total enterprises were corporations. At that time, South Tyrol had 120 companies per 1,000 inhabitants. The success and the stability of the South Tyrolian economy is to be attributed to the numerous small- and middle-sized enterprises, which are very flexible and therefore less crisis-prone.

The development of industry and production industry was relatively favourable, reporting without exception an increase in production volume and turnover.

Compared to the previous year, both domestic and foreign demand slightly improved. The employment rate continued to be stable and expectations of entrepreneurs were optimistic. The order situation was still very positive and the profit situation generally improved.

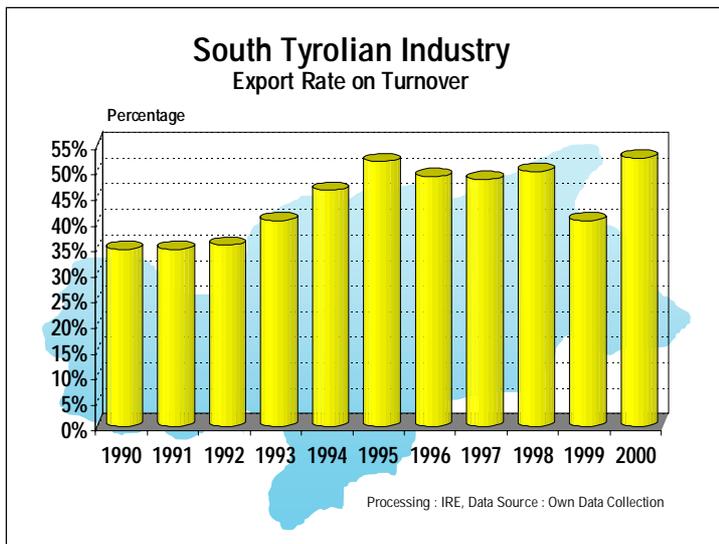
Workshops, numbering around 12,600, recorded a positive development of their economic situation and their expansion was stable. Turnover, order level, employment and the profit situation were on the whole better than in the previous year. Also the craft and industrial building trade recorded a high capacity utilization as well as an increased order level. The profit situation and employment situation were somewhat lower in this sector, though.



turnover, order level, employment and the profit situation were on the whole better than in the previous year. Also the craft and industrial building trade recorded a high capacity utilization as well as an increased order level. The profit situation and employment situation were somewhat lower in this sector, though.

In the reporting year, trade developed differently again. Whereas the economic situation in the wholesale trade continued to be favourable and to record good profitability, the situation in the retail field developed less positively. There was no new trend in the reference year, neither in turnover nor in profitability, although there were some slight signs of an improvement. In the

## Economic Development in South Tyrol



reporting year, a large number of the openings of bankruptcy proceedings were related to the trade sector. In the last five years the quantity of grocer's shops decreased by 20% to at present 1,900 enterprises.

Development in the tourism sector, which has a crucial role for many economic sectors, was very positive in the reporting year. But whereas overnight stays in the winter season, also due to climatic conditions, decreased by 0.6%, the summer season expanded very well, with an increase in arrivals of 3.9% and 2.7% in overnight stays. Totalling the winter half-year 1999-2000 and the summer season 2000 to form one tourism year, arrivals increased to about 4 million and overnight stays by 0.6% to 23.5 million. The average length of stay amounted

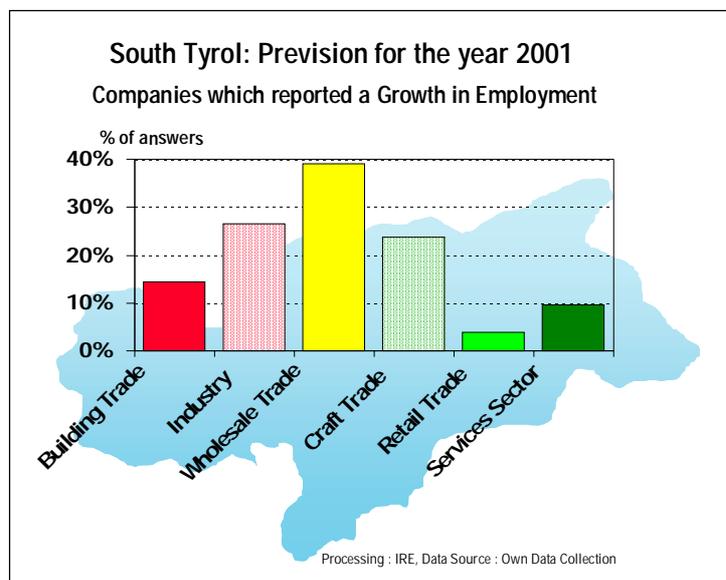
to 5.8 days. Above all luxury accommodation outlets performed very well.

Last year the 1,860 agricultural enterprises, offering "farm holidays", achieved record results, with increases in arrivals of 46.1% and of over night stays by 43.3%.

Due to good snow conditions at the beginning of the winter season 2001, record results became apparent for the present year as well. The profit situation of accommodation outlets did not considerably improve in the reporting year.

The Services sector recorded overall good growth and a stable employment level.

The agrarian economic year 2000 brought in good quantities of harvest in all cultivated fields, but, again, prices turned out very differently. Whereas the mood in the wine economy was positive, the profit situation in the fruit field was still marked by a negative trend, due to the supply surplus and stagnating consumption, respectively. One reason for this development was also the quality of the harvest in 1999, damaged by heavy hail, which was sold in the reporting year. South Tyrolian fruit cooperatives paid 329 billion Lire to their members for the 912,820 tons of fruit, supplied from the record harvest of 1999, 20% of which had to be supplied as industry fruits. Although the quantity increased by 10%, compared to the previous year, the amount paid decreased by 5.4 billion, or 1.6%. Average gross earnings per kg dessert fruit amounted to 758 Lire, 402 Lire of which were on average paid to the fruit producers. For the first time in the history of the South Tyrolian fruit economy, global costs of commercialisation enterprises, with an average of 432 Lire per kg, exceeded the price paid to the fruit producers. Because of the existing crises, as well as the continuing concentration on the demand side, fruit commercialisation producers are being forced into structural adaptation, which is evidenced by a high number of cooperation and merger attempts. With 857,120 tons, the fruit harvest of 2000 brought in a good harvest result. Although it was 6.1% lower than last year's record harvest, it is the third-best result in the history of the South Tyrolian fruit economy, after the harvests of 1997 and of 1999.



The quality of pomes supplied came out satisfyingly and the 15%-share of the total industry fruit supply can be described as average. Although the price situation slightly improved, compared to the previous year, fruit sales

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## Economic Development in South Tyrol

continued to be difficult.

Again, the South Tyrolian wine economy closed very satisfyingly and the upward trend continued. For the harvest of the previous year, the average price in the region, paid for one kg of grapes, amounted to 2,136 Lire. Although the harvest quantity was 5% lower than last year, the wine cooperatives in South Tyrol paid 78,2 billion lire to their members, which was 2% more than in the previous year. A total of 406.346 hl (hectolitres) of wine was obtained from the 548,000 dt (1 dt corresponds to 100 kg) of grapes from the grape harvest of 2000. This is an increase of 4.1%, compared to the previous year. About 65% of total production referred to red wines and 88.5% of the wines are DOC-wines. With 24 million Lire, earnings from wine growing areas were, for the third time in a row, 16% higher than those for fruit growing areas.

The situation in the dairy market continued to be difficult because of the huge competition pressure from foreign competitor companies, although the container dairy business expanded very favourably in the reporting year. In the year 2000, a total of 339.8 million litres of milk were supplied to dairy companies and alpine dairy cooperatives, which corresponded to a 2.3%-increase compared to the level of last year. The average milk price paid is expected to be about the same as last year.

Arable farming achieved a rich harvest, which was also very positive in terms of quality. The commercialisation situation in the livestock economy, which had expanded quite well until the breakout of mad cow disease (BSE), subsequently broke down completely, above all in the field of animals for slaughter. The prevailing mood was negative, also because of stagnating beef consumption. Attempts to reduce tension in price situation of the meat market were made, by effecting intervention purchases.



In the reporting year, there were 63 openings of bankruptcy proceedings by the 30<sup>th</sup> of September. This number was considerably higher than the figure of last year. Compared to the previous year, both the number and the amount of refused cheques and bills of exchange further decreased. By the end of the 3<sup>rd</sup> quarter, 1,965 cheques and bills of exchange for 7.7 billion Lire were recorded in the official register.

The annual inflation rate in the Bozen municipality amounted to 2.1%, which is 0.4%-points below the national value.

Whereas the local authority budget for the year 2000 had been set at a record sum of 6,443 billion Lire, the budget for the current year, for the first time in many years, had to be cut back to 6,130 billion Lire. The approximate 300 billion Lire deficit from the year's budget were mainly to be attributed to tax abatements and to lower contributions from Rome. The best part of the local authority spending flowed into the fields of health/medical service, administration, districts, economic and public works. A total of 10% of the aforementioned abatements referred to economic departments.

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## Development of the Italian Banking System and Basic Conditions of Monetary Policy in the Eurozone

Since 1. January 1999, monetary policy had exclusively been determined by the European Central Bank (ECB). In 2000, the ECB increased the key lending interest rates six times from their original 3.0% to finally 4.75%.

Although yields for public bonds, issued in the reporting year, slightly increased during the reporting year, they showed a decreasing trend towards year-end. The final issue of short-term treasury certificates (BOT/12 months) bore a gross interest rate of 4.46%, whereas those with a two-year term showed a slightly decreasing interest rate of 4.39 at that time. The yields for medium- and long-term fixed-interest state securities varied only slightly. Due to changed savings behaviour, the demand for short-term treasury certificates decreased. Nevertheless, for the first time, treasury certificates were issued with a term of 60 days (so-called Mini-BOTs) in the previous financial year.

With an increase of 5.37%, the Milan Stock Exchange achieved the third-best global result, after the stock exchanges of Zürich and Toronto, whereas those of Frankfurt, London and New York had to accept depreciations of 7.5 – 10%. As the first stock exchange in the EC, the Milan-Stock-Exchange extended its trading hours until 20.30h.

With 33,853 points, the MIB-index reached its high on 10<sup>th</sup> of March 2000, whereas the low of 25,840 was recorded on 10<sup>th</sup> of January 2000. The stock exchange turnover amounted to 605.0 billion Euro, which was an average of 3.3 billion Euro per day. The number of companies, traded on the stock exchange amounted to 297 companies at that time. About 3.1 million families, i.e. 17% of the total number, accounted for 2/3 of the savings capital, 28% of which was invested in shares.

The Italian share price index Mibtel, which had been able to increase by 72% in the last three years, lost about 15% of its value in the year 2000.

### Development of the Italian Banking Sector with Particular Regard to the Raiffeisenkassen

The collection of customer deposits further decreased in the reporting year, whereas the demand for loans experienced a considerable increase. In this context, banks were forced to sell off securities for liquidity reasons. For the last 10 years, the savings behaviour of Italians has turned away from traditional forms, concentrating increasingly on alternatives.

Investment funds, it has to be reported, developed at the slowest rate since 1994, in the reporting year. The fund companies recorded new subscriptions of 29.6 billion Euro, which corresponded to about 57,330 billion Lire. This was a decrease of 6.5% compared to the previous year. Also in the first months of the current year, net-outflows were higher than net-inflows in each month. By the end of 2000, fund assets reached 548 billion Euro. Due to outflows, continuing this year, they decreased to 532 billion Euro by the end of February.

The 847 (all following figures refer to 30<sup>th</sup> of September 2000) Italian banks, which total 28,176 outlets, increased total direct deposits to 852,407 million Euro in the reporting year, which corresponded to an increase of 4.6%. Customer deposits decreased by 0.1%, whereas most significant increases could be achieved in repurchase agreements (9.0%) and bonds (6.7%). Indirect deposits increased by 3%, compared to the previous year, reaching the amount of 1,759.5 million Euro. The ratio between direct and indirect deposits amounted to 20.6%.

The banks' own securities decreased by 10.6%.

Record results were recorded in loans. They increased by 9.9% in total, reaching the amount of 894,464 million Euro.

The ABI-Prime Rate increased six times in total, from 6.25% at the beginning of the year, to 8% by 15<sup>th</sup> of October 2000. Non-performing loans (sofferenze) amounted to 56,724 million Euro. The ratio between non-performing loans and the utilization of loan volumes amounted to 6.4% by the end of September, compared to 7.7% in the previous year. This noticeable decrease was mainly to be attributed to stricter valuation allowances and to the securitization of loans. The average interest rate of deposits increased to 2.19%, those of loans to 6.89%.

Also in the previous year, a number of mergers were carried out. The number of bank institutes reduced by 54 entities in the reporting year.

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## Development of the Italian Banking Sector with Particular Regard to the Raiffeisenkassen

Profitability developed positively in general. For the first time in the history of the Italian banking system, revenue from services exceeded 50% of the gross operating result.

The decree, according to which re-negotiations on fixed-interest-rate loans are admissible if the interest rates on contract conclusion exceeded the usury interest rate, was converted into law by the end of February of the current year. This caused cost overruns of about 5,000 billion Lire for Italian banks.

The 517 Raiffeisenkassen (all following figures refer to 30<sup>th</sup> of September 2000), which had a 60%-share in the total number of banks, with their 2,930 outlets, represented in 2,108 of the total 8,100 districts, were successful. Given this, their outlets covered  $\frac{1}{4}$  of all districts in the national territory. The average Raiffeisenkasse has 5.7 outlets, 3.7 is the average in South Tyrol.

The Raiffeisenkassen were able to increase direct deposits by 2.2% to 54,907 million Euro, whereas indirect deposits grew by 6.0%. The largest increase was recorded in repurchase agreements (26.5%) and bonds issued (6.6%). The ratio between direct deposits and indirect deposits amounted to 56%, reaching only  $\frac{1}{4}$  of the corresponding ratio value of the other banks.

There was a large increase in total loans, which increased by 12.8% to 40,588 million Euro, in the reporting year. In detail, loans grew by 18.0% and advances on current accounts by 12.4%. A high loan growth was recorded above all in regions with a favourable business activity climate, as for example in Veneto, with an 18.9% rise in economy. In general, the quality of loans strongly improved. The share of doubtful accounts on total loans decreased to 4.6%. They amounted to a total of 1,886 million Euro. The loan rate increased to 74% in the reporting year. Equity capital grew by 5.2% to 9,508 million Euro.

The market share of the Italian Raiffeisenkassen on customer deposits amounted to 6.4%, on loans to 4.5%. Total administration expenses of the Raiffeisenkassen, staff costs included, registered only a moderate increase of 2.0% in the reporting year. The corresponding figure for other banks was 5.1%. Staff costs increased by 1.7%, compared to only 0.3% with other banks. Countrywide, the concentration process for the Raiffeisenkassen continued. Again, in the first half-year 2000, 13 cooperative banks merged.

## The Development of the South-Tyrolian Raiffeisen Finance Organisation in the Financial Year 2000

The 52 South Tyrolian Raiffeisenkassen, as with last year having 194 outlets, again achieved satisfactory results in the reporting year. Direct customer deposits, including not only current account and savings deposits, but also bank bonds, savings certificates and repurchase agreements, as well as the Landesrotations-Fond (local authority's fund for subsidized loans), increased by only 2.54% to 8,295.7 billion Lire due to the change in savings behaviour on the part of customers. In the previous financial year, the largest increase was registered for repurchase agreements and bank bonds, which increased by 17.5% and 8.7% respectively. Savings deposits decreased by 4.67%, compared to the previous year, whereas current account deposits increased by 0.81%. Along with the afore mentioned savings deposits, savings certificates also decreased by 13.3%.

The structure of savings deposits did not record any conspicuous variation. For this reason, on average in the region, current accounts still amounted to about 42%, followed by bank bonds, with a 24% share. Savings deposits, which in 1990

still amounted to 50% of total deposits, decreased to 15% and savings certificates to 7%. The share of repurchase agreements was 9%. The remainder referred to funds of third parties.

### Key Figures of the Raiffeisen Finance Organisation

(amounts in billion Lire)

	1999	2000
Raiffeisenkassen	52	52
Outlets	194	194
Members	38,872	40,049
Average Employee Numbers	1,467	1,518
Deposits (*)	8,091	8,270
Loans (*)	6,958	8,044
Third Party Securities, Investment Funds, Asset Manag., Insurances	3,163	3,714
Net Profit Raiffeisenkassen	80.7	131.4
Net Profit RLB	1	4
Accounting Surplus and Net Profit RLB (*)	2,055	2,201

(\*) include the Values referring to the RLB

By year-end, indirect deposits amounted to 3,713.8 billion Lire, which corresponded to a 14.4% increase, compared to the previous year. At year-end, direct deposits were twice as high as indirect deposits. Indirect deposits subdivided into 55.6% securities of third parties, 25.4% investments in investment funds and 12.3% asset managements, whereas the remaining share applied to insurance products. Total funds, administered by the South Tyrolian Raiffeisen Finance Organisation, including the RLB, amounted to 12,009.5 billion Lire, which corresponded to an increase of 6.79%.

Again, loan volume registered an extremely large increase, due to the

favourable economic climate and the investment boom, above all in the tourism industry. Total loans increased by 15.2% to 8,043 billion Lire. With regard to customer deposits, the effective investment ratio amounted to 106.6%. Deducting primary loans, granted by the RLB, the loan rate still amounted to 102.9%. With 141.8 billion Lire, the share of non-performing loan positions, again, as in the previous year, amounted to 1.76% of the used loan volume.

Adding loans and administered funds to customer business volume, the latter increased by 9.65% to 20,053.1 billion Lire.

The excessive growth in loans had a positive impact on the profitability of the Raiffeisenkassen, but led to a corresponding liquidity shortage. Consequently, bank-owned security holdings were reduced.

Comparing deposit collection expansion to those of the two local competitor banking institutions, it has to be noted, that they achieved very different results, although, equally for all three banking groups, administered funds grew by 7% and loans registered high increase rates. The market share of the Raiffeisenkassen amounted to 45% in deposits and 40% in loans, by year-end.

South Tyrolian savers are increasingly courted by banks, security houses, insurance companies and pension fund operating authorities pushing into the market from all directions.

South Tyrol had 406 bank outlets at the time, which means that every second outlet was owned by a Raiffeisenkasse. Of the total number, Bozen alone already had 70 outlets.

In the reporting year, two new outlets were opened, one by the Raiffeisenkasse Welschnofen in Pera in Val di

## The Development of the South-Tyrolian Raiffeisen Finance Organisation in the Financial Year 2000

Fassa and one by the Raiffeisenkasse Bozen in Bozner Obstmarkt. The Raiffeisenkasse Tirol transferred its only outlet to Meran, and the Raiffeisenkasse Naturns opened an automated outlet. For the first time since the war, two outlets were closed, one in Mühlwald and one in Prettau by the Raiffeisenkasse Tauferer Ahrntal.

