



December 2020

# NPLs and other NPEs

# All the deals of 2020

(preliminary data)

From the beginning of the year to date, **76 transactions on NPLs for a gross amount of 28.7 billion euros** have been announced, after a 2019 in which **82 deals for just under 52 billion euros** were announced (a figure revised upwards from the [preliminary data of 50 billion euros in BeBeez's NPL Report published in January](#)), and on paper another 18 deals for a **further 19.4 billion** are coming in between the end of the year and the beginning of 2021.

Since last June, in particular, there has been a great acceleration in activity that had stalled due to the Covid emergency, so much so that by the end of April only 19 deals for 1.8 billion euros had been mapped.

The 28.7 billion euros of NPEs do not include the figure of the securitization of Utp corporate conducted last March by **Intesa Sanpaolo** through **Kerma spv srl** and **Kerma LeaseCo srl** as part of the agreement with **Prelios sgr** (see [other BeBeez article](#)), because the sale of the 2.7 billion euros of Utp was accounted for by the bank in 2019 and had therefore already been counted in the 2019 tables, since the agreement was signed last December.

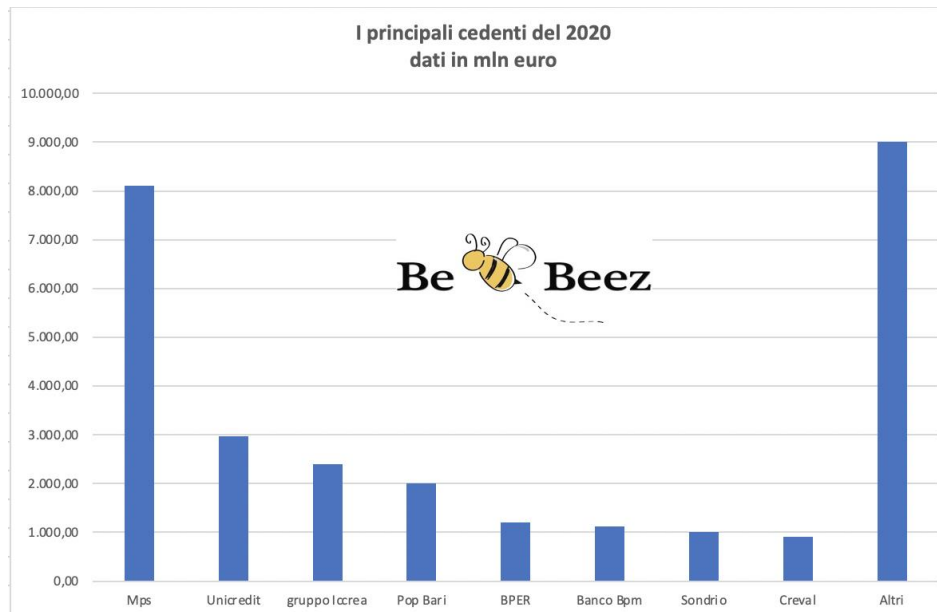
The most important transaction of the year was undoubtedly the one involving **AMCO**, which acquired **8.1 billion euros of Utp and Npl** from **Mps** as part of the **Hydra project** (see [other article by BeBeez](#)). Second in the ranking is the multi-originator securitization of **2.4 billion euros of NPLs**, conducted by about 90 banks of the **Iccrea group** and for which Gacs was requested (see [other article by BeBeez](#)), followed by the acquisition of a **2 billion euros** NPL portfolio of **Banca Popolare di Bari**, also taken over by AMCO (see [other article by BeBeez](#)).

It is also interesting to note that the fourth and fifth transactions by gross size of the portfolios involved in the transaction took place on the **secondary market**. One is a transaction conducted by **J-Invest**, which securitized NPLs with a total gross value of **1.701 billion euros** relating to 1,930 unsecured corporate positions, 93% of which originated from banking and financial institutions. The transaction involved the issue of senior and junior securities, with the seniors being subscribed by a **fund specialising in private debt** based in London (see [other BeBeez article](#)). Originally, the portfolios acquired concerned single name loans and portfolios of loans acquired through competitive processes and which **at the time of purchase had a gross value of approximately 2.2 billion euros**, which then fell to 1.7 billion euros, thanks to the recovery activity carried out in the meantime by J-Invest.

