

KEY HIGHLIGHTS

Milan IF.IM



PRICE

€28.0



YIELD

2.93%



MARKET CAP

€1.5bn

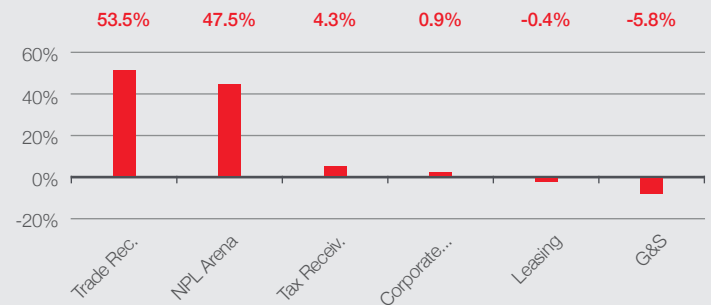
BACKGROUND

- Banca IFIS (IF.IM) is a specialty finance player, specialized in financing SME's with a complete range of financial tools, from short-term to medium/longer term finance.
- IF.IM is also a leader in the Italian NPL market and present in the tax receivables sector.
- The group has a strong and diversified business model that enables outstanding results in terms of profitability and credit quality.
- There are three key pillars for management decision-making: profitability, liquidity and solidity
- Founded in 1983 by Sebastien Egon Furstenberg, the current chairman, Banca IFIS has been listed on the Milan Stock Exchange (Star segment) since 2003, with a market cap over €1.5bn.
- The bank acquired the Interbanca Group in 2016, an Italian bank traditionally active in corporate lending, factoring and leasing. The previous acquisition of Toscana Finanza, a company active in distressed loans, was successfully realized in 2011.
- On the funding side, the bank successfully launched Rendimax, a high-yield online savings account.

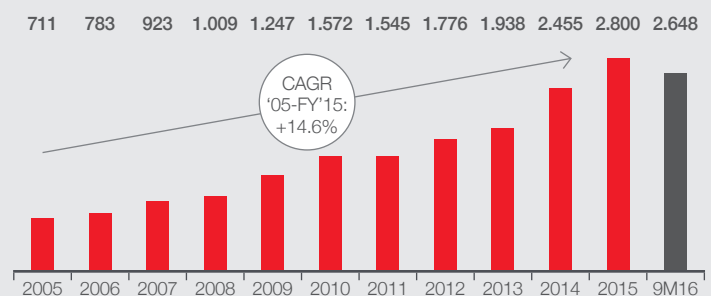
FIVE YEAR SHARE PRICE CHART



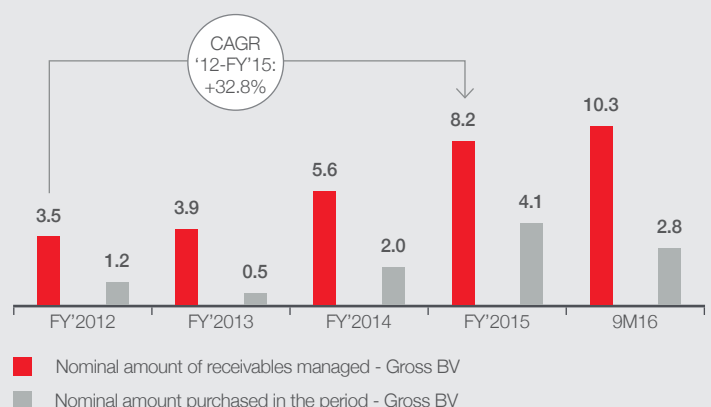
PROFIT CONTRIBUTION BY SEGMENT



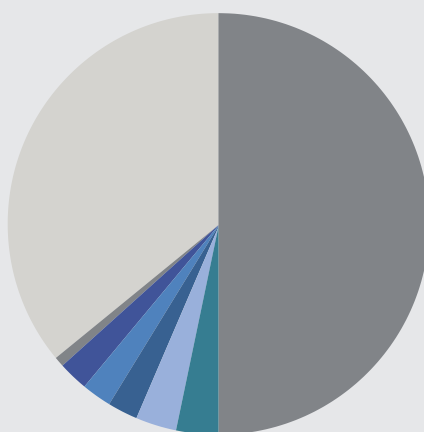
LOANS TO CUSTOMERS (TRADE RECEIVABLES) Eu mn



BANCA IFIS - DRL MANAGED RECEIVABLES (GROSS BV) - Eu Bn



TOP SHAREHOLDERS



50%	Sebastian Egon Furstenburg	2%	Marina Salomon
3%	Giovanni Bossi	2%	Wasatch Advisors
3%	Norges Bank	1%	Treasury Stock
2%	Riccardo Preve	36%	Market




FUTURE OPPORTUNITIES FOR GROWTH

- Banca IFIS is well placed to continue to capitalize on the restructuring of bank balance sheets in Italy and the rest of Europe through acquisitions of NPL portfolios
- Continued organic focus on SME trade finance (micro, small and medium sized enterprises) that is less competitive and traditional banks find difficult to services
- Leveraging the acquisition of the former Interbanca Group, finalised in late November of 2016
 - Completes full range of services for SMEs
 - Acquisition brings valuable skills, size and capital to the Group

KEY FIGURES 2014 / 2015 / 2016 (9M)

	2014	2015	2016		2014	2015	2016
Net Profit/loss for the period (Eu mn)	96	162	688	Total Assets (Eu bn)	8.3	7.0	8.7
Net loans to customers (LTC/Eu bn)	2.8	3.4	5.9	Tot. Funds and deposits (Eu bn)	~7.7	~6.2	~5.5
AFS+HTM (Eu bn)	~5.1	~3.2	~0.4	Net equity (Eu mn)	438	573	1,200
Tier 1 Ratio	14.0%	15.8%	15.7%	NPL ratio*	1.3%	1.1%	1.0%
RWA (Eu bn)	~2.8	~3.3	~7.0	NPL Coverage ratio	86.4%	87.9%	88.5%

2016 ACQUISITION OF INTERBANCA S.P.A

Scope of the Acquisition 	Acquisition of 99.99% ¹ of Interbanca S.p.A (Lending) and its Factoring and Leasing (financial & operational) business
Rationale 	Opportunity to leverage platform through new products, clients and greater efficiency of cost structure and capital
Purchase Price 	Purchase price is equal to Eu 160 mn in cash, subject to price adjustment mechanism between 31/12/2015 and closing

ACQUISITION HIGHLIGHTS

Less profitable positions to be run-off
Implementation of a selective approach to small and medium-sized companies in lending
New speciality-finance opportunities in niche areas (e.g. restructuring)
Cross-selling opportunities within both the customer base of Banca IFIS and of Interbanca Group in order to significantly improve current customer development and retentions
Active management of non-performing corporate assets
Rationalization and simplification of the target operating model
Cost synergies by leveraging the target HR structure to support the new Group's expected growth