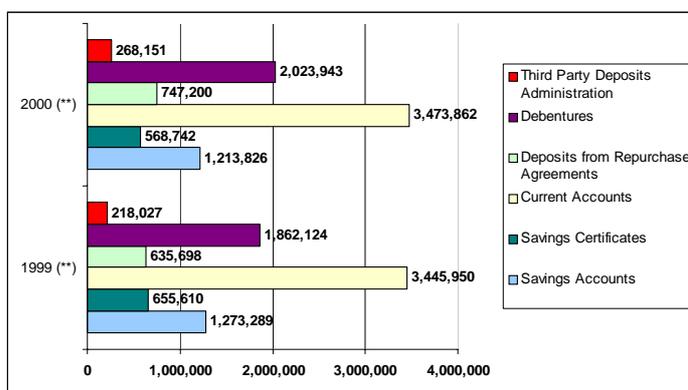
The number of members amounted to 40,049 at year-end.

Again in the year 2000, the Raiffeisen-Versicherungsdienst (RVD) was able to achieve good growth results and to further strengthen its market position in the local insurance business. For the first time, premium income exceeded the threshold of 100 billion Lire. This was largely as a result of the 25% increase achieved, the premium collection increasing from 85 billion Lire in the previous year to 106 billion Lire. The development in the various insurance branches was very positive, mainly in life insurance business, which had a market share of almost 70% of the volume. This segment was dominated by the demand for

### Product Description (in Million Lire)

	1999	2000 (**)
Savings Accounts	1,273,289	1,213,826
Savings Certificates	655,610	568,742
Current Accounts	3,445,950	3,473,862
Deposits from Repurchase Agreements	635,698	747,200
Debentures	1,862,124	2,023,943
Third Party Deposits Administration	218,027	268,151

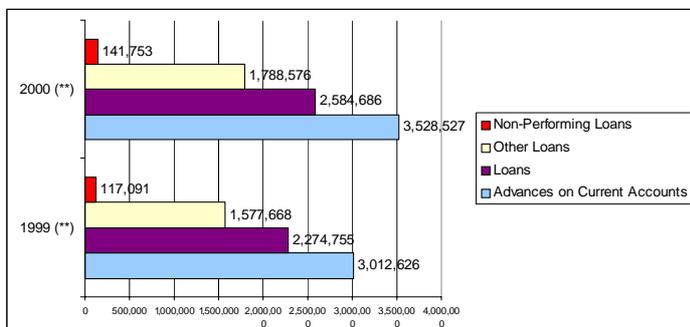
(\*\*) Values according to Provisional Annual Statistic of the South Tyrolian Raiffeisenkassen at 31<sup>st</sup> December of 2001.



### Product Description (in Million Lire)

	1999	2000 (**)
Advances on Current Accounts	3.012.626	3.528.527
Loans	2.274.755	2.584.686
Other Loans	1.577.668	1.788.576
Non-Performing Loans	117.091	141.753

(\*\*) Values according to Provisional Annual Statistic of the South Tyrolian Raiffeisenkassen at 31<sup>st</sup> December of 2001.



private provisioning, which was fully met through the introduction of innovative products.

### General Facts

According to its articles of association, the RLB Raiffeisen functions as a subsidiary structure within the Raiffeisen Finance Organisation. Its task consists of supporting the Raiffeisenkassen in the banking and finance business through the services of its Main Sections Commercial Business, Investment Business, Treasury and Payment Flows, through consultancy in these fields and through the supply and investment respectively of liquid funds of the Raiffeisenkassen.

The statutory function of the supply and investment of liquid funds for the Raiffeisenkassen was further developed by the RLB in the financial year 2000. For the first time, the RLB was active not only in the money, but also in the capital market.

The rating procedure with Standard & Poors, which finished in the middle of the year, with the positive result of an "A"-credit rating, made it easier to translate these transactions into action and to reduce their costs.

In the previous financial year, the RLB further fulfilled its tasks in the product development field for the Raiffeisen Finance Organisation. In the investment sector, the range of investment funds was offered across the whole of South Tyrol with the funds of Union Investment – Frankfurt, Parvest – Paris, Julius Baer – Zürich. Additionally, new funds of Raiffeisen Kapitalanlagegesellschaft and of Vontobel were added.

The two afore-mentioned funds were also distributed outside South Tyrol. This was also one of the reasons that the RLB was thus able to strengthen its position as correspondence bank (banca corrispondente) and was able to produce earnings, which were not at the expense of the Raiffeisenkassen.

Raiffeisen Asset Management "Concret" was developed with a further investment line at year-end.

The foundation of the Raiffeisen Investment Club in October 2000 aims to offer South Tyrolian investors a better understanding and therefore a better use of investment products and financial markets. Decisive in making a good start and for the broad acceptance of the club was the integration of representatives of the Raiffeisenkassen and the Raiffeisenverband Südtirol, when the club was conceived.



The distribution channel "Raiffeisen TradingOnLine" was extended with direct access to the Frankfurt stock exchange. In the primary deposits field, where, because of the large increase in loan demand, a volume increase was vital for the Raiffeisenkassen, interesting alternatives were created with the appliance of structured notes, which, under capital protection, enable the investor to take part in the growth of stock exchange developments.

On the other hand, the RLB acts as a commercial bank on the local market.

Under the terms of the subsidiarity principle, direct customers are offered all products and services of the banking business.

Also in the previous financial year, because of the high loan demand arising from the continuing South Tyrolian economy growth, the Raiffeisenkassen focused more intensively on collaborating with the RLB in the middle- and long-term lending business. The increase of lending volume confirmed this continuing trend. The new financial product for corporate customers, "Raiffeisen Leasing", was worked out together with Banca Agrileasing and made accessible to the Raiffeisenkassen for distribution across the whole of South Tyrol. The increased market was thus fully satisfied.

### **Organisational Structure**

Managing Director J. Schneebacher surprisingly left the bank with effect from 31<sup>th</sup> of October 2000. Consequently, Vice Managing Director Peter Gius took over the leadership of the bank. On 29<sup>th</sup> of January 2001 he was appointed Managing Director by the Board of Directors.

Consequently, the organisational structure was adapted to the new requirements. Six main sections were amalgamated to form three business divisions. The Commercial Business Division includes the Main Business Commerce and Payment Flows Sections, the Business Investment Division includes the Main Sections of Business Investment and Treasury and the Administration and Organisation Division consists of the Main Administration and Resources Departments Sections.

The Legal Department, Head Office Secretariat, the Marketing and Internal/External Communication Sections and Personnel Administration remain specialist departments.

At this juncture, an explicit thankyou is expressed to the Vice Managing Director for many years, Alfons Zelger and to the manager of the Main Business Commerce Section for many years, Heinrich Bragagna. Both managers left the company in the last quarter 2001 and commenced their well-earned retirement.

### **Participating Interests:**

Participating Interests are increasingly seen as a possibility to enlarge the range of services of the RLB for the Raiffeisenkassen and to seize business opportunities outside the province of South Tyrol, by investing in establishments and participating in the decision-making process of the respective companies. This also resulted in a higher degree of cooperation with these companies.

After the removal of currency borders, the RLB sees possibilities for development for both customers of the Raiffeisen Finance Organisation (RFO) and also for the RFO itself within regional framework, which covers the area, from Bayern in the north as far as Veneto and Trentino in the south. In this way, it accepts the challenges of the market and subsidiary types of tasks, which can not be managed by the Raiffeisenkassen themselves, but have to be taken on to maintain their strong market position.

In the reporting year, the following participating interest variations took place:

- a) Purchase of 32.75% share in the Alpenbank AG, Innsbruck;
- b) Exercise of subscription rights for a new share issue of Banca Agrileasing Spa. Consequently, new shares totalling 573 Mio. Lire were subscribed.
- c) The participating interest in the Zusatzrentenfonds AG was decreased to a total of 201 million Lire, due to a share repurchasing of the company.

### **Year 2000**

The transition into the new millennium went smoothly. All areas were well prepared and carried out their activity as usual at the beginning of the new year.

### **Development of Equity Capital and Profitability**

Share capital was converted into Euro in accordance with the resolution of the administration board on 24<sup>th</sup> of March 2000 according to the regulations of art. 17 of decree no. 213/98 and referring to surveillance directives of Banca d'Italia. The new nominal value of the share amounts to 51.65 Euro. The rounding up of Euro amounts were debited from the other reserves.

Additionally, due to positive business tendencies, 2,000 million Lire were accrued to the fund for general bank risks in accordance with prudent business practice.

Corporate assets were structured as follows:

Share Capital	Lire	100,008,345,500
Fund for General Banking risks	Lire	5,000,000,000
Reserves	Lire	18,041,411,445
Revaluation Reserves	Lire	9,381,999,986
Operating Result	Lire	3,817,385,124

Consequently, total corporate assets amounted to Lire 136,249,142,055.

### ***Profitability***

According to the association articles mandate, the RLB is expected to supply products and services of suitable quality to the Raiffeisenkassen and to guarantee their access to national and international financial markets. On this occasion, a key task is the development of new products and public relations with financial service companies. The task is to concentrate all preparation work centrally, to relieve the Raiffeisenkassen and to promote their long-term independence. The terms and rates catalogue for the Raiffeisenkassen, including Money, Foreign Exchange and Securities Trade, as well as the settlement of payment flows in the home and foreign market, aims at transferring the true accumulated costs for the latter activities.

The RLB aims to develop new income sources though, which are not at the expense of the Raiffeisenkassen. Such income is in actual fact the commercial business of the RLB, which is in no way limited to the new issue business in the Bozen area. The profitability of the RLB is mainly influenced by the economic expansion of this field.

Below an overview of to the good economic results and further preparation work, which is carried out by the RLB.

### ***Development of Volume of Trade***

In the financial year 2000, volume of trade was expanded by 14.8% to a total of approximately 1,720 billion Lire. Contingent liabilities, such as guarantees, acceptances and other liabilities recorded an above-average growth of 60.02% on average.

In the previous financial year, the growth in volume of trade was mainly due to the rise in commercial business and in treasury. The growth in commercial business was achieved mainly in the field of middle-term and long-term financing, thanks to a continuous servicing of direct customers, principally corporate customers, and the collaboration with the Raiffeisenkassen.

### ***Development of Gross Interest Margin***

In the financial year 2000, the interest rate level recorded a slight but constant growth. Despite the sharper competition, the net interest result in commercial business was again maintained by expanding business volume. The average interest rate on deposits and loans recovered slightly, due to the general increase in the interest rate level. The interest gap slightly decreased, compared to the previous year.

Compared to the previous year, net earnings on interest business decreased by 11.73% to 20,132 million Lire, due mainly to the diminished interest gap and to regroupings from interest-bearing bonds in favour of other interest-bearing investment instruments.

### ***Development of Commissions Margin***

In the financial year 2000, the commission margin was considerably improved. The launch of the asset management service "Concret" and the further expansion of the correspondence bank's role within fund business contributed considerably to the achievement of this result. The net result amounted to 15,890 million Lire and increased by 45.4%, compared to the previous year.

This figure also takes into account commission refunds to Raiffeisenkassen for investments under the asset management service "Concret". In only the second year of its existence, this service brought in 3,756 million Lire to Raiffeisenkassen.

Along with income from the securities business, there was also a positive impact, although to a lesser extent, from the expansion of guarantee credits, payment flow services and other bank income, such as refunds on banking transactions and the intermediation of insurance products and leasing contracts.

### ***Development of Earnings from Trading for Own Account***

The net result on securities and foreign exchange trading improved considerably, compared to the previous year. This development is in part due to the improvement of organisational measures for the monitoring of market risks and partly due to the diversification of risks for the bank-owned investment portfolio. The performance achieved by the bank-owned security holdings also exceeded target values.

A good trading result of 2,166 million Lire was obtained in the area of foreign exchange trading. This figure represented a marked improvement in income compared with last year. Despite the introduction of the Euro,

foreign exchange activity was positively influenced by the continuing trend towards loan uptake and towards the trading of securities in out-currencies.

### **Changes in Operating Expenses**

In the previous financial year, operating expenses increased by 967 million Lire, 3.9% respectively, compared to last year, to a total of 25,587 million Lire. The increase in expenses was consequently 2.5% higher than the average Italian inflation rate. However, this development was due to expenses which were of an extraordinary nature.

At 58.5%, staff costs represented the largest item within operating expenses. Compared to the previous year, this figure increased by 405 million Lire, or 2.8%. This is mainly due to the renewal of the national collective-bargaining agreement for the employees, which was signed at the beginning of December 2000.

The second largest expenditure was in information technology. These expenses increased by about 6% to 4,703 million Lire in the reporting year.

The remaining administrative expenses increased by 304 million Lire, or 5.4%, to 5,912 million Lire. This rise was due to extraordinary, not repeated expenses.

On the whole, it could be said, that changes in operating expenses were under control.

### **Depreciations, Provisions and Results from Extraordinary Business Activity**

Depreciation of tangible and amortization of intangible fixed assets amounted to Lire 1,197 million Lire in total. Depreciations and amortizations thus decreased by 120 million Lire, or 9.1%, compared to the previous year.

The valuation adjustment requirement increased by 150.55% to 2,498 million Lire in total, compared to the previous year, due to the rise in doubtful accounts

As a consequence of the large increase in customer receivables, a provision of 1,335 million Lire to cover possible loan losses was also formed.

The net result of extraordinary business activity amounted to 233 million Lire and was mainly based on the refund of charges not owing.

The results in the above stated sections produced a profit on ordinary activities of 10,694 million Lire.

Taking into account the net result of the extraordinary business activities, the operating result before taxes amounted to 10,927 million Lire. The result achieved was thus considerably better than last year.

### **Net Profit**

After deducting 5,110 million Lire in direct taxes and after allocating 2,000 million Lire to the fund for general banking risks, a net profit of 3,817 million Lire was reported. The profitability and productivity ratios thus improved considerably compared to the previous year.

The individual business sectors of the RLB recorded the following results, in the previous financial year:

### **Investment Business**

Activities in the year 2000 mainly focused on continuing the expansion of the product range in the investment field and on supporting the Raiffeisenkassen in their investment business. At the beginning of February, the distribution of investment funds of Union Investments was commenced, with an offer of 5 new funds, which was extended to 20 funds by year-end. In the middle of April, 55 special funds of Parvest followed. In October the funds of Julius Baer were also included in the offer. For these three fund companies, the RLB also acted as correspondence bank (banca corrispondente) outside the Bozen province.

As for the funds of Raiffeisen Kapitalanlagegesellschaft and Vontobel, which had already been distributed, additional funds were included in the offer. The RLB thus disposes of an extremely diverse fund palette of the highest quality.

In the year 2000, the activities of the RLB were extended also outside South Tyrol.

By issuing new structured notes, the offer of the Raiffeisenkassen was expanded in the course of the year. The organisational support to the Raiffeisenkassen, for the issue of own structured bonds for their new issue business was intensified. This area of business is being nurtured and further extended.

Towards year-end, the preparations for the expansion of the Asset Management "Concret" with a fifth line were completed.

In order to make the new products known to Raiffeisen customers and to fill out the image “Raiffeisen, the Investment Bank”, in the period April/May, a five-week publicity campaign under the motto “Strong Partners” was conducted. On this occasion, the investment funds of Vontobel, Raiffeisen KAG, Union Investment and Parvest and the Asset Management “Concret” were presented. In May, the “1st South Tyrolian Investment Symposium” was organised with great success through a cooperation between the Raiffeisenkassen und the Raiffeisenverband. In December, the RLB – together with some Raiffeisenkassen, the RVS-Marketing-Department and Raiffeisen-Online, participated in the “Stock Exchange Day 2000” at the Free University of Bozen.

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### **Securities Trading:**

The euphoria in the single securities trade, continuing until the first quarter 2000, was followed by a marked sobering-up in the financial markets in the second half of the year. Price correction in the New Market mainly contributed to this development.

This resulted in an increased risk awareness amongst customers, which caused an heightened demand for professional advice, above all in relation to the RLB's investment fund palette and its asset management. Accordingly, in the last quarter, these two investment fields recorded an increased demand. The asset management “Concret” recorded a stock expansion of 98.94%, investment fund holdings grew by 123.31%.

One main focus was back-office automation. The structure is now more stable, and can also handle higher order quantities, avoiding work overloads. Also in future, the key focus will be optimising technical organisation, keeping it up-to-date and continually improving it. With efficient programs and optimised processing procedures, a good performance with fewer staff should be efficiently provided.

### **Foreign Exchange Trade:**

Compared to the previous year, turnover of foreign exchange slightly decreased, but remained at an astonishingly high level.

The reason for this development were foreign currency borrowings on the part of the customers of the Raiffeisen Finance Organisation. Compared to the previous year, income from foreign trade exchange significantly improved.

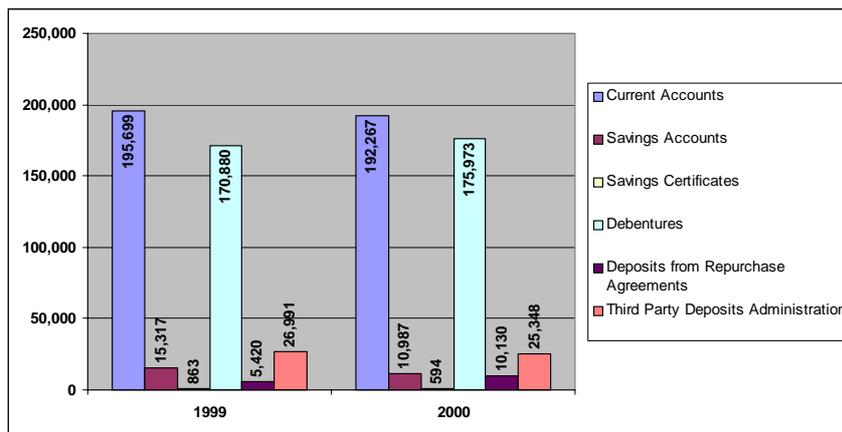


## The RLB in the Financial Year 2000

1999, gained an ever wider acceptance by customers. Foreign exchange development further encouraged this tendency. More and more customers use this user-friendly banking instrument.

### Product Description (in Million Lire)

	1999	2000	Var. %
Current Accounts	195,699	192,267	-1.75
Savings Accounts	15,317	10,987	-28.27
Savings Certificates	863	594	-31.17
Debentures	170,880	175,973	2.98
Deposits from Repurchase Agreements	5,420	10,130	86.90
Third Party Deposits Administration	26,991	25,348	-6.09



The activity in the new issue business also had positive impacts on efficiency in product development: RLB's experience in handling customer demands contributed to development and made product managers more confident in designing the respective contents. The positive acceptance of the products by primary customers further confirmed the importance of RLB's own experience.

The growth in the use of electronic banking services proved satisfactory. Customers very much appreciated the reliability of the in-house home banking system and made increasing use of it. There was a positive reception by customers above all of the introduction of foreign

payments and of payment orders for cashing due fungible securities with all banks affiliated with the CBI-pool. (corporate interbancario). A continuous growth in turnover can be observed in this field. Further increases are expected.