The other major secondary deal is the one announced last November by **Credito Fondiario**, as it was appointed servicer of the new securitization of a **1.67 billion euro** NPL portfolio first securitized in 2007 (see other *BeBeez* article). The official communication did not explain exactly which loans are involved, but, according to *BeBeez*, the portfolio in question is the one that the *Island Refinancing srl* spv had securitised in December 2007, after having bought the loans owned by the two spvs *Island Finance srl* and *Island Finance 2 srl*.

Finally, the sixth deal in the gross value ranking concerns a **single name credit of 1.3 billion euros** (see [other BeBeez article](#)). Apollo Global Management, through its exclusive Italian advisor Apeiron, has in fact bought the entire portfolio of **contract reserves of Grandi Lavori Fincosit**, the construction group of the Mazzi family, which had requested a white composition with creditors in July 2018 and was then admitted to the composition with creditors procedure, which involves the sale of a number of assets. For Apeiron-Apollo, this was an investment of 80 million euros for a face value of the contract reserves portfolio of 1.3 billion euros. Investing in the contract reserves of a construction company essentially means betting on winning a lawsuit between the client and the construction company over the increase in the cost of a contract due to circumstances not attributable to the construction company (e.g. the discovery of archaeological finds or the discovery of an old unexploded bomb). In such cases the legal cases are often lengthy and the outcome is very uncertain and if the figures mentioned are important, then the construction company has every interest in giving up that potential credit at a discount and collecting the cash. Apeiron has also concluded other transactions of this smaller size.

Finally, there were two other securitisation transactions for which the **Gacs guarantee** was requested for senior tranches: the 1.2 billion euro one by **BPER** (see other [article by BeBeez](#)) and the 999.7 billion euro one by **Banca Popolare di Sondrio** (see [other article by BeBeez](#)).



From the assignors' point of view, apart from **Montepaschi**, which carried out the largest transaction in terms of size, **Unicredit** has been the most active banking group in recent months with 11 transactions announced for a total gross value of just under 3 billion euros of assigned receivables. Among the most important transactions, we recall the sale of the so-called New York portfolio of 692 million euros NPL to **Illimity** last November (see [other BeBeez article](#)), while in July it had announced the signing with **Ifis NPL (Banca Ifis Group)** and **Gaia spv**, a securitisation vehicle financed by **Guber Banca** and **Barclays Bank plc** and managed by Guber, of an agreement for the assignment without recourse of a €840 million gross portfolio of non-performing receivables arising from unsecured credit agreements with SMEs (see [other BeBeez article](#)). Just one day before, Unicredit had announced the sale of 702 million

euros of NPL, again to corporate SMEs, sold to **Illimity** and again to Guber Banca and Barclays Bank, through Gaia spv (see [other BeBeez article](#)). At the end of June, Unicredit had sold **335 million euros of consumer NPL** to **Banca Ifis**. The transaction involved three portfolios for a total nominal value of about € 155 million, plus 4 additional consumer portfolios (receivables from current account contracts, personal loans and credit cards) sold through forward flow agreement, up to € 180 million of nominal value (see [other BeBeez article](#)).

With regard to the incoming disposals, mapped by *BeBeez* because officially announced or known to the market, there are three operations under study that could replicate the operation carried out by **Intesa Sanpaolo with Prelios sgr** in relation to the bank's Utp portfolio. Unicredit, in fact, has been thinking for some months now about a similar hypothesis that would involve 13 billion euros of Utp, half of which could be sold and the other half could be given a management mandate (see [other BeBeez article](#)). **Crédit Agricole Italia** would also be working on similar hypotheses, which could manage a 1 billion Utp portfolio out of a total of 1.6 billion at the end of 2019, and sell the rest (see [BeBeez article](#)). The **€800 million UBI Banca** transaction is also on its way (see [another article](#) by *BeBeez*). All this while keeping in mind that great activity is expected on the UTP front, starting from the moment the **moratorium on credits** granted as a measure to counter the effects of the lockdowns to counter the Covid-19 pandemic and extended until next March 31 (see [other BeBeez article](#)).