### Loans:

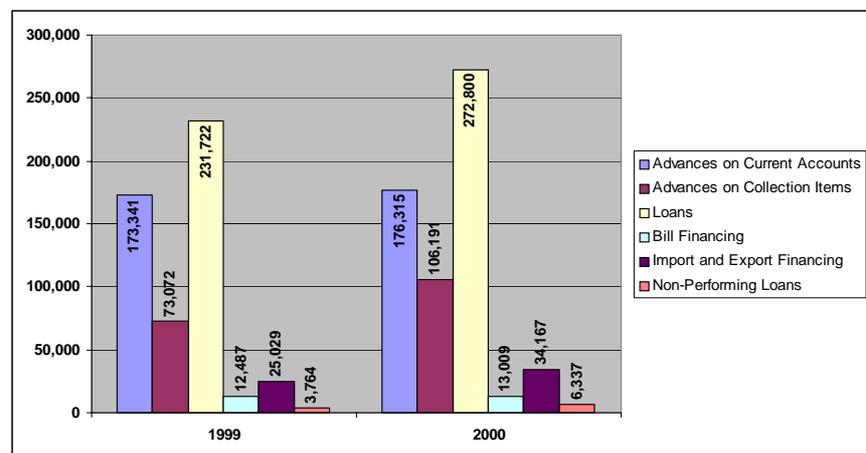
The sector spread of loans changed slightly in relation to the previous year. The services sector continued to have the largest share. It increased from a total share of 29% to 31%, compared to the previous year. This is mainly due to the relentless economic growth in this sector and above all to the positive expansion in the tourism field. Agriculture, industry, financial system and public administration decreased slightly. Financing to wholesale trade, retail trade and families increased.

At 0.003% of the total loan volume, (considered to be an insignificant amount), the development of loan losses was

### Product Description (in Million Lire)

	1999*	2000*	Var. %
Advances on Current Accounts	173,341	176,315	1.72
Advances on Collection Items	73,072	106,191	45.32
Loans	231,722	272,800	17.73
Bill Financing	12,487	13,009	4.18
Import and Export Financing	25,029	34,167	36.51
Non-Performing Loans	3,764	6,337	68.36

(\* Numbers do not take into account the devaluation of claims)



## The RLB in the Financial Year 2000

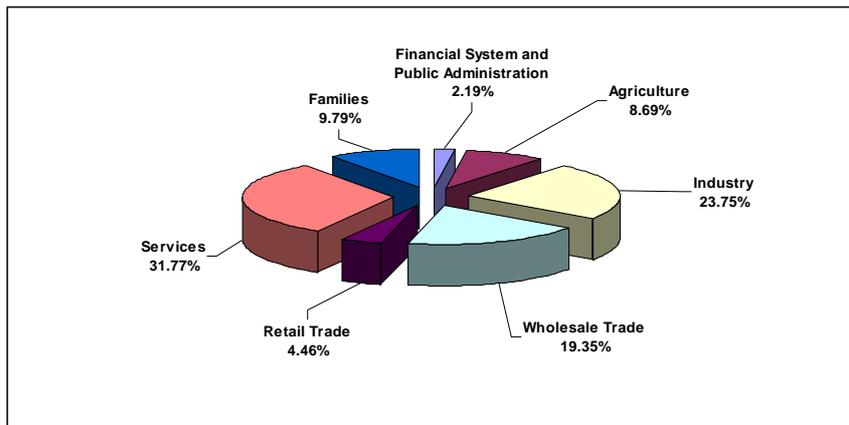
satisfactory.

Also in the previous year, doubtful accounts gave no cause for concern. The share of loans, considered difficult to collect showed a share of 1.05% in the reporting year, which is far lower than the country-wide average.

In the reporting year, the RLB focused on the consolidation of relations with existing customers and on the development of their collaboration with them. The large growth rates of the previous years required increased consultancy and monitoring at all levels. This development was actively supported by the credit risk management, which enjoys a high priority, as indicated by the low loan losses.

### Spreading of Loans (in Million Lire)

Sector	1999	in %	2000	in %
Financial System and Public Administration	13,036	2.51	13,292	2.19
Agriculture	58,599	11.29	52,629	8.69
Industry	131,975	25.42	143,900	23.75
Wholesale Trade	92,382	17.79	117,263	19.35
Retail Trade	23,539	4.53	27,010	4.46
Services	150,509	28.99	192,476	31.77
Families	49,177	9.47	59,284	9.79



### Treasury

At the accounting date, due to banks amounted to 1,037,044 million Lire, which corresponded to an increase of 18.80%-points, compared to the previous year. Due from banks also increased by 21.37% and amounted to 638,266 million Lire.

In the previous year, approximately 5,400 money market deposits for a counter-value of 36,983 billion Lire were traded.

Also in the previous financial year, the RLB actively participated in the repurchase agreements of the European Central Bank (ECB). The tendency towards a decreasing liquidity of the Raiffeisenkassen became further evident in the reporting year, revealing in a higher growth of financing to Raiffeisenkassen. The reasons for this development were an increased loan granting on the part of the Raiffeisenkassen, investments for their bank-owned security holdings and liquidity outflows into investment funds and other securities.

Considering the general securities situation, the RLB met its planned performance target. This year's performance was pleasing. Security holdings were further diversified by investing to a small extent in bonds and equity funds. All devaluations, mainly referring to price falls of equity funds, were carried out at year-end. With a view to the long term, a Special Fund for the Raiffeisenkassen was launched, which was then incorporated into fixed assets.

For the first time in the last year, the RLB procured liquidity on international capital markets. This liquidity was needed on the one hand by the RLB itself, and on the other hand passed on to the Raiffeisenkassen, by subscribing their debentures and transferring them into the RLB's own portfolio.

### Payment Flows

After the introduction of the Euro in payment flow services, the previous financial year was marked by a consolidation phase. The change had to be monitored above all in the first months of the millennium. Fortunately, no negative repercussions, either in internal or in national and international payment systems, were recorded. In view of these two major events, it was decided a long time ago not to implement any major changes or projects in domestic payment systems in Italy, in order not to hinder the banks in their changeover and their accustomization.

However, in foreign payments, with a delay of one year compared to other countries, the EU directive for cross-border transfers became effective in October. With this directive, obligations of banks for the administration of cross-border money orders and their liability were standardized and defined Euro-wide. However, this had no impact on the processing of these services in the Raiffeisen Finance Organisation, because the chosen payment system TARGET had been able to observe all conditions of the directive.

In the EC-cheques sector, the overall decreasing trend continued. On the other hand, an increasing use of plastic money (payments through payment and credit cards) could be noted. With both retailers and card owners, the acceptance of this means of payment further increased, as in the previous financial years (28% on average).

The frequently predicted quantum leap of E-Commerce in corporate banking did not come about. This can be explained by the lack of integration with companies' internal administration programs and by the continuing absence of securities structures for the individual identification of card owners.

In the state treasury field, the tendency of public institutions to collect fees through technical banking collection products further increased. This resulted in interesting turnover rises.

### Administrative Department

The Main Administrative Section, as line department, is particularly responsible for the support to company boards and to all administrative aspects of the banking products and services offered.

The early integration of Administrative Department personnel in charge of various projects, such as the issue of structured notes and the distribution of investment funds, aimed at a proper and efficient settlement of transactions, as well as an optimisation of work routines in terms of organisation and administration. Experiences in this respect have been excellent.

The following standard tasks were fulfilled by this main section in the financial year 2000:

- Organisation of accountancy, establishment and continuous optimisation of work routines, execution of all tasks referring to financial and investment accountancy, preparation of balance sheets;
- Clarification and support in tax law questions and completion of tax declarations;
- Contacts with authority representatives and reporting to the Banca d'Italia;
- Various tasks relating to the administration of individual customer positions and the monitoring of correspondence bank accounts.
- Support in administrative matters referring to the Company's participating interests ;
- Carrying out controlling and analysis of decision-relevant information for individual sections and bodies of the company. This means in concrete terms, that divergences in target data, the development of interest and contribution margins, have to be continually analysed and communicated. At present, a fixed-interest balance sheet covering all bank levels is being drawn up.

### Risk Management and Internal Auditing

The target of this section is the development and implementation of adequate systems for identification, quantification and limitation of the various risks in the banking business. This includes the monitoring of risk positions and the analysis of related risk potential. The critical guideline is the conclusion of business, with the target of a long-term maximisation of operating results. An additional main focus is the support of current and planned projects concerning credit, liquidity or market risks. Risk Management is also an essential means for the Board of Directors to fulfil its duties in the area of "Risk culture – deliberate running of risks" at all organisational levels.

With the renewal of internal regulations, in the year 2000, in Commercial Business, Investment Committee, Securities and Liquidity Concept and Bank-Contracting Party Risk, new knowledge from the monitoring of loan as well as the security portfolio could be incorporated. Referring to interest risk, daily analysis employing the methodology of risk capital "VaR" was consolidated and proved very worthwhile.

Another important activity was the support of the Supervisory Board in the performance of its surveillance tasks, as well as in the presentation of quarterly risk surveys for the board of directors.

In the reporting year, Risk Management particularly focused on the liquidity development of the Raiffeisen Finance Organisation and consequently of the RLB. The demand for an external long-term refinancing of the rapidly increasing loan business, for the first time required a more detailed analysis and targeted measures. This specialist section covered risk aspects in new business activities on international capital markets and in the rating procedure with Standard & Poor's.

The Internal Auditing Section focused on legal-operating risks. Seventeen auditing reports were drawn up in different sections, suggestions for improvement were introduced and the implementation of the latter was accompanied. Support was given to the external auditing company in the reconciliation of asset accounts, inventories and balance confirmations.

### Legal Department

In the year 2000, the Legal Department continued its operative support to other departments. Legal advice was given to the Main Commerce Business Section (support in difficult to collect loan positions, handling of special cases in the course of credit investigations), for the Main Investment Business Section, (preparation and updating of contract documents for investment products which were offered within the Raiffeisen Finance Organisation) as well as for the Main Payment Flows Section (amicable settlement of problem cases in the collection service between participating collection banks and their central giro centres inland and abroad).

Consulting and information activities for the Raiffeisenkassen continued to be carried out, whereby various legal and problem cases, occurring daily within the Raiffeisenkassen and relating to the various banking services and products could be clarified and settled.

### Resources Department

The main objective of the Specialist Resources Department was the supply of qualified personnel, of IT-equipment and organisational support to the main sections.

In the reporting year, this department handled all personnel matters and dealt with areas connected with training and education. Further, it administered and checked the investment plan for hardware, software and other movables and procured the required materials and equipment for the RLB. Marketing support required by the other main sections was ensured.

The Banking Organisational Service Section concentrated on the creation of an overview of the projects outstanding at issue and on the coordination of project work between the RIS as a software supplier and the individual internal sections. Thereby the central tasks were essentially analysis, collaboration in IT-technical work of the RIS, conducting of the necessary tests, implementation of the operating procedure descriptions and the delivery of programs to responsible sections, whereby the latter were increasingly supported in the first operative phase. Collaboration with the committees of the Italian Banking Organisation (Associazione Bancaria Italiana) and the Commission for the Rationalisation of the Interbanking Procedures (Convenzione Interbancaria per i Problemi

dell'Automazione) was further developed.

The IT-Organisation coordinated collaboration with the RIS and was responsible for the administration and examination of the priority list for IT-projects.

In the System Management Section, the main focus was the updating, and renewal of hard- and software.

### Important Events After the Closure of the Financial Year 2000

After the closure of the financial year 2000 there were no important events, which could have any significant impact on the balance sheet result.

### The Forecasted Development of the Enterprise

Also in the financial year 2001 the RLB will increasingly focus on the needs of the Raiffeisenkassen. This activity will extend to all business areas of the latter.

The experiences of the last two financial years have shown clearly that collaboration with the Raiffeisenkassen and the coordination work carried out by the RLB represent good prerequisites for business success on both sides.

Apart from the provision of products and services in the banking field, the Raiffeisenkassen are increasingly offered support in the handling of their business.

Another main focus of activity will be the heightened support of the Raiffeisenkassen in the sale of products put at their disposal.

The market situation in the first two months of the financial year 2001 showed clearly that collaboration in the combine is an essential prerequisite for a full exploitation of the existing combine structures and to further improve cost structure.

The increasing cost pressure on the banking system in general demands answers from the Raiffeisen Finance Organisation, and these answers have to be found within the combine. The autonomy of the Raiffeisenkassen and the corresponding close relations with customers provide an essential competitive edge and have to be supported by subsidiary structures. The project "Virtueller Hinterschalter" (Virtual Counter), which is anchored in the three year plan 2001 – 2003, is being further developed in the current year. The RFO-wide automation of procedures is continued through a purification and standardization process.

Additional cost decreasing potential exists in the use of the joint IT&DE-platform on the part of further Raiffeisenkassen.

### Relations with other enterprises

No relations exist for controlling, dependent or affiliated enterprises, nor to enterprises which depend on the latter.

### Proposal for the Appropriation of Net Income

For the appropriation of net income in the financial year 2000 of 3,817,385,124 Lire the Board of Directors made the following proposal:

Legal Reserve (5%)	Lire	190,869,256
Extraordinary Reserve (20%)	Lire	763,477,025
Free Reserve	Lire	1,563,038,843
Dividend Payment	Lire	1,300,000,000
Net Profit for the Financial Year	Lire	3,817,385,124

### Thanks of the Board of Directors

The Board of Directors expresses its thanks to all, who worked towards the achievement of the objectives of the Raiffeisen Finance Organisation and particularly those of the RLB.

To those responsible in all member cooperatives, we would like to express our thanks for their support. We would like to thank the Board of Directors' members, the Supervisory Board members, the managing directors and employees of the Raiffeisenkassen for their trust and collaboration.

Our thanks is equally conveyed to direct customers and business partners.

In addition, the Board of Directors thanks the members of the Supervisory Authority, of the Raiffeisenverband Südtirol, the ICCREA Holding Spa, the National Association of the Italian Raiffeisenkassen (Federkasse) for their close collaboration, support and promotion of the concerns of the RLB.

We would like to express our special thanks to the Supervisory Board members, in the first instance to the President Karl Florian for his valuable and constructive cooperation.

A heartfelt thankyou is extended to the members of Head Office, the managers of the main sections, the executives and all other employees for their great efforts and conscientiousness.

The Board of Directors



## Supervisory Board's Report

### **Dear Shareholders!**

The balance sheet, presented for adoption at 31<sup>st</sup> of December 2000 consists of the asset and liability statement, the profit and loss account and the balance sheet notes and was prepared in accordance with the legal provisions of the Italian Civil Code (Codice Civile), as well as other legal obligations and the special provisions, which are determined by law in the banking field, and duly respecting GoB accounting principles. Annual closing of accounts was handed over in due time to the Supervisory Board and the Board of Directors.

Valuation principles and valuation criteria of assets and liabilities remained unchanged compared to the previous year and were fully explained in the balance sheet notes. They comply with legal provisions both in form and content.

Results of assets and liabilities in brief:

Total amount assets	1,720,016,465,878	Lire
Total amount of liabilities and of the various provisions	1,558,540,658,947	Lire
Share capital and other own assets (thereby subordinated liabilities 29,044.050,000 Lire)	161,475,806,931	Lire
Net profit	3,817,385,124	Lire
Contingencies and commitments	205,826,731,740	Lire

The annual profit of the financial year was calculated from the profit and loss account as follows:

Total income	94,686,687,474	Lire
Total expenses	90,869,302,350	Lire
Net profit	3,817,385,124	Lire

The management report of the Board of Directors complies with legal provisions both in form and content and sufficiently describes the course of business and expected development.

In the previous financial year 2000, the Supervisory Board fulfilled its monitoring function according to the mandate of the shareholders' meeting and according to legal provisions and the articles of association of the RLB. This took place through the attendance of the Board of Directors' and Execution Committee meetings, holding of own meetings, periodic stock controls, inspection of the company's books and other accounting records as well as by samplings of slips and documents. Further, the Supervisory Board received and assessed information by the Internal Auditing Section on the internal control system and on legal compliance in general. In particular, the Supervisory Board confirms as follows:

- Listed marketable securities were evaluated at the lower of cost (LIFO continuo giornaliero) or market. To determine the market value of unlisted securities, the latter were divided into three groups:
  - a) Raiffeisenkassen Bonds: market value was determined by applying the 6-month Euribor at year-end
  - b) Bonds from other issuers: market value was determined by applying the Rendibond at year-end
  - c) Shares in investment funds: market value corresponds to the value determined by the funds company at year-end

Write-ups and write-downs of the security holding were properly recorded with results from financial business.

- Securities included in financial fixed assets were evaluated at purchase cost (no decreases in value exist).
- Interest holdings were evaluated at cost of acquisition.
- Depreciations of movable and immovable fixed assets were calculated according to the legal provisions and in correspondence with their remaining economic life.
- Amortizations on intangible fixed assets were effected according to legal provisions.
- Accruals and deferrals were registered in the balance sheet according to the accruals concept with the approval of the Supervisory Board.
- Provisions for severance payments for the employed personnel correspond to the matured claims according to law provisions and the collective-bargaining agreement by the closing date.

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## Supervisory Board's Report

- Dues from banks and customers were evaluated according to their expected collectability and adjusted to a total value of 2,498,241,353 Lire.
- The loan risk fund was increased by a total amount of 1,334,736,943 Lire, thereof 181,418,831 Lire for default interest
- Total provision was formed in application of valid tax provisions. Receivables and liabilities in foreign currency were registered in the balance sheet at the spot rate of the last working day of the financial year 2000, as published by the Banca d'Italia.
- The balance sheet accurately reports the revaluation funds for fixed assets by applying provisions no. 72/83 and no. 408/90.
- Current and accrued/deferred taxes of the financial year were recorded according to directives and law provisions on an accrual basis.

The present balance sheet was confirmed by the auditing company, PriceWaterhouseCoopers AG, without objections. In the view of the of the Supervisory Board, the present balance sheet of the financial year 2000 was prepared in compliance with the principles of balance sheet validity and clarity.

The Supervisory Board recommends those attending the shareholders' meeting to approve the balance sheet of the financial year 2000 with the appendant management report and to approve to the Board of Management Directors' proposal for the appropriation of net income.

The Supervisory Board thanks the Board of Management Directors, the members of Head Office, the executives and all employees for their efforts and the successful work achieved. Further, it would like to thank the Raiffeisenkassen, the Economic Cooperatives, the Raiffeisenverband Südtirol, the Banca d'Italia and the customers of the RLB.

The Supervisory Board:

Karl Florian  
David-Anton Kofler  
Heinrich Eisendle.



**PricewaterhouseCoopers plc**  
Auditing and Certification Company

To the  
RLB Board of Directors

- 1) We audited the annual closing of accounts of the company Raiffeisen Landesbank Südtirol AG on 31 December 2000. Whilst the Board of Directors is liable for the preparation of the balance sheet, it is our responsibility to give our professional judgement on the annual closing of accounts, based on the above-mentioned audit.
- 2) Our audit was planned and effected according to the auditing standards recommended by CONSOB, thus ensuring that the annual closing of accounts was free of significant errors and credible as a whole. The monitoring included sample examination of accounting documents which substantiate the balances and information contained in the annual closing of accounts, as well as the judgement of the adequacy and correctness of the accounting standards applied and the adequacy of the conclusions drawn by the company's Board of Directors. In our opinion, the work carried out offers a reasonable basis for issuing our audit certificate. Referring to the audit certificate for the annual closing of accounts of the previous year, the values of which were stated for comparison purposes according to legal provisions, we refer to the auditing report of Pricewaterhouse Coopers plc of 3 April 2000.
- 3) According to our judgement, the annual closing of accounts of the RLB at 31 December 2000 corresponds to the legal provisions on the preparation of closing accounts and the principle of fair presentation was fully applied in their preparation. The annual closing of accounts truthfully and properly reflects the company's position with respect to assets and liabilities, finance and income.
- 4) We would like to point out that the operating result for the financial year 2000, as shown in the balance sheet notes, was influenced by the provision to the fund for general banking risks.

Trient, 31<sup>st</sup> of March 2001

PricewaterhouseCoopers plc

A handwritten signature in dark ink, appearing to read 'Maria Teresa Bernelli', written over a light-colored background.

Maria Teresa Bernelli  
(Chartered Accountant)

BALANCE SHEET **at 31/12/2000** - STATEMENT OF ASSETS AND LIABILITIES

ASSETS	31/12/2000	31/12/1999
10 CASH BALANCE AND DUE FROM CENTRAL BANKS AND NATIONAL SAVINGS BANK	12,553,580,279	9,076,642,753
20 GOVERNMENT AND PUBLIC SECTOR SECURITIES, WHICH MAY BE USED FOR REFINANCING	72,899,727,753	106,594,641,531
30 DUE FROM BANKS	638,266,041,742	525,888,059,449
a) due on demand	110,316,981,700	132,089,852,182
b) other receivables	527,949,060,042	393,798,207,267
40 DUE FROM CUSTOMERS	605,853,040,673	519,228,195,903
thereof:		
- loans from funds administered by third parties	25,347,740,396	26,991,261,710
50 DEBENTURES AND OTHER NOTES	228,696,407,945	256,009,728,375
a) from public issuers	173,708,420,564	226,109,913,717
b) from banks	50,904,290,922	25,818,814,658
thereof: Own bonds	1,005,761,175	1,688,658,712
c) from finance companies	4,081,000,009	4,081,000,000
d) from other issuers	2,696,450	0
60 SHARES AND OTHER NOT FIXED-INTEREST SECURITIES	51,039,507,724	0
70 PARTICIPATING INTERESTS	27,526,782,282	15,307,864,865
90 INTANGIBLE FIXED ASSETS	452,918,021	267,016,859
100 TANGIBLE FIXED ASSETS	13,327,442,915	13,904,647,492
130 OTHER ASSETS	60,114,640,203	44,464,147,436
140 ACCRUED REVENUE AND PREPAID EXPENSES	9,286,376,341	7,224,369,010
a) accrued revenue	9,260,767,741	7,202,166,801
b) prepaid expenses	25,608,600	22,202,209
<b>TOTAL ASSETS</b>	<b>1,720,016,465,878</b>	<b>1,497,965,313,673</b>

**BALANCE SHEET at 31/12/2000 - STATEMENT OF ASSETS AND LIABILITIES**

EQUITY AND LIABILITIES	31/12/2000	31/12/1999
<b>10 Due to banks</b>	<b>1,037,043,852,858</b>	<b>872,948,008,441</b>
a) due on demand	327,303,751,344	203,702,591,506
b) with agreed term	709,740,101,514	669,245,416,935
<b>20 DUE TO CUSTOMERS</b>	<b>213,382,779,288</b>	<b>216,747,682,146</b>
a) due on demand	202,877,788,700	210,853,301,839
b) with agreed term	10,504,990,588	5,894,380,307
<b>30 SECURITIZED LIABILITIES</b>	<b>210,035,663,682</b>	<b>199,604,205,242</b>
a) bonds	175,973,063,503	170,879,676,465
b) deposit certificates	594,000,000	862,553,890
c) other liabilities	33,468,600,179	27,861,974,887
<b>40 THIRD PARTY FUNDS ADMINISTRATION</b>	<b>25,347,740,396</b>	<b>26,991,261,710</b>
<b>50 OTHER LIABILITIES</b>	<b>37,643,682,608</b>	<b>28,105,890,490</b>
<b>60 ACCRUED EXPENSES AND DEFERRED REVENUE</b>	<b>6,110,476,142</b>	<b>3,682,428,938</b>
a) accrued expenses	4,475,477,336	1,939,822,411
b) deferred revenue	1,634,998,806	1,742,606,527
<b>70 PROVISION FOR SEVERANCE PAYMENTS</b>	<b>7,280,028,491</b>	<b>7,029,020,156</b>
<b>80 PROVISION FOR RISKS AND COMMITMENTS</b>	<b>5,329,818,000</b>	<b>1,059,305,000</b>
b) tax provisions	5,169,817,000	882,513,000
c) other provisions	160,001,000	176,792,000
<b>90 PROVISION FOR LOAN RISKS</b>	<b>12,549,232,358</b>	<b>11,365,754,609</b>
<b>100 FUND FOR GENERAL BANKING RISKS</b>	<b>5,000,000,000</b>	<b>3,000,000,000</b>
<b>110 SUBORDINATED LIABILITIES</b>	<b>29,044,050,000</b>	<b>0</b>
<b>120 SUBSCRIBED CAPITAL</b>	<b>100,008,345,500</b>	<b>100,000,000,000</b>
<b>140 RESERVES</b>	<b>18,041,411,445</b>	<b>17,132,020,183</b>
a) legal reserves	10,919,660,808	10,873,773,973
c) statutory reserves	4,755,619,848	4,572,072,496
d) other reserves	2,366,130,789	1,686,173,714
<b>150 REVALUATION RESERVES</b>	<b>9,381,999,986</b>	<b>9,382,000,000</b>
<b>170 RESULT FOR THE YEAR</b>	<b>3,817,385,124</b>	<b>917,736,758</b>
<b>TOTAL LIABILITIES</b>	<b>1,720,016,465,878</b>	<b>1,497,965,313,673</b>

## STATEMENT OF ASSETS AND LIABILITIES

CONTINGENCIES AND COMMITMENTS	31/12/2000	31/12/1999
<b>10 CONTINGENCIES</b>	<b>177,628,856,752</b>	<b>111,006,549,144</b>
thereof:		
- acceptances	2,871,722,843	1,385,933,327
- guarantees and other liabilities	174,757,133,909	109,620,615,817
<b>20 COMMITMENTS</b>	<b>28,197,874,988</b>	<b>21,377,504,462</b>

## PROFIT AND LOSS STATEMENT

PROFIT AND LOSS STATEMENT	31/12/2000	31/12/1999
<b>10 INTEREST AND OTHER INCOME</b>	<b>64,018,160,576</b>	<b>49,164,003,205</b>
thereof:		
- interest from customers	32,172,791,537	22,237,080,448
- interest on notes	14,703,972,051	14,463,198,737
<b>20 INTEREST AND SIMILAR EXPENSES</b>	<b>-44,538,203,766</b>	<b>-26,953,959,779</b>
thereof:		
- Interest to customers	-5,079,989,495	-3,827,967,144
- interest on debentures	-7,258,142,461	-2,320,417,811
<b>30 DIVIDEND AND OTHER INCOME</b>	<b>652,417,918</b>	<b>596,725,513</b>
b) from participating interests	652,417,918	596,725,513
<b>40 COMMISSION INCOME</b>	<b>24,436,024,085</b>	<b>16,006,011,506</b>
<b>50 COMMISSION EXPENSES</b>	<b>-8,545,768,336</b>	<b>-5,080,698,688</b>
<b>60 INCOME/LOSSES FROM FINANCIAL BUSINESS TRANSACTIONS</b>	<b>2,156,348,362</b>	<b>-7,639,943,351</b>
<b>70 OTHER (OPERATING) INCOME</b>	<b>3,035,509,351</b>	<b>2,149,788,079</b>
<b>80 GENERAL ADMINISTRATIVE EXPENSES</b>	<b>-25,586,706,529</b>	<b>-24,619,383,607</b>
a) staff costs	-14,971,629,762	-14,566,656,304
thereof:		
- wages and salaries	-10,310,970,794	-10,041,037,650
- social insurance contributions	-2,953,052,545	-2,942,746,657
- provision for severance payments	-937,971,167	-862,352,335
- provision for supplementary pension fund	-769,635,256	-304,257,431
b) other administrative expenses	-10,615,076,767	-10,052,727,303
<b>90 VALUATION ALLOWANCES FOR FIXED ASSETS</b>	<b>-1,197,023,734</b>	<b>-1,317,150,828</b>
<b>120 VALUATION ALLOWANCE FOR ACCOUNTS RECEIVABLE AND TRANSFERS TO PROVISIONS FOR CONTINGENCIES AND FOR CREDIT RISKS</b>	<b>-2,498,241,353</b>	<b>-996,660,982</b>
<b>130 INCOME FROM RETRANSFER OF VALUATION ALLOWANCE FOR ACCOUNTS RECEIVABLE AND FROM PROVISIONS FOR CONTINGENCIES AND FOR CREDIT RISKS</b>	<b>96,214,202</b>	<b>38,090,018</b>
<b>140 PROVISION FOR CREDIT RISKS</b>	<b>-1,334,736,943</b>	<b>-2,743,795,606</b>
<b>170 OPERATING RESULT</b>	<b>10,693,993,833</b>	<b>-1,396,974,520</b>
<b>180 EXTRAORDINARY INCOME</b>	<b>292,012,980</b>	<b>967,871,623</b>
<b>190 EXTRAORDINARY EXPENSES</b>	<b>-58,555,677</b>	<b>-36,533,433</b>
<b>200 EXTRAORDINARY RESULTS</b>	<b>233,457,303</b>	<b>931,338,190</b>
<b>210 VARIATIONS OF THE FUND FOR GENERAL BANK RISKS</b>	<b>-2,000,000,000</b>	<b>2,000,000,000</b>
<b>220 TAX ON OPERATING RESULT</b>	<b>-5,110,066,012</b>	<b>-616,626,912</b>
<b>230 OPERATING RESULT</b>	<b>3,817,385,124</b>	<b>917,736,758</b>

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## Balance Sheets Notes

### Part A - Valuation

**Section 1** - Comments on Valuation Criteria

**Section 2** - Adjustments and Tax Provisions

### Part B - Notes to Statement of Assets and Liabilities

**Section 1** - Receivables

**Section 2** - Securities/Notes

**Section 3** - Participating Interests

**Section 4** - Tangible Fixed Assets and Intangible Fixed Assets

**Section 5** - Other Asset Items

**Section 6** - Liabilities

**Section 7** - Provisions

**Section 8** - Capital, Reserves, Fund for General Banking Risks

**Section 9** - Other Liabilities

**Section 10** - Contingencies and Commitments

**Section 11** - Concentration and Allocation of Assets and Liabilities

**Section 12** - Administration and Intermediary Business for Third Parties

### Part C - Notes to the Profit and Loss Account

**Section 1** - Interest

**Section 2** - Commissions

**Section 3** - Income and Expenses from Financial Activity

**Section 4** - Administrative Expenses

**Section 5** - Valuation Allowances, Adjustments and Provisions

**Section 6** - Other Items of the Profit and Loss Account

**Section 7** - Other Details of the Profit and Loss Account

### Part D - Further Details

**Section 1** - Board of Directors and Supervisory Board Members

### Balance Sheet Supplements

1. Statement of Own Assets and Variations

2. Statement of the Revaluation of Immovable Properties

3. Listing of Investments at 31st of December 2000

### Explanatory Notes

For the sake of clarity the pagination of Banca d'Italia was retained for the single statements. The schedules which were not seen as important for the RLB were not displayed.

### Structure and Contents of the Balance Sheet

The annual balance sheet 2000 consists of the asset and liability statement, the profit and loss account and of the present balance sheet notes. It is also supplemented by the Board of Directors' management report, as required by law, decree Nr. 87/92, on annual balance sheets and consolidated bank balance sheets.

Balance sheet notes serve to explain the contents of the balance data and supply supplementary information, required to correctly represent the asset and financial situation of the bank. All data, included in this balance sheet supplement are shown in million Italian Lire.

### Valuation

#### Valuation Concepts

The balance sheet of the financial year 2000 was prepared according to current legal provisions and according to the GoB accounting principles, as defined by the "Consiglio Nazionale dei Dottori Commercialisti e dei Ragionieri" and by the "International Accounting Standards Committee – I.A.S.C.". All valuations carried out were based on the assumption of the business activity being continued.

Above all:

- a) **no earnings, which were not actually achieved, were reported**
- b) **profits and losses were attributed to the financial year according to the accruals concept.**

The valuation standards mentioned below were agreed with the Supervisory Board, if required by legal regulations. Furthermore the Board of Directors confirms, that the accounting fully reflects business transactions carried out during the previous year.

### Section 1 - Comments on Valuation Criteria

#### Receivables, Liabilities, Guarantee Credits and Commitments to Customers

Due from customers were evaluated at the estimated amount which is expected to be collected. This value was determined by taking into consideration the solvency of the part which is liable. Devaluations of receivables were directly subtracted from the respective asset items. If the reasons for devaluation of a loan proves to be false in the following financial years, the original loan value is re-established by write-down reversal. Due to customers were evaluated at nominal value. These valuation criteria were also applied to the valuation of guarantee credits and similar commitments, which entail a credit risk.

#### Securities and Business Deals "Below the Line"

##### a) Marketable securities:

Marketable securities were evaluated at the lower of cost (LIFO continuo giornaliero) or market. For listed securities, this market value corresponds to the arithmetic average of the prices, achieved during the last month of the financial year. For determining the market value of unlisted securities, the latter were divided into three groups:

- 1) **Raiffeisenkassen bonds:** market value was determined by applying the 6-month Euribor at year-end.
- 2) **Bonds from other issuers:** market value was determined by applying the Rendib at year-end
- 3) **Shares in investment funds:** market value corresponds to the value determined by the funds company at year-end

##### b) Securities of financial assets Securities of financials assets were evaluated at purchase price.

Investments were carried out on strategic considerations. Devaluations effected in previous financial years are being recovered through write-down reversals if the reasons for devaluation do not apply any longer. Security repurchase agreements with repurchase obligation were entered as deposits. The costs of these were shown according to the principle of economic relatedness in the corresponding interest-expense positions of the profit and loss account.

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## Balance Sheet Notes: Part A

### **Derivative contracts** (excluding those in foreign currency):

Derivative contracts which remained outstanding at the day of closure of the financial year were concluded for the covering of interest risks on the liability side. These contracts were posted and evaluated in accordance with the posting and evaluation of the liability items covered. The differences in respect to these contracts were recorded in the profit and loss statement according to the accruals concept and in accordance with the economic impact of the liability items covered.

### **Participating Interests**

Participating interests belong to financial assets and were evaluated at the cost of acquisition. Participating interests have mostly strategic character and serve for expanding the business activity. In the case of permanent diminutions in value the purchase price of participating interests is correspondingly corrected. Dividends and corresponding tax credits are shown in the balance sheet according to the cash method of accounting.

### **Assets and Liabilities in Foreign Currency**

Asset and liability holdings in foreign currency were evaluated at the spot rate of the last working day of the year 2000 (prices published by Reuters). Forward currency transactions and derivative contracts in foreign currency were effected for trading- and not for cover purposes. Therefore the valuation was effected at forward prices according to their remaining maturity. Expenses and income from foreign currency trades were evaluated at the spot rate of the last working day and include adjustments of balances in foreign currency at year-end.

### **Tangible Fixed Assets and Intangible Fixed Assets**

Tangible fixed assets were evaluated at acquisition costs, including the directly attributable costs and applying the specific legal provisions concerning upward revaluation. Depreciations were effected at constant depreciation rates and directly deducted from tangible fixed assets. Depreciation rates were determined on the basis of their economical-technical use, which takes into account the technical obsolescence and the remaining expected useful life. For the IT-equipment purchased in the last three years, both regular depreciation and accelerated depreciation were applied, to take into account the faster technical-economic wear and tear. Excluding immovable property, accelerated depreciation was applied within the limits of income tax provisions to benefit from the related tax advantages. With the approval of the Supervisory Board, intangible fixed assets were evaluated at their price of acquisition and amortized at constant amortization rates. The book basis of these intangible fixed assets was corrected by applying the direct method of amortization.

### **Due From Banks and Due To Banks**

Due from banks were evaluated at the expected collectability value by considering the solvency of debtors.  
Due to banks were evaluated at nominal value.

### **Other Receivables and Liabilities**

Other receivables and liabilities were evaluated at nominal value. For receivables this value is equivalent to the predicted collectability value.

### **Accruals and Deferrals**

Accruals and deferrals refer to proceeds and expenses applying to two or more financial years and serve to respect the accruals concept.

### **Provisions for the Severance Payments Fund**

Provisions for the severance payments fund were set up according to staff severance claims accumulated by the 31st of December 2000, in accordance with legal provisions in force, the national collective agreement and supplementary agreements.

### **Provision for Loan Risks**

The fund for loan risks consists of the provisions of the current and the previous year. Provisions of the current year were formed to provide for risks and serve to cover eventual loan risks.

## Balance Sheet Notes: Part A

These funds have no reporting function.

### Tax provisions

Tax provisions were formed in accordance with legal provisions in force.  
Taxes of the financial year were shown in the balance sheet according to the accruals concept.

### Fund for General Banking Risks

The fund for general banking risks serves for covering the business risk and was therefore added to the net worth.

### Accrued and Deferred Taxes

In application of the Generally Accepted Accounting Principles no. 25 of the International Accounting Standards (IAS) no. 12 and the decree of Banca d'Italia of 3rd of September 1999, accrued and deferred taxes were shown in the balance sheet. With the aforementioned decree, a complete accordance in time between taxes of the financial year and expenses and earnings, producing the operating result of the reporting period, is attempted.

Due to these new regulations, along with deferred taxes which come within the competence of the referring financial year and which are paid in the following financial years, also prepaid taxes are entered. This refers to taxes, paid on expenses, which can only be deducted in future financial years.

The calculation of prepaid taxes, was effected separately for both IRPEG (corporate income tax) and IRAP (capital appreciation regional tax).

Assets from prepaid taxes were shown in the item "Other assets" of the balance sheet, if their collectability was reasonably likely, i.e. if there was a realistic prospect of future taxable income to a sufficient extent. The respective Impacts were shown in the profit and loss account in the item "Tax on operating result".

### Modification of Valuation Criteria Compared to the Financial Year 1999

The valuation criteria remained unchanged compared to the previous year.