## Who bought and who sold impaired loans in Italy in 2020

Date	Seller	mln euro gross	Type of impaired loan	Buyer	Article
Dec-20	Mps	4.798,00	Npl	AMCO	<a href="#">BeBeez</a>
Dec-20	Mps	3.345,00	Utp	AMCO	<a href="#">BeBeez</a>
Nov-20	84 Bcc, Iccrea Banca, Iccrea BancaImpresa, Banca Sviluppo and Banca Mediocredito del Friuli Venezia Giulia	2.400,00	Npl	spv BCC NPLS 2020 srl with <b>GACS</b>	<a href="#">BeBeez</a>
Jun-20	Banca Pop Bari	2.000,00	Npl and Utp (60%)	AMCO	<a href="#">BeBeez</a>
Apr-20	NPL Securitisation Europe SPV srl (J-Invest)	1.710,00	Npl unsecured corporate (5 portfolios securitised in 2017 and 2018; deal on secondary)	NPL Securitisation Italy SPV srl (J-Invest)	<a href="#">BeBeez</a>
Dec-20	Island Refinancing spv	1.670,00	Npl secured retail and corporate (first securitised with Island Finance and Island Finance 2 in 2007)	spv (servicer Credito Fondiario)	<a href="#">BeBeez</a>
Jul-20	Grandi Lavori Fincosit	1.300,00	Utp procurement reserves	Apollo (Aperion)	<a href="#">BeBeez</a>
Jun-20	BPER	1.200,00	Npl secured (57%) and unsecured (43%)	Spring spv with <b>GACS</b>	<a href="#">BeBeez</a>
Jun-20	Banca Pop Sondrio	999,70	Npl	spv Diana with <b>GACS</b>	<a href="#">BeBeez</a>
Oct-20	Unicredit	692,00	Npl corporate secured (New York portfolio)	Illimity	<a href="#">BeBeez</a>
Nov-20	Banco Bpm	641,00	UTP corporate (project Django)	AMCO	<a href="#">BeBeez</a>
Jun-20	Intesa Sanpaolo, Banca Imi, Unicredit, BPER Banca, Crédit Agricole Italia e Crédit Agricole FriulAdria	600,00	Utp corporate group of single names (including Pittarosso and Italtel)	RSCT Fund (Pillarstone Italy)	<a href="#">BeBeez</a>
Nov-20	Intesa Sanpaolo	553,00	Npl unsecured consumer	Banca Ifis	<a href="#">BeBeez</a>
Jul-20	Unicredit	486,00	Npl corporate pmi secured (part of Tokyo portfolio)	Banca Ifis	<a href="#">BeBeez</a>
Jul-20	Unicredit	477,00	Npl corporate pmi secured (part of the Lisbona portfolio)	Illimity	<a href="#">BeBeez</a>

<b>Date</b>	<b>Seller</b>	<b>mln euro gross</b>	<b>Type of impaired loan</b>	<b>Buyer</b>	<b>Article</b>
Jan-20	AMCO, MPS, UBI Banca and Banco Bpm	450,00	Utp real estate (first tranche of the Cuveé Project)	Back2Bonis fund (Prelios sgr)	<a href="#">BeBeez</a>
Dec-20	Intesa Sanpaolo, UniCredit Leasing and Banco Desio	400,00	Utp real estate (second tranche of the Cuveé Project)	Back2Bonis fund (Prelios sgr)	<a href="#">BeBeez</a>
Feb-20	CreVal	357,00	Npl unsecured	Hoist Finance	<a href="#">BeBeez</a>
Jul-20	Unicredit	354,00	Npl corporate pmi secured (part of Tokyo portfolio)	Gaia spv (Guber Bank and Barclays Bank)	<a href="#">BeBeez</a>
Jun-20	Unicredit	335,00	Npl consumer unsecured (of which 180 mln forward flow; Loira portfolio)	Banca Ifis	<a href="#">BeBeez</a>
Sept-20	Banca Carige	324,00	Utp towards Messina group, part of the Hydra project	AMCO	<a href="#">BeBeez</a>
Nov-20	Banco Bpm	301,00	UTP corporate real estate (project Django)	Credito Fondiario	<a href="#">BeBeez</a>
Aug-20	CreVal	270,00	Npl unsecured corporate	AMCO	<a href="#">BeBeez</a>
Aug-20	Illimity	266,00	Npl secured (retail and corporate)	Banca Ifis	<a href="#">BeBeez</a>
Jul-20	Unicredit	225,00	Npl corporate pmi secured (part of the Lisbona portfolio)	Gaia spv (Guber Banca and Barclays Bank)	<a href="#">BeBeez</a>
Jul-20	consumer credit company	206,00	Npl unsecured to consumption (of which 66 mln forward flow)	MB Credit Solutions	<a href="#">BeBeez</a>
Feb-20	Illimity	182,00	retail impaired loans	Sorec srl, Phinance Partners spa e CGM Italia sgr spa	<a href="#">BeBeez</a>
Jul-20	nd	180,00	receivables from PA, mainly NPE	Credito Fondiario	<a href="#">BeBeez</a>
Mar-20	CreVal	177,00	Npl secured	AMCO	<a href="#">BeBeez</a>
Feb-20	leading player in the sector of impaired loans	170,00	Npl corporate secured	Illimity	<a href="#">BeBeez</a>
Nov-20	Unicredit	153,00	UTP corporeate (second tranche of a 600 mln portfolio)	Illimity	<a href="#">BeBeez</a>
Jul-20	Italian bank	129,00	Npl consumer unsecured (of which 66 mln forward flow)	MB Credit Solutions	<a href="#">BeBeez</a>
Feb-20	Unicredit	115,00	Npl corporate secured	Illimity	<a href="#">BeBeez</a>