## Section 2 – Adjustments and Tax Provisions

### Valuation Allowances effected exclusively by Application of Tax Law Provisions

2.1. In the financial year 2000 and in the previous financial years, accelerated depreciations were applied to immovable properties, furnitures and fixtures and machines and technical equipment, **with the exception of IT equipment**, in order to make use of the related tax benefits. In the present financial year and in the previous financial years, these depreciations were calculated with the highest rates permissible under tax law, according to the following statement:

	Previous financial year	Financial year 2000	Total
Accelerated depreciations	3,587	63	<b>3,650</b>

If in the financial year 2000 and in the previous financial years depreciations had been calculated with the regular depreciation rate, IT equipment not included and upward revaluations of immovable properties of previous years subtracted, the depreciation fund at the 31st of December 2000 would decrease by 1,164 million Lire and depreciations of the financial year 2000, not considering tax impacts, would increase by 24 million Lire.

### Provisions which were formed exclusively by Application of Tax Law Provisions

2.2. No provisions were set-up in the financial year 2000.

## Balance Sheet Notes: Part B

### Details of Asset and Liabilities Statement

#### Section 1 – Receivables

For a better understanding, the following items are explained in detail:

#### 1.1. Details of the Asset Item 30 "Due from Banks" 55,038

a) Due from "Banca d'Italia"	55,038
b) Refinanceable bills	0
c) Receivables from repurchase agreements	0
d) Lending on securities	0

#### Details of the Item 30 "Due from Banks" 638,266

Due from Banks consisted of the following:

Due from central banks	55,038
Correspondence bank accounts	65,260
Free deposits	43,582
Blocked deposits	467,837
Non-performing positions	9,001
Valuation allowances	-8,013
Others	5,561

This balance sheet item showed an increase of Lire 112,378 million , or 21.37%. In the financial year, due to the business development in the loan business, the Raiffeisenkassen increasingly made use of refinancing possibilities offered by the RLB. Further, the Raiffeisenkassen meet their obligations to hold statutory reserves through the RLB. Significant changes were recorded for free and blocked deposits with banks, which increased by 54,514 million Lire. Also balances with central banks increased by 47,196 million Lire. A lower increase was recorded for correspondence bank accounts.

#### 1.2. Details of the Asset Item 40 "Due from Customers" 13,009

a) Refinanceable bills	13,009
b) Receivables from repurchase agreements	0
c) Lending on securities	0

#### Structure of the Item 40 "Due from Customers" 605,853

Due from Customers consisted of the following

Refinanceable bills	13,009
Advances/Financing	140,130
Advances on current accounts	176,315
Loans and other lendings	247,453
Non-performing positions	6,338
Other receivables	228
Valuation allowances	-2,967
Loans from funds managed by third parties	25,347

Compared to the previous year, this balance item showed a rise of 86,625 million Lire, or 16.68%. This increase can be broken down into the following technical credit types: Advances/financing 42,032 million Lire, current account credits 2,659 million Lire and loans and other lendings 41,934 million Lire. Doubtful net loans amounted to 3,371 million Lire, i.e. 0.55% of the net due from customers.

## Balance Sheet Notes: Part B

### 1.3. Secured Due from Customers 376,290

a) by mortgage		246,496
b) by pawn on:		8,013
1) Cash deposits	7,387	
2) Securities	497	
3) Other values	129	
c) by guarantee:		121,781
1) from the state	0	
2) from other public corporations	0	
3) from banks	17,931	
4) Others	103,850	

The figures stated in the above mentioned table refer only to the credit volume covered by provision of security.

### 1.4. Non-Performing Loans (including default interest) 4,360

a) Non-performing receivables		4,360
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Doubtful customer and bank receivables were stated at the expected recoverable amount. Direct valuation allowances amounted to 10,980 million Lire.

### 1.5. Receivables from Default Interest 2,189

a) Interest on non-performing receivables		399
b) Other default interest		1,790

The reported default interest was stated at its expected recovery value. The corresponding valuation allowance amounted to 118 million Lire.

### 1.6. Situation of Due from Customers at 31st of December 2000

	Gross indebtedness	Total Val. Allowance	Net Indebtedness
<b>A. Doubtful receivables</b>	<b>20,572</b>	<b>-2,967</b>	<b>17,605</b>
A.1. Non-performing receivables (sofferenze)	6,338	-2,967	3,371
A.2. Receivables at risk (incagli)	14,234	0	14,234
A.3. Receivables being restructured (crediti in corso di ristrutturazione)	0	0	0
A.4. Restructured receivables (crediti ristrutturati)	0	0	0
A.5. Unsecured receivables with country risk	0	0	0
<b>B. Receivables which follow ordinary procedure</b>	<b>588,248</b>	<b>0</b>	<b>588,248</b>

Rating and valuation of due from customers is effected continuously and according to the directions of the supervisory authority. Monitoring of doubtful accounts is effected in collaboration among the Credit Investigation, Legal Department and Risk Management Sectors.

## Balance Sheet Notes: Part B

1.7. Dynamics of Doubtful Receivables f. Customers	Non-performing receivables	Receivables at risk	Loans being restructured	Restructured receivables	Receivables with country risk
<b>A. Gross indebtedness 01.01.00</b>	<b>3,764</b>	<b>12,350</b>	<b>0</b>	<b>0</b>	<b>0</b>
A.1. thereof for default interest	409	0	0	0	0
<b>B. Additions</b>	<b>5,067</b>	<b>6,045</b>	<b>0</b>	<b>0</b>	<b>0</b>
B.1. Additions from regular receivables	3,301	4,840	0	0	0
B.2. Default interest	260	0	0	0	0
B.3. Transfers from other cat. of doubtful receivables	1,506	0	0	0	0
B.4. Other Additions	0	1,205	0	0	0
<b>C. Disposals</b>	<b>2,493</b>	<b>4,161</b>	<b>0</b>	<b>0</b>	<b>0</b>
C.1. Disposals of regular receivables	0	0	0	0	0
C.2. Repayments	14	0	0	0	0
C.3. Collections	2,383	1,091	0	0	0
C.4. Proceeds from sales	0	0	0	0	0
C.5. Transfers to other categories of doubtful receivables	0	1,491	0	0	0
C.6. Other disposals	96	1,578	0	0	0
<b>D. Gross indebtedness 31.12.00</b>	<b>6,338</b>	<b>14,234</b>	<b>0</b>	<b>0</b>	<b>0</b>
D.1. thereof for default interest	517	0	0	0	0

1.8. Dynamics of Allowance for Receivables from Customers	Non-performing receivables	Receivables at risk	Loans being restructured	Restructured receivables	Receivables with country risk	Regular receivables
<b>A. Valuation allowance 01.01.00</b>	<b>500</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
A.1. thereof for default interest	40	0	0	0	0	0
<b>B. Additions</b>	<b>2,577</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
B.1. Valuation allowances	2,577	0	0	0	0	0
B.1.1. thereof for default interest	79	0	0	0	0	0
B.2. Appropriation of loan loan risk provisions	0	0	0	0	0	0
B.3. Transfers from other loan categories	0	0	0	0	0	0
B.4. Other additions	0	0	0	0	0	0
<b>C. Disposals</b>	<b>111</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
C.1. Valuation allowance relating to valuations	0	0	0	0	0	0
C.1.1. thereof for default interest	0	0	0	0	0	0
C.2. Valuation allowance relating to collections	96	0	0	0	0	0
C.2.2. thereof for default interest	0	0	0	0	0	0
C.3. Repayments	15	0	0	0	0	0
C.4. Transfers to other categories of doubtful receivables	0	0	0	0	0	0
C.5. Other disposals	0	0	0	0	0	0
<b>D. Valuation allowance 31.12.00</b>	<b>2,966</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
D.1. thereof for default interest	118	0	0	0	0	0

## Balance Sheet Notes: Part B

1.9. Situation of Due from Banks at 31st of December 2000	Gross indebtedness	Total Val. Allowance	Net Indebtedness
<b>A. Doubtful receivables</b>	<b>9,001</b>	<b>-8.013</b>	<b>988</b>
A.1. Non-performing receivables (sofferenze)	9,001	-8.013	988
A.2. Receivables at risk (incagli)			
A.3. Receivables being restructured (crediti in corso di ristrutturazione)			
A.4. Restructured receivables (crediti ristrutturati)			
A.5. Unsecured receivables with country risk			
<b>B. Receivables which follow ordinary procedure</b>	<b>637,278</b>	<b>0</b>	<b>637.278</b>

1.10. Dynamics of Doubtful Receivables from Banks	Non-performing receivables	Receivables at risk	Loans being restructured	Restructured receivables with country risk	Receivables with country risk
<b>A. Gross indebtedness 01.01.00</b>	<b>9,001</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
A.1. thereof for default interest	0	0	0	0	0
<b>B. Additions</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
B.1. Additions from regular receivables	0	0	0	0	0
B.2. Default interest	0	0	0	0	0
B.3. Transfers from other cat. of doubtful receivables	0	0	0	0	0
B.4. Other Additions	0	0	0	0	0
<b>C. Disposals</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
C.1. Disposals of regular receivables	0	0	0	0	0
C.2. Repayments	0	0	0	0	0
C.3. Collections	0	0	0	0	0
C.4. Proceeds from sales	0	0	0	0	0
C.5. Transfers to other categories of doubtful receivables	0	0	0	0	0
C.6. Other disposals	0	0	0	0	0
<b>D. Gross indebtedness 31.12.00</b>	<b>9,001</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
D.1. thereof for default interest	0	0	0	0	0

## Balance Sheet Notes: Part B

1.11. Dynamics of Allowance for Receivables from Banks	Non-performing receivables	Receivables at risk	Loans being restructured	Restructured receivables	Receivables with country risk	Regular receivables
<b>A. Valuation allowance 01.01.00</b>	<b>8,013</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
A.1. thereof for default interest	0	0	0	0	0	0
<b>B. Additions</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
B.1. Valuation allowances	0	0	0	0	0	0
B.1.1. thereof for default interest	0	0	0	0	0	0
B.2. Appropriation of loan loan risk provisions	0	0	0	0	0	0
B.3. Transfers from other loan categories	0	0	0	0	0	0
B.4. Other additions	0	0	0	0	0	0
<b>C. Disposals</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
C.1. Valuation allowance relating to valuations	0	0	0	0	0	0
C.1.1. thereof for default interest	0	0	0	0	0	0
C.2. Valuation allowance relating to collections	0	0	0	0	0	0
C.2.2. thereof for default interest	0	0	0	0	0	0
C.3. Repayments	0	0	0	0	0	0
C.4. Transfers to other categories of doubtful receivables	0	0	0	0	0	0
C.5. Other disposals	0	0	0	0	0	0
<b>D. Valuation allowance 31.12.00</b>	<b>8,013</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
D.1. thereof for default interest	0	0	0	0	0	0

### Additional details in relation to loans to customers

Please note that the bank:

- has no subsidized home loans relating to the legal provisions on "re-negotiations of subsidized loans" (disposizioni per la re-negoziazione dei mutui agevolati) according to article 29 of law no. 133 of 13 May 1999 and article 145, paragraph 62 of financial law for 2001;
- has no fixed-interest loans, referring to the legal provisions of decree no.394 of 29 December 2000, for which modified interest rates have to be applied.

Referring to the phenomenon of interest on matured interest, (anatocismo) the RLB always acted according to the position expressed by the ABI Technical Law Commission (Commissione Tecnica Legale dell'ABI), taking into consideration the many years of jurisdiction of the Supreme Court of Justice (Corte di Cassazione) in the field of current account banking transactions.

Please note that from 1 July 2000, interest expenses and interest income have been capitalized at the frequency prescribed by art. 25 of D.lgs. n. 342/1999.

## Balance Sheet Notes: Part B

### Details of Asset and Liabilities Statement

#### Section 2 – Securities

2.1. Securities of Financial Assets	Book basis	Market value
<b>1. Notes</b>	<b>21,183</b>	<b>21,183</b>
<b>1.1. Government securities</b>	<b>0</b>	<b>0</b>
listed	0	0
unlisted	0	0
<b>1.2. Other notes</b>	<b>21,183</b>	<b>21,183</b>
listed	0	0
unlisted	21,183	21,183
<b>2. Shares and other not fixed-interest securities</b>	<b>48,407</b>	<b>49,559</b>
listed	0	0
unlisted	48,407	49,559
<b>Total</b>	<b>69,590</b>	<b>70,742</b>

Based on a concept of improvement and stabilization of yields from bank-owned security holdings, 25 million Euro were invested in a professionally managed special fund. This fund was mentioned/quoted under point 2 “Capital instruments”. Fixed-interest securities referred to convertible bonds of ICCREA-Holding SpA and of Investitionsbank Trentino Südtirol.

#### 2.2. Purchases and Sales of Financial Asset Securities

<b>A. Opening inventories</b>		<b>21,183</b>
<b>B. Increases</b>		<b>63,897</b>
B1. Additional Purchases	63,897	
Notes		
Government securities	0	
Other securities	15,490	
Shares and other not fixed-interest securities	48,407	
B2. Write-down reversals	0	
B3. Transfers from marketable securities	0	
B4. Other variations	0	
<b>C. Decreases</b>		<b>15,490</b>
C1. Sales	0	
1. Notes		
Government securities	0	
Other securities	0	
2. Shares and other not fixed-interest securities	0	
C2. Repayments	0	
C3. Write-downs	0	
C4. Transfers from marketable securities	15,490	
C5. Other variations	0	
<b>D. Closing balances</b>		<b>69,590</b>

Transfers refer to securities purchased in the third quarter and attributed to financial assets. In the same quarter, due to considerations of the liquidity position, the transfer of these to marketable securities was effected.

## Balance Sheet Notes: Part B

2.3. Marketable Securities	Balance value	Market value
<b>1. Notes</b>	<b>280,413</b>	<b>281,349</b>
1.1. Government securities	246,608	246,625
listed	246,608	246,625
unlisted	0	0
1.2. Other notes	33,805	34,724
listed	9	9
unlisted	33,796	34,715
<b>2. Shares and other not fixed-interest securities</b>	<b>2,633</b>	<b>2,643</b>
listed	0	0
unlisted	2,633	2,643
<b>Total</b>	<b>283,046</b>	<b>283,992</b>

These securities were entered under item 20 "Government and public securities, which may be used for refinancing" as 72,900 million Lire, under item 50 "Bonds and other notes" as 207,513 million Lire and under item 60 "Shares and other not fixed interest securities" as 2,633 million Lire. The book bases include devaluations effected at year-end of 948 million Lire and write-down reversals of 558 million Lire. The marketable securities' portfolio at 31st December 2000 was structured as follows:

Fixed-interest government securities	L. 51,442	million
Floating-rate government securities	L. 195,167	million
Other securities	L. 33,804	million
Shares a. oth. not fix.-int. securities	L. 2,633	million

### 2.4. Purchases and Sales of Marketable Securities

<b>A. Opening inventories</b>		<b>341,421</b>
<b>B. Increases</b>		<b>1,642,131</b>
<b>B1. Additional Purchases</b>	<b>1,625,013</b>	
Notes		
Government securities	1,413,890	
Other securities	184,971	
Shares and other not fixed-interest securities	26,152	
<b>B2. Write-down reversals</b>	<b>558</b>	
<b>B3. Transfers from marketable securities</b>	<b>15,490</b>	
<b>B4. Other variations</b>	<b>1,070</b>	
<b>C. Decreases</b>		<b>1,700,506</b>
<b>C1. Sales</b>	<b>1,698,855</b>	
Notes		
Government securities	1,500,455	
Other securities	175,482	
Shares and other not fixed-interest securities	22,918	
<b>C2. Repayments</b>	<b>0</b>	
<b>C3. Write-downs</b>	<b>947</b>	
<b>C4. Transfers from marketable securities</b>	<b>0</b>	
<b>C5. Other variations</b>	<b>704</b>	
<b>D. Closing balances</b>		<b>283,046</b>

## Balance Sheet Notes: Part B

### Details of Asset and Liabilities Statement

#### Section 3 – Participating Interests

3.1. Significant Participating Interests	Company	Net worth	Profit/Loss	Share %	Book basis
Company name	headquarters				
a) Controlled Companies					
b) Companies under controlling influence					
1. ALPENBANK AG.	INNSBRUCK	22,023	75	0	12,312

Values refer to the approved balance sheet of the financial year 1999.

#### 3.3. Assets/Liabilities to Companies, which are subjected to Significant Influence

<b>a) Assets</b>	<b>0</b>
1) Due from banks	0
thereof:	
- subordinated	0
2) Due from financial companies	0
thereof:	
- subordinated	0
3) Due from other customers	0
thereof:	
- subordinated	0
4) Debentures and other notes	0
thereof:	
- subordinated	0
<b>b) Passività</b>	<b>9,237</b>
1) Due to banks	9,237
2) Due to financial companies	0
3) Due to other customers	0
4) Securitized liabilities	0
5) Subordinated liabilities	0
<b>c) Guarantees and commitments</b>	<b>0</b>
1) Guarantees	0
2) Commitments	0

In accordance with Banca d'Italia's directives in force, the presentation of assets and liabilities of companies in which the RLB has a minor participating interest, was omitted.

## Balance Sheet Notes: Part B

<b>3.4. Structure of the Asset Item 70 "Participating Interests"</b>		<b>27,526</b>
<b>a) In banks</b>		<b>17,947</b>
listed	0	
unlisted		
- INVESTITIONSBANK TRENTINO - ALTO ADIGE	3,684	
- AGRILEASING	1,951	
- ALPENBANK AG	12,312	
<b>b) In financial companies</b>		<b>9,197</b>
listed	0	
unlisted		
- FONDO DI GARANZIA DEI DEPOSITANTI DEL CREDITO COOPERATIVO	1	
- ICCREA HOLDING SpA	9,082	
- SERVIZI INTERBANCARI	114	
<b>c) Other participating interests</b>		<b>382</b>
listed	0	
unlisted		
- RAIFFEISENVERBAND SÜDTIROL	5	
- SWIFT	9	
- SIA	-	
- SITEBA	14	
- SSB	23	
- CENTRO PENSIONI COMPLEMENTARI REGIONALI SPA	201	
- BIC - BOLZANO	120	
- RAIFFEISEN ONLINE	10	

Participating interests were shown at purchase price in the balance sheet. There is no control exercised on the companies stated. The operating result of the above listed companies made it possible to maintain their book bases. A detailed list of participating interests at 31st of December 2000 was included in the balance sheet supplement no. 3.

### 3.6. Variations of Participating Interests in the Year 2000

#### 3.6.2 Other participating interests

<b>A. Opening inventories</b>		<b>15,308</b>
<b>B. Additions</b>		<b>13,085</b>
B.1. Purchases	13,084	
B.2 Write-down reversals	0	
B.3 Write-ups due to appreciation	0	
B.4 Other variations	1	
<b>C. Disposals</b>		<b>-867</b>
C.1 Sales	-867	
C.2 Valuation allowances	0	
thereof devaluations	0	
C.3 Other variations	0	
<b>D. Closing balances</b>		<b>27,526</b>
<b>E. Total write-ups for appreciation</b>		<b>0</b>
<b>F. Total valuation allowances</b>		<b>0</b>

In the reporting year, the following variations took place:

- Purchase of an important participating interest in the Alpenbank AG, Innsbruck.
- Exercise of the subscription right in the course of the capital increase of Banca Agrileasing SpA.
- Reduction of the participating interest in the Regionale Zusatzrenten AG due to a repurchase on behalf of the company.
- Reduction of the participating interest in SWIFT.

## Balance Sheet Notes: Part B

### Details of Asset and Liabilities Statement

#### Section 4 – Tangible Fixed Assets and Intangible Fixed Assets

4.1. Variations of Tangible Fixed Assets in the Year 2000	Immovable Property	Movables
<b>A. Opening inventories</b>	<b>13,463</b>	<b>441</b>
- Book value	20,841	9,367
- Depreciation according to funds	-7,378	-8,926
- Book basis	13,463	441
<b>B. Increases</b>	<b>0</b>	<b>1,015</b>
b1 Purchases	0	464
b2 Write-ups due to appreciation	0	0
b3 Upward revaluations	0	0
b4 Other variations	0	551
<b>C. Decreases</b>	<b>-625</b>	<b>-966</b>
c1 Sales	0	-551
c2 Valuation allowances		
a) Depreciations	-625	-415
b) Devaluations on an ongoing basis	0	0
c3 Other variations	0	0
<b>D. Closing balances</b>	<b>12,838</b>	<b>490</b>
<b>E. Total upward revaluations</b>	<b>0</b>	<b>0</b>
<b>F. Total adjustments</b>		
a) Valuation allowances	8,004	8,791
b) Devaluations on an ongoing basis	0	0

Depreciation rates were determined as percentages, which take into account the wear and tear degree of assets. Accelerated depreciation was applied to furnitures and fixtures in order to achieve the best possible tax benefits. According to the law no. 72, art. 10 of 19th of March 1983, the detailed statement of immovable properties in ownership is included in the balance sheet supplement no. 2, from which the write-ups due to appreciation effected in the past become apparent.

## Balance Sheet Notes: Part B

### 4.2. Annual Variations of Intangible Fixed Assets

<b>A. Opening inventories</b>		<b>267</b>
<b>B. Increases</b>		<b>344</b>
b1 Purchases	344	
b2 Write-ups due to appreciation	0	
b3 Upward revaluations	0	
b4 Other variations	0	
<b>C. Decreases</b>		<b>-158</b>
c1 Sales	0	
c2 Valuation allowances	0	
a) Depreciations	-158	
b) Devaluations on an ongoing basis	0	
c3 Other variations	0	
<b>D. Closing balances</b>		<b>453</b>
<b>E. Total upward revaluations</b>	<b>0</b>	<b>0</b>
<b>F. Total adjustments</b>		
a) Valuation allowances	0	-726
b) Devaluations on an ongoing basis	0	0

Within the meaning of the law decree no. 87/92, art. 10 and with explicit authorization of the Supervisory Board, the above stated multi-annual costs were included in the assets of the balance sheet.

<b>4.2a Details of the Asset Item 90 "Intangible Fixed Assets"</b>		<b>453</b>
<b>1. Costs for EDP-application software</b>		<b>453</b>
- Original value	1,179	
- Amortizations	-726	

## Balance Sheet Notes: Part B

### Details of Asset and Liabilities Statement

#### Section 5 – Other Asset Items

5.1. Structure of the Asset Item 130 "Other Assets"	60,115
a) Tax receivables	3,354
b) Tax prepayments	2,846
c) Incurred tax withholdings	15
d) Banker's drafts to be processed, drawn on third parties	1,488
e) Stamp values	0
f) Security deposits	5
g) Receivables from local authority contributions	0
h) Interest/Charge debits to be effected	10
i) Clearing service with Banca d'Italia	271
j) Clearing service with Banca d'Italia – Cheques processing	15,566
l) Other various debtors	36,560

Compared to the previous year, this balance sheet item showed an increase of 15,651 million Lire or 35.20%. The increase is mainly due to the activity as a correspondence bank (banca corrispondente) in the fund business, started two years ago.

5.2. Structure of the Asset Item 140 "Accrued Revenue and Prepaid Expenses"	9,286
<b>a) Accrued revenue</b>	<b>9,260</b>
- Accrued interest on securities	4,829
- Accrued interest on securities pledged under repurchase agreements	0
- Accrued interest on current accounts, loans and financing	1,722
- Accrued interest on deposits	1,511
- Accrued commissions and charges	0
- Accrued premiums on derivative business	1,198
<b>b) Prepaid expenses</b>	<b>26</b>
- Prepaid interest	0
- Prepaid charges	26

Compared to the previous year, this balance sheet item recorded an increase of 2,063 million Lire, or 28.56%.

## Balance Sheet Notes: Part B

### Details of Asset and Liabilities Statement

#### Section 6 – Liabilities

For a better understanding the following section is explained in detail:

<b>6.1. Details of the Liability Item 10 "Due to Banks"</b>	<b>154,902</b>
a) Repurchase agreements with banks	154,902
b) Lending on securities	0

<b>Details of the Item 10 "Due to Banks"</b>	<b>1,037,044</b>
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Due to Banks consisted of the following:

<b>Demand deposits</b>	
a) Free deposits	170,779
b) Correspondence accounts	156,524
<b>Tied up deposits</b>	
a) Blocked deposits	554,839
b) Due to banks relating to rediscounts	0
c) Repurchase agreements with banks	154,902
d) Lending on securities	0

This balance sheet item recorded an increase of 164,096 million Lire, or 18.8%. The increase mainly refers to free and blocked deposits. In this field, measures for the recording and automated entry of accounting events with the connected Raiffeisenkassen were implemented last year.

<b>6.2. Details of the Liability Item 20 "Due to Customers"</b>	<b>10,130</b>
a) Repurchase agreements with customers	10,130
b) Lending on securities	0

Direct deposits with customers amounted to 422,905 million Lire at year-end 2000, which was an increase of 1.6% compared to the previous year. Total deposits were reported in the balance sheet under "Due to customers" with 213,383 million Lire and under "Securitized liabilities" with 209,522 million Lire.

<b>Details of the Item 20 "Due to Customers"</b>	<b>213,383</b>
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Due to Customers consisted of the following:

<b>- Demand deposits</b>	
a) Free savings deposits	10,511
b) Free customer deposits	100
c) Correspondence account deposits	192,267
<b>- Tied up deposits</b>	
a) Blocked savings deposits	190
b) Blocked customer deposits	185
c) Repurchase agreements with customers	10,130

This balance sheet item increased by 3,365 million Lire, or 1.55%, compared to the previous year. This decrease referred to all technical forms, with the exception of purchase agreements, which increased by 4,710 million Lire.

## Balance Sheet Notes: Part B

<b>6.3. Details of the Liability Item 30 "Securitized Liabilities"</b>	<b>210,036</b>
a) Bonds	175,973
b) Short-term savings certificates	586
c) Medium and long-term savings certificates	8
d) Others	33,469

This balance sheet item increased by 9,918 million Lire, 4.97% respectively, compared to the previous year. The increase could be achieved in the sector of own bonds. Compared to the previous year, savings certificates again decreased by 269 million Lire. The other securitized liabilities referred to own banker's drafts. Compared to the previous year, an increase of 5,607 million Lire was recorded.

<b>6.4. Details of the Liability Item 40 "Third Party Funds Administration"</b>	<b>25,348</b>
a) Administered funds	25,348

This balance sheet item recorded a decrease of 1,643 million Lire, or 6.09%. These funds are allocated on the part of the Autonome Provinz Bozen (local authority) for the financing of enterprises, which operate in the various sectors of the South Tyrolian economy. This is based on the Province Law no. 9 of 15th of April 1991, as well as on a contract between the Autonome Provinz Bozen (autonomous province of Bozen) and the RLB.

### Details of Asset and Liabilities Statement

#### Section 7 – Reserves and provisions

<b>7.1. Structure of the Item 90 "Provision for Loan Risks"</b>	<b>12,549</b>
a. Fund for loan risks – tax free (art. 71 paragraph 3 V.P.R. 917/86)	10,453
b. Fund for loan risks – tax free, for interests (Art. 71 paragraph 6 V.P.R. 917/86)	399
c. Taxed fund for loan risks	1,697

The provision for loan risks serves to cover only possible loan risks. It was formed from tax free provisions of the current and the previous financial year, with the exception of the taxed fund for loan risks. The provision for loan risks includes also the provision for the recoverable share of default interest.

<b>7.2. Variations of the Item 90 "Provision for Loan Risks"</b>	
A. Opening inventory at 1st of January 2000	11,366
B1. Additions 2000	1,334
B2. Other variations	0
C1. Application of funds 2000	-0
C2. Other variations	-151
D. Closing balance at 31st of December 2000	12,549

## Balance Sheet Notes: Part B

### 7.3. Structure of the Item 80c "Other Funds (disposition funds)" 160

a. Disposition fund of the Board of Directors	160
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This disposition fund, at the disposal of the Board of Directors, showed a decrease of 17 million Lire. It is derived from net profit and utilized for donations.

### 7.4. Variations of the Item 80 "Other Funds (disposition funds)"

A. Opening inventory at 1st of January 2000	177
B1. Additions 2000	0
B2. Other variations	0
C1. Application of funds 2000	-17
C2. Other variations	0
D. Closing balance at 31st of December 2000	160

### 7.5. Variations of Item 70 "Provision for Severance Payments"

A. Opening inventory at 1st of January 2000	7,030
B1. Additions 2000	889
B2. Other variations	0
C1. Application of funds 2000	-639
C2. Other variations	0
D. Closing balance at 31st of December 2000	7,280

The fund for severance payments was stepped-up in accordance with legal and collective-bargaining provisions. Application of funds was based on payments of severance payment credits to personnel. This fund shows an increase of 251 million Lire.

### 7.6. Variations of the Item 80b "Tax Provisions"

A. Opening inventory at 1st of January 2000	883
B1. Additions 2000	5,170
B2. Other variations	0
C1. Application of funds 2000	-883
C2. Other variations	0
D. Closing balance at 31st of December 2000	5,170

The item includes the tax liability for IRAP (regional tax on capital appreciation) of 1,377 million Lire, calculated according to the accruals concept and law provisions, the provision for IRPEG (corporate tax) of 3,656 million Lire and the provision for deferred taxes of 137 million Lire (art. 54, paragraph 4 of the V.P.R. n. 917/86), corresponding to 1/5 of the realized additional earnings from sales of immovable property of the year 1996.

## Balance Sheet Notes: Part B

### 7.7. Accrued and Deferred Taxes

<b>1. Opening inventory at 1st of January 2000</b>		<b>107</b>
<b>2. Additions 2000</b>		<b>25</b>
2.1. Deferred taxes, originated in the financial year	25	
2.2. Other additions	0	
<b>3. Disposals</b>		<b>103</b>
3.1. Deferred taxes, reversed in the financial year	103	
3.2. Other Disposals		
<b>4. Closing balance</b>		<b>29</b>

The presentation of assets for prepaid taxes was based on realistic estimations of the expected future taxable income and referred mainly to costs, whose deduction was deferred to future financial years, due to legal provisions in force:

- Company representative personnel expenses of 17 million Lire, deductible by 1/3 in fixed portions in the relevant financial year and the following four financial years.
- Remunerations for services of 50 million Lire, which were not performed in the course of the financial year 2000.

All assets arising from prepaid taxes were entered by offsetting entry in the profit and loss account. For the calculation of deferred taxes the following tax rates were applied:

- IRPEG (corporate tax): 34.63%
- IRAP (regional tax on capital appreciation): 5.40% in the year of 2000, 5.00% in the year of 2001, 4.75% in the year of 2002 and 4.25% in the year of 2003

### Details of Asset and Liabilities Statement

#### Section 8 – Capital, Reserves, Fund for General Banking Risks and Subordinated Liabilities

### 8.1. Structure and Variations of the Item 100 “Fund for General Banking Risks”

<b>A. Opening inventory at 1st of January 2000</b>		<b>3,000</b>
B1. Additions 2000		2,000
B2. Other variations		0
C1. Application of funds 2000		0
C2. Other variations		0
<b>D. Closing balance at 31st of December 2000</b>		<b>5,000</b>

The provision of 2,000 million Lire was presented in item 210 of the profit and loss account.

### 8.2. Structure and Variations of the Item 110 “Subordinated Liabilities”

<b>A. Opening inventory at 1st of January 2000</b>		<b>0</b>
B1. Additions 2000		29,044
B2. Other variations		0
<b>D. Closing balance at 31st of December 2000</b>		<b>29,044</b>

In the fourth quarter of the financial year 2000 a subordinated bond was issued. The purpose of this bond issue was the maximisation of possibilities in the credit business.

## Balance Sheet Notes: Part B

### 8.3. Item 120: Subscribed Capital

<b>A. Opening inventory at 1st of January 2000</b>	<b>100,000</b>
B1. Additions 2000	0
B2. Other variations	8
C1. Application of funds 2000	0
C2. Other variations	0
<b>D. Closing balance at 31st of December 2000</b>	<b>100,008</b>

Share capital was converted into Euro in accordance with the resolution of the Board of Directors on 24th of March 2000 according to the regulations of art. 17 of law decree no. 213/98 and referring to surveillance directives of Banca d'Italia. The new nominal value of the share amounts to 51.65 Euro. The counter-value of rounding up was debited from the other reserves.

### 8.4. Structure and Variations of the Item 140a "Legal Reserves"

A. Opening inventory at 1st of January 2000	10,874
B1. Additions 2000	46
B2. Other variations	0
C1. Application of funds 2000	0
C2. Other variations	0
D. Closing balance at 31st of December 2000	10,920

The increase of 46 million Lire was due to the appropriation of the net income of the financial year 1999.

### 8.5. Structure and Variations of the Item 140c "Statutory and Other Reserves"

	statutory	free
<b>A. Opening inventory at 1st of January 2000</b>	<b>4,572</b>	<b>1,686</b>
B1. Additions 2000	184	688
B2. Other variations	0	0
C1. Application of funds 2000	0	0
C2. Other variations	0	-8
<b>D. Closing balance at 31st of December 2000</b>	<b>4,756</b>	<b>2,366</b>

The increase of 871 million Lire was due to the appropriation of the net profit of the financial year 1999. The decrease of 8 million Lire was due to the conversion of share capital into Euro.

### 8.6. Structure and Variations of the Item 150 "Revaluation Reserves"

- Revaluations according to law no. 72 of 19th of March 1983	1,150
- Revaluations according to law no. 408 of 29th of December 1990	8,232

Details about the structure of this item can be seen from balance sheet supplement no. 2.

## Balance Sheet Notes: Part B

### 8.7. Share Capital and Reserves in Accordance with the Supervisory Authority and Surveillance Rules

<b>A. Share capital and reserves in accordance with the supervisory authority</b>	
A.1 Tier One	125,114
A.2 Tier Two	50,975
A.3 Amounts to be deducted	25,048
<b>A.4 Share Capital and Reserves in accordance with the supervisory authority</b>	<b>151,041</b>
<b>B. Surveillance rules</b>	
B.1 Credit risks	71,882
B.2 Market risks	3,180
- thereof:	
- Risks of the trading portfolio	3,180
- exchange rate risks	0
B.3 Other surveillance rules	0
<b>B.4 Total surveillance rules</b>	<b>75,062</b>
<b>C. Risk activity and surveillance coefficients</b>	
C.1 Weighted risk activities	938,275
C.2 Base internal funds/weighted risk activities	13
C.3 Internal funds in accordance with the surveillance authority/Weighted risk activities	16

### Details of Asset and Liabilities Statement

#### Section 9 – Other liability items

### 9.1. Structure of the Liability Item 50 "Other Liabilities" 37,644

a) Amounts at the disposal of third parties	13
b) Adjustments of unavailable amounts from collection services for third parties	385
c) Liabilities to suppliers	1,275
d) Tax liabilities to VAT/Tax/Registration offices	2,797
e) Liabilities to pledged securities accounts on financial products	0
f) Mandated compensations	0
g) Interest/charges to be credited	2,687
h) Social security to be paid	599
i) Items being processed (transitory account)	8,265
j) Clearing service with Banca d'Italia – Payment receipts/Outgoing payments	884
l) Clearing service with Banca d'Italia	14,927
m) Other liabilities	5,812

Compared to the previous year, this balance sheet item showed an increase of 6,851 million Lire, or 24.37%. The 385 million Lire reported under "Adjustments of not available amounts from collection services for third parties" referred to amounts not liquid at the time, entered at year-end and deducted from the respective balance sheet item.

## Balance Sheet Notes: Part B

<b>9.2. Structure of the Liability Item 60 "Accrued Expenses and Deferred Revenue"</b>	<b>6,110</b>
<b>a) Accrued expenses</b>	<b>4,475</b>
- Accrued interest on savings certificates	5
- Accrued interest on repurchase agreements	248
- Accrued interest on financing	0
- Accrued interest on deposits	2,859
- Accrued interest on RLB bonds	1,363
- Accrued commissions and charges	0
<b>b) Deferred revenue</b>	<b>1,635</b>
- Prepaid interest on discounted bills	915
- Prepaid interest on financing	106
- Prepaid commissions and charges	614

Compared to the previous year, this balance sheet item showed an increase of 5,629 million Lire.

### Details of Asset and Liabilities Statement

#### Section 10 – Contingencies and Commitments

<b>10.1. Structure of the Item 10 "Contingencies and Commitments"</b>	<b>177,629</b>
a) Trade guarantees	162,391
b) Financial guarantees	15,238
c) Values deposited as guarantees	0

<b>10.2. Structure of the Item 20 "Commitments"</b>	<b>28,198</b>
<b>a) Commitments with certain uptake</b>	<b>26,892</b>
1) Securities to be received	19,727
2) Financing to be disbursed	60
3) Deposits to be paid	7,105
<b>b) Commitments with potential uptake</b>	<b>1,306</b>

For the valuation of credit risks of guarantees and commitments, the same valuation criteria were applied as for due from customers. The item "Commitments with certain uptake" decreased by 6,823 million Lire. This development is to be attributed to the decrease of money market deposits to be paid.