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Aug-20	CreVal	102,00	Npl unsecured corporate	MB Credit Solutions	<a href="#">BeBeez</a>
Nov-20	Banco Bpm	98,00	UTP towards Fingruppo Holding	Illimity	<a href="#">BeBeez</a>
Dec-20	12 banks	91,00	UTP towards Fenice Holding	spv (Negentropy Capital)	<a href="#">BeBeez</a>
Sept-20	J-Invest spa	89,00	UTP corporate (18 arrangement with creditors procedures)	Npl Securitisation Italy spv srl	<a href="#">BeBeez</a>
Oct-20	Unicredit	81,00	UTP corporate (first tranche of a 600 mln portfolio)	Illimity	<a href="#">BeBeez</a>
May-20	Unicredit and Intesa Sanpaolo	80,00	Naval Utp	FINAV (Pillarstone Italy)	<a href="#">BeBeez</a>
Jun-20	Banca Pop Valconca	75,00	Utp corporate leasing (part of the €3 billion portfolio)	nd	<a href="#">BeBeez</a>
Nov-20	Banco Bpm	75,00	UTP corporate (project Django)	various investors	<a href="#">BeBeez</a>
Apr-20	a leading banking institution and a company specialising in NPE management	73,00	Single name credits, mainly corporate secured	Illimity	<a href="#">BeBeez</a>
Jan-20	Cassa di Risparmio di Volterra	64,00	Npl single name real estate secured	Anacap	<a href="#">BeBeez</a>
Jan-20	Acea	60,40	Npl unsecured utility	spv PES srl (Phinance Partners and other investors)	<a href="#">BeBeez</a>
Oct-20	Unicredit, UBI Banca, Banca Pop Sondrio	55,00	Utp corporate towards Microgame, ICQ Holding, Istituto Neurotraumatologico Italiano.e Grupo Calvi Holding	Dea CCR II (Dea Capital Alternative Funds sgr)	<a href="#">BeBeez</a>
Jan-20	Istituto per il credito sportivo	47,00	Npl real estate	AMCO	<a href="#">BeBeez</a>
Jul-20	nd	36,00	Npl real estate	spv Mizara (Illimity and Davis&Morgan)	<a href="#">BeBeez</a>
Jun-20	GACS spv (managed by Prelios)	30,00	Npl	through Blinks (Prelios Innovation)	<a href="#">BeBeez</a>
Jan-20	Banca Sella	28,30	Npl unsecured retail	spv POS srl (Phinance Partners and other investors)	<a href="#">BeBeez</a>
Jun-20	nd	27,00	Npl secured	through Blink (Prelios Innovation)	<a href="#">BeBeez</a>
Mar-20	leading Italian financial institution	25,00	Npl unsecured	Axactor Italy	<a href="#">BeBeez</a>
Dec-20	Banca Sella	24,00	Npl unsecured	spv POS srl (Phinance Partners and other investors)	<a href="#">BeBeez</a>