<b>10.3. Assets Pledged for Own Commitments</b>	<b>180,884</b>
Guarantee documents for anticipations with Banca d'Italia	5,809
Guarantee documents for the emission of banker's drafts	5,809
Guarantee documents for public treasury services	1,200
Guarantee documents for other transactions	0
Registered securities with restricted transferability for repurchase agreements	168,066

## Balance Sheet Notes: Part B

10.5. Forward/Future Contracts	Cover purposes	Trading purposes Euro-currencies    Other currencies	Other transactions
<b>1. Purchase and Sale</b>			
<b>1.1. Securities</b>			
Purchases		19,727	0
Sales		8,527	0
<b>1.2. Foreign currencies</b>			
Cross currency transactions	0	0	0
Purchases against Lire	0	14,047	0
Sales against Lire	0	31,346	0
<b>2. Deposits/Financing</b>			
To deliver		7,165	0
To receive		66,690	0
<b>3. Derivative products</b>			
<b>3.1. With capital exchange</b>			
<b>a) Securities</b>			
- Purchases		0	0
- Sales		0	0
<b>b) Foreign currencies</b>			
- Cross currency transactions	0	0	0
- Purchases against Lire	0	111,488	0
- Sales against Lire	0	9,626	0
<b>c) Other Values</b>			
- Purchases	0	0	0
- Sales	0	0	0
<b>3.2. With no capital exchange</b>			
<b>a) Currencies/Foreign currencies</b>			
Cross currency transactions	0	0	0
Purchases against Lire	0	0	0
Sales against Lire	0	0	0
<b>b) Other values</b>			
Purchases	81,420	202,214	0
Sales	8,723	202,214	0

### Details of Asset and Liabilities Statement

#### Section 11 – Concentration and Allocation of Assets and Liabilities

##### 11.1. Large-Scale Loans

a) Amount	314,183
b) Quantity	13

## Balance Sheet Notes: Part B

### 11.2. Allocation of Loans to Customers with regard to the Most Important Debtor Groups – (Sectors)

a) State	0
b) Other public corporations	2,654
c) Other than financial institutions (commercial enterprises)	513,096
d) Financial institutions	11,218
e) Family enterprises	27,083
f) Other enterprises	51,802

### 11.3. Allocation of Loans with Regard to Local Economic Enterprises and Family Enterprises

a) Trade sector	150,256
b) Tourism sector	91,941
c) Other services	78,248
d) Agriculture	53,580
e) Construction trade	40,904
f) Other economy sectors	119,084

### 11.4. Allocation of Guarantee Provisions with Regard to the Most Important Groups of Business Partners.

a) State	0
b) Other public corporations	459
c) Banks	50,101
d) Other than financial institutions (commercial enterprises)	122,129
e) Financial institutions	39
f) Family enterprises	1,996
g) Other enterprises	2,905

### 11.5. Regional Allocation of Assets and Liabilities

	Italy	EU-contries	Others
<b>1. Assets</b>	<b>1,520,680</b>	<b>73,320</b>	<b>2,755</b>
1.1. Due from banks	619,378	16,133	2,755
1.2. Due from customers	599,706	6,147	0
1.3. Notes	301,596	51,040	0
<b>2. Liabilities</b>	<b>1,303,914</b>	<b>209,377</b>	<b>1,565</b>
2.1. Due to banks	833,108	202,600	1,336
2.2. Due to customers	206,378	6,776	229
2.3. Securitized liabilities	210,036	0	0
2.4. Other accounts	54,392	0	0
<b>3. Contingencies and commitments</b>	<b>192,696</b>	<b>8,159</b>	<b>4,972</b>

## Balance Sheet Notes: Part B

11.6. Breakdown of Assets and Liabilities according to Maturities		Maturity			
		On demand	Up to 3 months	3–12 months	1-5 years fixed-int
<b>1. Assets</b>		<b>292,584</b>	<b>475,403</b>	<b>224,512</b>	<b>87,004</b>
1.1. Refinanceable securities		34,995	6	44	11,691
1.2. Due from banks		110,317	358,037	113,885	
1.3. Due from customers		147,271	116,911	105,744	23,377
1.4. Notes		1	449	4,839	51,936
<b>1.5. Business "under the line"</b>		<b>0</b>	<b>26,199</b>	<b>31,188</b>	<b>63,453</b>
<b>2. Liabilities</b>		<b>563,655</b>	<b>586,024</b>	<b>86,721</b>	<b>84,677</b>
2.1. Due to banks		327,304	566,778	84,874	58,088
2.2. Due to customers		202,877	8,728	1,777	
<b>2.3. Securitized liabilities</b>		<b>33,474</b>	<b>10,519</b>	<b>70</b>	<b>26,589</b>
2.3.1. Bonds			10,000		26,589
2.3.2. Savings Certificates		5	519	70	
2.3.3. Others		33,469			
<b>2.4. Subordinated liabilities</b>					
<b>2.5. Business "under the line"</b>		<b>60</b>	<b>31,146</b>	<b>19,339</b>	<b>78,424</b>

		Maturity			
		1–5 years (float.)	> 5 years fixed-int.	> 5 years (float.)	undefined
<b>1. Assets</b>		<b>278,736</b>	<b>15,639</b>	<b>100,208</b>	<b>71,627</b>
1.1. Refinanceable securities		25,101	39	1,023	
1.2. Due from banks					56,027
1.3. Due from customers		92,101	5,711	99,138	15,600
1.4. Notes		161,534	9,890	47	
<b>1.5. Business "under the line"</b>		<b>51,941</b>	<b>1,136</b>	<b>31,910</b>	
<b>2. Liabilities</b>		<b>131,020</b>	<b>0</b>	<b>8,366</b>	<b>0</b>
2.1. Due to banks					
2.2. Due to customers					
<b>2.3. Securitized liabilities</b>		<b>131,020</b>	<b>0</b>	<b>8,366</b>	<b>0</b>
2.3.1. Bonds		131,020		8,366	
2.3.2. Savings Certificates					
2.3.3. Others					
<b>2.4. Subordinated liabilities</b>			<b>29,044</b>		
<b>2.5. Business "under the line"</b>		<b>43,811</b>	<b>343</b>	<b>31,910</b>	<b>794</b>

11.7. Assets and Liabilities in Foreign Currency		Euro-Currencies	Others	Total
<b>a) Assets</b>		<b>-79,376</b>	<b>-406,596</b>	<b>-485,970</b>
1) Due from banks		-73,491	-375,706	-449,197
2) Due from customers		-1,662	-29,822	-31,483
3) Securities		0	0	0
4) Participating interests		-9	0	-9
5) Other accounts		-4,212	-1,067	-5,279
<b>b) Liabilities</b>		<b>176,876</b>	<b>321,889</b>	<b>498,765</b>
1) Due to banks		-0	320,697	320,697
2) Due to customers		903	1,192	2,096
3) Securitized liabilities		175,973	0	175,973
4) Others		0	0	0

The above stated amounts are nominal values.

## Balance Sheet Notes: Part B

### Details of Asset and Liabilities Statement

#### Custody Holding and Intermediation for Third Parties

#### 12.1. Trading in Securities

Trading in currencies was exclusively effected for the bank's own account

#### 12.2. Asset Management

a) Assets managed	405,205
b) Liquid funds	15,984

#### 12.3. Custody and Administration of Securities

a) Securities of third parties in custody	4,214,751
b) Third party securities with third parties	3,912,022
c) Bank-owned securities with third parties	370,654

## Balance Sheet Notes: Part C

### Notes to the Profit and Loss Account

#### Section 1 – Interest

<b>1.1. Structure of the Item 10 “Interest and Other Income”</b>	<b>64,018</b>
a) On due from banks	16,986
thereof:	
On due from central banks	3,603
b) On due from customers	32,173
thereof:	
On administered funds of third parties	197
c) On Notes	14,704
d) altri interessi attivi	99
e) Positive margins on covering transactions	56

These earnings increased by 14,854 million Lire, i.e. 30.21%.

<b>1.2. Structure of the Item 20 “Interest and Similar Expenses”</b>	<b>-44,538</b>
a) On due to banks	-32,200
b) On due to customers	-5,080
c) On securitized liabilities	-6,569
thereof:	
On savings certificates	-23
d) On administered funds of third parties	0
e) On subordinated liabilities	-515
f) Negative margins on covering transactions	-174

Interest expenses increased by 17,584 million Lire, i.e. 65.23%.

<b>1.3. Details of the Item 10 “Interest and Other Income”</b>	<b>7,209</b>
a) On receivables in foreign currency	7,209

This item showed a decrease of 4,716 million Lire, i.e. 46.90%.

<b>1.4. Details of the Item 20 “Interest and Similar Expenses”</b>	<b>-5,036</b>
a) On liabilities in foreign currency	-5,036

This item showed a decrease of 4,952 million Lire, i.e. 52.99%.

## Balance Sheet Notes: Part C

### Notes to the Profit and Loss Account

#### Section 2 – Commissions

<b>2.1. Structure of the Item 40 "Commission Income"</b>	<b>24,436</b>
a) On guarantee provisions	771
b) Collection commissions	3,144
c) For administration, intermediation and consulting	15,641
1. Securities trading	349
2. Foreign exchange trading	4,111
3. Asset management	6,065
4. Custody and management of securities	23
5. Intermediation of securities	416
6. Securities consulting	0
7. House-to-House-Sale of securities, products and services	0
8. Acceptance of orders on securities	4,678
d) For public treasury and tax levy services.	0
e) On other services	4,880

This item shows an increase of 8,430 million Lire, or 52.67%. The increase of income is mainly to be attributed to the positive expansion in asset management, in the intermediation of investment funds and in securities trading.

<b>2.2. Structure of the Item 50 "Commission Expenses"</b>	<b>-8,546</b>
a) On payments and collection services	-849
b) For administration, intermediation and consulting	-6,840
1. Securities Trading	-2,056
2. Foreign exchange trading	-234
3. Asset management	-3,756
4. Custody and administration of securities	-769
5. Intermediation of securities	-25
6. House-to-House-Sale of securities, product and services	0
c) On other services	-857

This item showed an increase of 3,465 million Lire, or 68.20%, which was mainly to be attributed to the refund of subscription and administration commissions in asset management to the Raiffeisenkassen and to the increase of commission expenses in securities trading.

## Balance Sheet Notes: Part C

### Notes to the Profit and Loss Account

#### Section 3 –Earnings and Expenses from Financial Business

##### 3.1. Structure of the Item 60 “Income and Losses from Financial Business Transactions”

	Securities	Foreign currencies	Others
A1) Write-down reversals	559		
A2) Write-downs	-948		
B) Other earnings and expenses	259	2,166	121
<b>Total</b>	<b>-130</b>	<b>2,166</b>	<b>121</b>
<b>Structure of write-down reversals</b>	<b>559</b>		
1. Government securities	559		
2. Other notes	0		
3. Participating interests/shares/shares in funds	0		
<b>Structure of write-downs</b>	<b>-948</b>		
1. Government securities	-285		
2. Other notes	-4		
3. Participating interests/shares/shares in funds	-659		
<b>Structure of gains/losses</b>	<b>259</b>	<b>2,166</b>	<b>121</b>
1. Government securities	91		
2. Other notes	110		
3. Participating interests/shares/shares in funds	58		
4. Future contracts and other derivatives			121
5. Foreign currencies		2,166	

### Notes to the Profit and Loss Account

#### Section 4 – Administrative Expenses

<b>4.1. Average Number of Employees according to Qualification</b>	<b>145</b>
a) Executives	5
b) Officials	13
c) Other personnel	127

The stated number of employees was calculated as the arithmetic average of the employed personnel at year-end of 1999 and of 2000. By the end of the year 2000, the total number of employees amounted to 144.

## Balance Sheet Notes: Part C

### 4.2. Other General Administrative Expenses -10,615

Indirect tax and charges	-1,338
Remunerations to freelancers, board of directors and supervisory board members	-430
Insurance	-148
Rent for immovable property, machinery and equipment	-8
Maintenance costs for own immovable property	-62
Maintenance contracts, for immovable property, movables and machinery	-324
Mail costs	-165
Telephone costs , Telex	-123
IT-expenses, SWIFT, Reuters	-4,704
Electricity, cleaning services	-378
Office supplies, printing costs	-143
Travel expenses, advertising expenses, company representative personnel expenses	-414
Contributions	-394
Various charges for public treasury services	-84
Books, periodicals and information costs	-28
Publications and translations	-38
Court charges, legal advice, trials costs	-685
Internal auditing costs	-85
other administrative costs	-1,064

This item showed an increase of 562 million Lire, i.e. 5.59%.

### Notes to the Profit and Loss Account

#### Section 5 – Valuation Allowances and Provisions

### 5.1. Valuation Allowances for Loans and Guarantees -2,498

<b>a) Valuation allowance for receivables:</b>	
Valuation allowance for country risks	
Other valuation allowances:	
Direct valuation allowances	-2,498
Global valuation allowances	0
<b>b) Provisions for guarantees and commitments</b>	
Provisions for country risks	0
Global valuation allowance	0

This items showed an increase of 1,501 million Lire. The valuation allowance effected in the year 2000, referred to the doubtful receivables of customers.

### 5.2. Provisions to the Fund for Loan Risks -1,335

Provisions to the fund for loan risks	-1,154
Provisions to the fund for default interest	-181

The provisions to the fund for loan risks decreased by 1,409 million Lire, compared to the previous year, considering both the interest default evaluated as collectable and the exemption on due from customers permissible under tax law.

## Balance Sheet Notes: Part C

### 5.4. Tax Provisions -5,110

a)	IRPEG	-3,656
b)	IRAP	-1,377
c)	Accrued/Deferred taxes IRPEG	-80
d)	Accrued/Deferred taxes IRAP	3

### 5.5. Structure of Item 90 "Amortization and Depreciation of Intangible Fixed Assets and Fixed Assets"

	Regular	Accelerated	Total sum
<b>a) Intangible fixed assets</b>	<b>-158</b>	<b>0</b>	<b>-158</b>
Amortization of software	-158	0	-158
Amortization of expenses for establishment / expansion	0	0	0
<b>b) Tangible fixed assets</b>	<b>-851</b>	<b>-188</b>	<b>-1,039</b>
Immovable property	-625	0	-625
IT-equipment	-150	-124	-274
Machinery and equipment	-64	-53	-117
Furnitures and fixtures	-12	-11	-23
<b>Total</b>	<b>-1,009</b>	<b>-188</b>	<b>-1,197</b>

Depreciation and amortization of tangible and intangible goods decreased by 120 million Lire, compared to the previous financial year. The applied depreciation rates can be seen in the following table:

#### Fixed assets

	depreciation rates
<b>Immovable property</b>	<b>3</b>
<b>Movables</b>	
Furniture and fixtures	15
Office furniture	12
Vehicle fleet	25
Various machinery	15
Electrical / electronic machinery and IT-equipment	20
Alarm equipment and security equipment	30

## Balance Sheet Notes: Part C

### Notes to the Profit and Loss Account

#### Section 6 – Other Items of the Profit and Loss Account

<b>6.1. Structure of Item 70 "Other Operating Income"</b>	<b>3,036</b>
a) Closing fees on deposit accounts	532
b) Penalty fines	0
c) Refund processing fees	2
d) Refund stamp duties and replacement taxes	933
e) Other income	1,569

This item showed an increase of 886 million Lire, or 41.21%.

<b>6.3. Structure of the Item 180 "Extraordinary Income"</b>	<b>292</b>
a) Surplus proceeds from the sale of movables and immovable property	5
b) Other extraordinary income	287

Compared to the previous year, these earnings decreased by 676 million Lire.

<b>6.4. Structure of Item 190 "Extraordinary Expenses"</b>	<b>-59</b>
a) Loan losses	0
b) Extraordinary losses	-59

This item showed an increase of 22 million Lire.

<b>6.5. Structure of the Item 220 "Tax on Operating Result"</b>	
1. Accrued taxes	-5,032
2. Deferred taxes	-78
3. Accrued taxes	0
4. Tax on operating result	-5,110

## Balance Sheet Notes: Part C/D

### Notes to the Profit and Loss Account

#### Section 7 – Other Notes on Costs and Earnings

##### 7.1. Regional Allocation of Income

	Italy	Other countries	Total
Interest receivable	63,731	287	64,018
Dividends	652	0	652
Commissions receivable	23,658	778	24,436
Other income	2,973	63	3,036
Income from retransfer of valuation allowances	96	0	96
Extraordinary income	292	0	292
<b>Total income</b>			<b>92,530</b>

The business activity of the bank in customer business is limited to the Province Bozen region.

##### 7.2. Data for the Calculation of the Variable Share of the Contribution to the National Guarantee Fund

<b>a) Cashed commissions on:</b>		
Negotiations for the account of third parties		0
Intermediation of securities		2,545
Asset management for the account of third parties		6,065
Order collection of securities		279
<b>b) Security turnover from customers</b>		
Government securities		268,332
Bonds		16,309
Shares		18,136

### Further Details

#### Section 1 – Board of Directors and Supervisory Board Members

##### 1.1. Remunerations 429

a) Board of Directors members	321
b) Supervisory Board members	108

##### 1.2. Loans and Guarantees 100

a) Board of Directors members	100
b) Supervisory Board members	0

Loan granting was effected according to art. 136 of law no. 385/93.

## Balance Sheet Supplement no. 1

### Statement of Own Assets and Variations

Own assets	Legal reserve	Extraordinary/ Free reserve	Upward revalut. reserve	Fund for general banking risks	Annual profit for the year	Total
<b>Balance on 1<sup>st</sup> of January 2000</b>						
100,000	10,874	6,258	9,382	3,000	918	<b>130,432</b>
<b>Transactions during the financial year 2000</b>						
8	0	-8	0	2,000	0	<b>2,000</b>
<b>Allocation of the annual profit for the year 1999</b>						
0	46	872	0	0	-918	<b>0</b>
<b>Transfer to the disposition fund</b>						
					0	<b>0</b>
<b>Annual profit for the year</b>						
0	0	0	0	0	3,817	<b>3,817</b>
<b>Balance at 31<sup>st</sup> of December 2000</b>						
100,008	10,920	7,122	9,382	5,000	3,817	<b>136,249</b>

Legal, extraordinary and free reserves and the fund for general banking risks were set-up from the net profits of the current and the previous financial years and guarantee, in the case of a cash disbursement to shareholders, a tax credit to the full extent.