Date	Seller	mln euro gross	Type of impaired loan	Buyer	Article
Apr-20	Iccrea BancaImpresa, Banca Prealpi Sanbiagio and Cassa Centrale Raiffeisen of South Tyrol	18,00	Npl and Utp related to credit openings, secured	Catullo spv srl (Zetland Capital) and a Reoco	<a href="#">BeBeez</a>
Jun-20	nd	14,00	Utp guaranteed by photovoltaic systems	spv jv Illimity and Vei Green II	<a href="#">BeBeez</a>
Feb-20	Bcc Credito Padano (Iccrea Group)	12,80	Npl secured (majority) and unsecured	Balbec Capital	<a href="#">BeBeez</a>
Oct-20	Bcc Agrobresciano	10,00	Npl secured	MyCredit and Balbec Capital	<a href="#">BeBeez</a>
Jan-20	BCC Credito al Consumo	8,20	Npl unsecured to consumption	spv POS srl (Phinance Partners and other investors)	<a href="#">BeBeez</a>
Jun-20	bank of the Group Cassa Centrale Banca	8,00	Npl single name	through Blinks (Prelios Innovation)	<a href="#">BeBeez</a>
Jul-20	nd	6,00	Npl real estate	Borgosesia	<a href="#">BeBeez</a>
Mar-20	AMCO, Mps, Bnl, Banco Bpm, BPER, Credit Agricole, Unicredit, Kerma spv, Rienza spv	nd	Utp towards Irplast	Amerina spv (Cheyne Capital)	<a href="#">BeBeez</a>
Jan-20	Cassa di Risparmio di Fermo	nd	Npl real estate secured	Anacap	<a href="#">BeBeez</a>
Jan-20	nd	nd	Npl secured (two portfolios on the secondary market)	Anacap	<a href="#">BeBeez</a>
Jan-Dec 2020	banks and consumer credit partners	nd	15 Npl unsecured retail portfolios	Cherry 106	<a href="#">BeBeez</a>
<b>Total</b>		<b>28.703,40</b>			-

Source: *BeBeez*





## Transactions on impaired loans expected in Italy between end 2020 and beginning 2021

Seller	mln euro gross	Type of impaired loan	Potential buyer	Article
Unicredit	6.650,00	Utp (part of a 13.3 billion portfolio, the rest is under management)	DeA Capital, Clessidra doValue, Intrum	<a href="#">BeBeez</a>
Credit Agricole	2.000,00	Npl unsecured and secured towards retail and SMEs (Project Pelican - Sagrantino and Calliope - secondary)	nd	<a href="#">BeBeez</a>
Unicredit	2.000,00	Npl leasing	spv with GACS	<a href="#">BeBeez</a>
Rev	1.500,00	Npl	securitization with Gacs	<a href="#">BeBeez</a>
Intesa Sanpaolo	1.350,00	impaired real estate receivables (Rep Project, former Monopoli Project)	nd	<a href="#">BeBeez</a>
Unicredit	1.000,00	Utp small ticket (Project Dawn)	nd	<a href="#">BeBeez</a>
UBI Banca	800,00	Npl corporate SMEs	nd	<a href="#">BeBeez</a>
Cassa Centrale Banca	700,00	Npl	nd	<a href="#">BeBeez</a>
medium-large banks	650,00	Utp real estate (rest of the Cuveé Project)	AMCO and Prelios (balance to reach target 1.5 billion)	<a href="#">BeBeez</a>
Intesa Sanpaolo	650,00	Npl (50%) Utp unsecured retail (50%) from salary-backed salary (Simba portfolio)	nd	<a href="#">BeBeez</a>
Credit Agricole Itala	500-600	Utp (under the agreement also for the management of another billion euro)	nd	<a href="#">BeBeez</a>
Bnl Bnp Paribas	538,00	Npl secured and unsecured (part of the Mercury portfolio)	nd	<a href="#">BeBeez</a>
Banca Pop Sondrio	400,00	Npl	nd	<a href="#">BeBeez</a>
Intesa Sanpaolo	250,00	Utp (Levante Project)	Bain Capital Credit, Apollo, Bayview	<a href="#">BeBeez</a>
Banco Bpm	200,00	Npl leasing (part of multi-originator Project Titan)	a spv	<a href="#">BeBeez</a>

Banca Carige	100,00	Npl leasing, part of the Hydra project	AMCO
nd	50,00	Npl and Utp	Frontis Npl and IBL Ban
a local bank	33,00	Npl and Utp	AMCO
<b>Total</b>	<b>19.421,00</b>		

Source: *BeBeez*