## Balance Sheet Supplement no. 2

### Statement of the Revaluation of Immovable Property

Upward revaluation of Headquarters buildings	8,300
Decreases due to sale of own immovable property	0
Balance of upward revaluation of own immovable property on 31 <sup>st</sup> of December 2000	8,300

## Balance Sheet Supplement no. 3

### Listing of Participating Interests at 31<sup>st</sup> of December 2000

Description	Quantity of Shares/Stakes	Nominal value	Book basis	%
<b>a) in banks</b>				
- ALPENBANK INNSBRUCK	45,850	6,451,553,500	12,312,495,004	32.750
- BANCA AGRILEASING	19,350	1,935,000,000	1,950,919,993	0.841
- INVESTITIONSBANK TRENTINO SÜDTIROL	2,700,000	2,700,000,000	3,684,000,007	2.880
<b>b) in financial companies</b>				
- ICCREA HOLDING AG	90,810	9,081,726,480	9,081,757,855	1.163
- FONDS ZUR SICHERUNG DER EINLEGER	1	1,000,000	1,000,006	0.050
- SERVIZI INTERBANCARI	112,500	112,500,000	113,554,684	0.250
<b>c) other participating interests</b>				
- RAIFFEISENVERBAND SÜDTIROL	5	5,000,000	4,999,991	0.613
- SWIFT	10	9,476,899	9,476,899	0.011
- SIA	345	345,000	408,824	0.002
- SITEBA	14,032	14,032,000	14,031,994	0.280
- SSB	132,117	33,029,250	23,414,035	0.160
- ZENTRUM FÜR REG. ZUSATZRENTEN	18,167	181,670,000	200,722,984	0.336
- RAIFFEISEN ONLINE	98	9,800,000	10,000,002	1.000
- BIC - BOZEN	8	120,000,000	120,000,004	5.600
<b>TOTAL</b>		<b>20,655,133,129</b>	<b>27,526,782,282</b>	

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## Shareholders of the RLB (German names)

### Raiffeisenkassen

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ALGUND	NALS	TERLAN
ANDRIAN	NATURNS	TIERS
BOZEN	NIEDERDORF	TIROL
BRANZOLL-AUER	OBERVINSCHGAU	TISENS
BRUNECK	PARTSCHINS	TOBLACH
DEUTSCHNOFEN-ALDEIN	PASSEIER	TSCHARS
EISACKTAL	PRAD A. STILFSEJRJOCH	ÜBERETSCH
GADERTAL	RIFFIAN-KUENS	ULTEN-ST. PANKRAZ-LAUREIN
HOCHPUSTERTAL	RITTEN	UNTEREISACKTAL
KARNEID-STEINEGG	SALURN	VILLNÖSS
KASTELRUTH	SARN TAL	VINTL
LAAS	SCHENNA	VÖLS
LANA	SCHLANDERS	WELSBERG-GSIES-TAISTEN
LATSCH	SCHNALS	WELSCHNOFEN
LEIFERS	STILFES-TRENS	WIPPTAL
MARLING	ST. MARTIN I. PASSEIER	WOLKENSTEIN
MERAN	TAUFERER-AHRNTAL	
MÖLTEN	TAUFERS IN MÜNSTER	

*The Raiffeisenkassen hold more than 99.34 % of the share capital*

### Fruit Cooperatives

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OGA - ALGUND	NATURNS-PLAUS	ORTLER - LATSCH
BRIXEN	NEUFRUCHT - NEUMARKT	KAISER ALEXANDER - LEIFERS
SACRA - EPPAN	UNIFRUT - NEUMARKT	COFRUM - MARLING
OGOL - LANA	POG - PARTSCHINS	MERAN
GARGAZON	GEOS - SCHLANDERS	TISOG - TISENS
GIRLAN GOG - BOZEN	OGS - Bozen	ÜVO - TSCHARS
KALTERN	KASTELBELL O GK	
CAFA - MERAN	POMUS - LANA	
NALS	MIVO - LATSCH	

### Winery Cooperatives

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ALGUND	KURTATSCH	ST. MAGDALENA, ST. JUSTINA
ANDRIAN	BURGGRÄFLER KG	ST. MICHAEL/EPPAN
GIRLAN	MERANER KELLEREIGEN.	ST. PAULS
GRIES	SCHRECKBICHL - GIRLAN	KG KALTERN

### Dairy Cooperatives

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MILCHHOF MERAN	MILA
MILCHHOF STERZING	SENNI - MILCHHOF BRUNECK
SENNEREIGEN. ALGUND	SENNEREIGEN. INNICHEN

### Other cooperatives

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SÜDT. HAFLINGER PFERDEZ.	SÜDT. BRAUNVIEHZUCHTVERBAND
SÜDT. RINDERZUCHTVERBAND	VOG - BOZEN
EISACKTALER SAATBAUGEN.	VOG - LEIFERS
PUSTERTALER SAATBAUGEN.	RAIFFEISENVERBAND SÜDTIROL
OVEG - EYRS	

## Shareholders of the RLB (Italian names)

### Casse Raiffeisen

Lagundo	Nalles	Terlano
Andriano	Naturno	Tires
Bolzano	Villabassa	Tirolo
Bronzolo-Ora	Alta Venosta	Tesimo
Brunico	Parcines	Dobbiaco
Nova Ponente-Aldino	Passirio	Ciardes
Valle Isarco	Prato allo Stelvio	Oltradige
Val Badia	Riffiano-Caines	Ultimo-S.Pancrazio-Lauregno
Alta Pusteria	Renon	Bassa Valle Isarco
Cornedo Collepietra	Salorno	Funes
Castelrotto	Val Sarentino	Vandoies
Lasa	Scena	Fié
Lana	Silandro	Monguelfo-Casies-Tesido
Laces	Senales	Nova Levante
Laives	Stilves-Trens	Wipptal
Marlengo	S. Martino in Passirio	Selva Gardena
Merano	Tures-Aurina	
Meltina	Tubre	

*The Casse Raiffeisen hold more than 99.34 % of the share capital*

### Fruit Cooperatives

OGA - Lagundo	NATURNO-PLAUS - Naturno	ORTLER - Laces
Bressanone	NEUFRUCHT - Egna	KAISER ALEXANDER - Laives
SACRA - Appiano	UNIFRUT - Egna	COFRUM - Marlengo
OGOL - Lana	POG - Parcines	Merano
Gargazzone	GEOS - Silandro	TISOG - Tesimo
GOG - Cornaiano	OGS - Bolzano	UVO - Ciardes
Caldaro	Castelbello OGK	
CAFA - Merano	POMUS - Lana	
Nalles	MIVO - Laces	

### Winery Cooperatives

Lagundo	Cortaccia	S. Maddalena
Andriano	Marlengo	S. Michele/Appiano
Cornaiano	Merano	S. Paolo/Appiano
Gries	Cornaiano-Colterenzio	Caldaro

### Dairy Cooperatives

Merano	MILA
Vipiteno	SENNI
Lagundo	S. Candido

### Other cooperatives

Fed. Prov. Allev. Cavalli Avelignese A.A.	Fed. Allevatori Sudtirolesi Bestiame Razze Bovine
Fed. Prov. Allev. Bovini Razza Bruna	Cons. delle Coop. Ortofrutt. Altoat. VOG Bolzano
Coop. Prod. Sementi ed Ortaggi d. Valle Isarco	Stabilimento Lavorazione Frutta VOG Laives
Coop. Prod. Sementi della Pusteria	Federazione Cooperative Raiffeisen
Coop. Prod. Agricoli Alta Venosta OVEG	

## Outlets of the Raiffeisen Finance Organisation South Tyrol (German names)

ABI	Raiffeisenkasse	CAB	Comp.Headq.	CAB	Branch Office	CAB	Branch Office	CAB	Branch Office
8112	ALGUND	58460	Algund	58590	Gratsch	58469	Weingartnerstr.	58591	Meran, Rennweg
8115	ANDRIAN	58150	Andrian						
8081	BOZEN	11600	De-Lai-Str. 2	11601	Gries	58800	Jenesien	11603	Bozen Süd
				11604	Rathausplatz	11602	Europazone	11606	Rentsch
				11605	Bozen-Dorf	11607	Haslach	11608	Drususallee
				11609	Bozner Boden	11610	Am Obstplatz		
8033	BRANZOLL-AUER	58230	Branzoll	58670	Auer	59220	Montan		
8035	BRUNECK	58242	Bruneck	58820	St. Lorenzen	58380	Pfalzen	58241	Reischach
				59040	Olang	58731	Antholz/Mittertal	59150	Percha
				58730	Rasen	58300	Kiens	58243	St. Georgen
				58244	Rienztor				
8162	DEUTSCHNOFEN-ALDEIN	58660	Deutschnofen	58140	Aldein	58661	Eggen	59180	Altrei
				59010	Truden	58662	Obereggen		
8307	EISACKTAL	58221	Brixen	59090	Vahrn	58770	Rodeneck	58644	Schabs
				58222	St. Andrä	58643	Natz	59120	Feldthurns
				58224	Milland	58225	Rosslauf		
8010	GADERTAL	58340	Corvara	59130	Wengen	58830	St. Martin/Thurn	58341	Kolfuschg
				58180	Pedratsches	58550	St. Vigil in Enneberg	61170	Arabba
				58181	Stern	59131	Pederoa		
8020	HOCHPUSTERTAL	58790	Innichen	58799	Vierschach	58910	Sexten/St. Veit	58919	Sexten/Moos
8065	KARNEID-STEINEGG	58320	Steinegg	58321	Kardaun	58322	Blumau		
8056	KASTELRUTH	23100	Kastelruth	23110	Seis	23120	Überwasser	23199	Seiser Alm
				23130	Runggaditsch				
8117	LAAS	58500	Laas	58501	Eyrs				
8115	LANA	58490	Maria Hilfstr. 12	58290	Tscherms	58430	Gargazon	58491	Boznerstr. 48
				58711	Burgstall	59210	Vöran	58493	Niederlana
				58452	Völlan				
8110	LATSCH	58450	Latsch	58451	Goldrain	58579	Martell		
8114	LEIFERS	58483	Franklinstr. 6	58481	St. Jakob	58482	Steinmannwald	89120	Pfatten
				58480	Kennedystr. 163				
8134	MARLING	58560	Marling	58561	Gampenstr. 29				
8133	MERAN	58590	Brunnenplatz 3	58170	Hafling	58591	Untermais	58592	Goethestr. 7/A
				58593	Pfarrplatz 23	58594	Handwerkerzone	58595	Petrarcastr. 14
8135	MÖLTEN	58580	Möltlen						
8155	NALS	58620	Nals						
8157	NATURNS	58630	Naturns						
8302	NIEDERDORF	59100	Niederdorf	58200	Prags				
8066	OBERVINSCHGAU	58352	St. Valentin	58350	Graun	58540	Burgeis	58355	Reschen
				58541	Mals				
8175	PARTSCHINS	58690	Partschins	58691	Rabland				
8998	PASSEIER	58810	St. Leonhard	58610	Moos				
8183	PRAD AM STILFSEERJOCH	58720	Prad	58930	Schluderns	58949	Stills	58440	Glurns
				58940	Sulden				
8201	RIFFIAN-KUENS	58750	Riffian						
8187	RITTEN	58740	Klobenstein	58742	Oberbozen	58743	Unterinn		
8220	SALURN	58780	Salurn	58530	Margreid	58330	Kurtatsch	58370	Laag
				58371	Neumarkt				
8233	SARNTAL	58870	Sarnthein	58871	Astfeld				
8234	SCHENNA	58880	Schenna						
8244	SCHLANDERS	58920	Schlanders	58921	Kortsch				
8239	SCHNALS	58900	Unser Frau	58909	Karthaus	58901	Kurzras		
8249	STILFES-TRENS	58260	Freienfeld						
8226	ST.MARTIN IN PASSEIER	58840	St. Martin						
8285	TAUFERER-AHRNTAL	59061	Luttach	58423	Uttenheim	58422	Gais	59064	Steinhaus
				58270	Mühlen	59060	St. Johann	58270	Sand in Taufers
8281	TAUFERS IN MÜNSTER	59020	Taufers	58540	Laatsch				
8269	TERLAN	58960	Terlan	58961	Vilpian	58962	Siebeneich		
8277	TIERS	58990	Tiers						
8278	TIROL	59000	Dorf Tirol	59001	Hauptstr. 4	58590	Meran/Rennweg		
8273	TISENS	58980	Tisens	89130	St. Felix	58981	Prissian		
8080	TOBLACH	58360	Toblach	58369	Neu Toblach				
8060	TSCHARS	58280	Tschars	58281	Kastelbell				
8255	ÜBERETSCH	58160	St. Michael	58161	St. Pauls	58250	Kaltern	58163	Girlan
				58162	Frangart	58970	Tramin	58251	Kaltern/Bahnhofstr.
				58164	Eppan/Bahnhofstr.				
8231	ULTEN-ST.PANKRAZ-LAUREIN	59030	St. Walburg	59031	St. Nikolaus	58510	Laurein	59170	Proveis
				58850	St. Pankraz				
8113	UNTEREISACKTAL	58470	Lajen	58190	Barbian	59140	Villanders	58310	Klausen
8094	VILLNÖSS	58410	St. Peter	58419	Teis				
8295	VINTL	59080	Vintl	58959	Terenten	58760	Meransen	59081	Obervintl
8089	VÖLS	58390	Völs						
8148	WELSBERG-GSIES-TAISTEN	58600	Welsberg	59070	Gsies	58601	Taisten		
8161	WELSCHNOFEN	58650	Welschnofen	35789	Karerpaß	58651	Romstraße 45	58660	Birchbruck
				35780	Vigo di Fassa	35270	Pera di Fassa		
8182	WIPPTAL	59110	Sterzing	59050	Wiesen	58210	Gossensaß		
8238	WOLKENSTEIN	58890	Wolkenstein	58860	St. Christina	58680	St. Ulrich		
3493	RAIFFEISEN LANDESBANK	11600	Bozen, Laurinstr. 1						

## Outlets of the Raiffeisen Finance Organisation South Tyrol (Italian names)

ABI	Cassa Raiffeisen	CAB	Comp.Headq.	CAB	Branch Office	CAB	Branch Office	CAB	Branch Office
8112	LAGUNDO	58460	Lagundo	58590	Quarazze	58469	Via Weingartner	58591	Merano, V.Corse 42
8115	ANDRIANO	58150	Andriano						
8081	BOLZANO	11600	Via De-Lai 2	11601	Gries	58800	S. Genesio	11603	Via Galvani 40
				11604	P.zza Municipio	11602	Via Visitazione 29	11606	Rencio
				11605	Bolzano Paese	11607	Via S. Vigilio 114	11608	Viale Druso 102
				11609	Piani di Bolzano	11610	Portici		
8033	BRONZOLO-ORA	58230	Bronzolo	58670	Ora	59220	Montagna		
8035	BRUNICO	58242	Brunico	58820	S. Lorenzo	58380	Falzes	58241	Riscone
				59040	Valdaora	58731	Anterselva di Mezzo	59150	Perca
				58730	Rasun	58300	Casteldarne	58243	San Giorgio
				58244	Via Città				
8162	NOVA PONENTE-ALDINO	58660	Nova Ponente	58140	Aldino	58661	S. Nicolò d'Ega	59180	Anterivo
				59010	Trodèna	58662	Obereggen		
8307	VALLE ISARCO	58221	Bressanone	59090	Varna	58770	Rodengo	58644	Sciaves
				58222	S. Andrea i.M.	58643	Naz	59120	Velturmo
				58224	Millan	58225	Zona Tiniga		
8010	VAL BADIA	58340	Corvara	59130	La Valle	58830	S. Martino/Badia	58341	Colfosco
				58180	Pedracces	58550	S. Vigilio Marebbe	61170	Arabba
				58181	La Villa	59131	Pederoa		
8020	ALTA PUSTERIA	58790	S. Candido	58799	Versciaco	58910	Sesto/S. Vito	58919	Sesto/Moso
8065	CORNEDO-COLLEPIETRA	58320	Collepietra	58321	Cardano	58322	Prato Isarco		
8056	CASTELROTTO	23100	Castelrotto	23110	Siusi	23120	Oltretorrente	23199	Alpe di Siusi
				23130	Roncadizza				
8117	LASA	58500	Lasa	58501	Oris				
8115	LANA	58490	V. Madonna 12	58290	Cermes	58430	Gargazzone	58491	Via Bolzano 48
				58711	Postal	59210	Verano	58493	Lana di Sotto
				58492	Foiana				
8110	LACES	58450	Laces	58451	Coldrano	58579	Martello		
8114	LAIVES	58483	Via Franklin 6	58481	S. Giacomo	58482	Pineta di Laives	89120	Vadena
				58480	Via Kennedy 163				
8134	MARLENGO	58560	Marleno	58561	Via Palade 29				
8133	MERANO	58590	P. Fontana 3	58170	Avelengo	58591	Maia Bassa	58592	Via Goethe 7/A
				58593	P. Parrocchia 23	58594	Zona Artigianale	58595	Via Petrarca 14
8135	MELTINA	58580	Meltina						
8155	NALLES	58620	Nalles						
8157	NATURNO	58630	Naturno						
8302	VILLABASSA	59100	Villabassa	58200	Braies				
8066	ALTA VENOSTA	58352	S. Valentino	58350	Curon	58540	Burgusio	58355	Resia
				58541	Malles	58359	Vallelunga		
8175	PARCINES	58690	Parcines	58691	Rablà				
8998	VAL PASSIRIA	58810	S. Leonardo	58610	Moso				
8183	PRATO ALLO STELVIO	58720	Prato	58930	Sluderno	58949	Stelvio	58440	Glorenza
				58940	Solda				
8201	RIFIANO-CAINES	58750	Rifiano						
8187	RENON	58740	Collalbo	58742	Soprabolzano	58743	Auna di Sotto		
8220	SALORNO	58780	Salorno	58530	Magrè	58330	Cortaccia	58370	Laghetti
				58371	Egna				
8233	SARENTINO	58870	Sarentino	58871	Campolasta				
8234	SCENA	58880	Scena						
8244	SILANDRO	58920	Silandro	58921	Corces				
8239	SENALES	58900	Madonna di S.	58909	Certosa	58901	Maso Corto		
8249	STILVES-TRENS	58260	Campo di Trens						
8226	S. MARTINO IN PASSIRIA	58840	S. Martino						
8285	TURES-AURINA	59061	Luttago	58423	Villa Ottone	58422	Gais	59064	Cadi Pietra
				58270	Molini di Tures	59060	S. Giovanni	58270	Campo Tures
8281	TUBRE	59020	Tubre	58540	Laudes				
8269	TERLANO	58960	Terlano	58961	Vilpiano	58962	Settequerce		
8277	TIRES	58990	Tires						
8278	TIROLO	59000	Tirolo	59001	Via Principale 4	58590	Merano/Via delle Corse		
8273	TESIMO	58980	Tesimo	89130	S. Felice	58981	Prissiano		
8080	DOBBIACO	58360	Dobbiaco	58369	Dobbiaco Nuova				
8060	CIARDES	58280	Ciardes	58281	Castelbello				
8255	OLTRADIGE	58160	S. Michele/App.	58161	S. Paolo	58250	Caldaro	58163	Cornaiano
				58162	Frangarto	58970	Termeno	58251	Caldaro/Via Staz.
				58164	Appliano/Via Stazione				
8231	ULTIMO-S.PANCRAZIO-LAUREGNO	59030	S. Valpurga	59031	S. Nicolò	58510	Lauregno	59170	Proves
				58850	S. Pancrazio				
8113	BASSA VAL ISARCO	58470	Laion	58190	Barbiano	59140	Villandro	58310	Chiusa
8094	FUNES	58410	S. Pietro	58419	Tiso				
8295	VANDOIES	59080	Vandoies	58959	Terento	58760	Maranza	59081	Vandoies di Sopra
8089	FIÈ ALLO SCILIAR	58390	Fiè						
8148	MONGUELFO-CASIES-TESIDO	58600	Monguelfo	59070	Casies	58601	Tesido		
8161	NOVA LEVANTE	58650	Nova Levante	35789	P.sso Costalunga	58651	Via Carezza 15	58660	Ponte Nova
				35780	Vigo di Fassa	35270	Pera di Fassa		
8182	WIPPTAL	59110	Vipiteno	59050	Prati di Vizze	58210	Colle Isarco		
8238	SELVA GARDENA	58890	Selva Gardena	58860	S. Cristina	58680	Ortisei		
3493	CASSA CENTRALE RAIFFEISEN	11600	Bolzano, Via Laurin 1						