



# BANCA IFIS

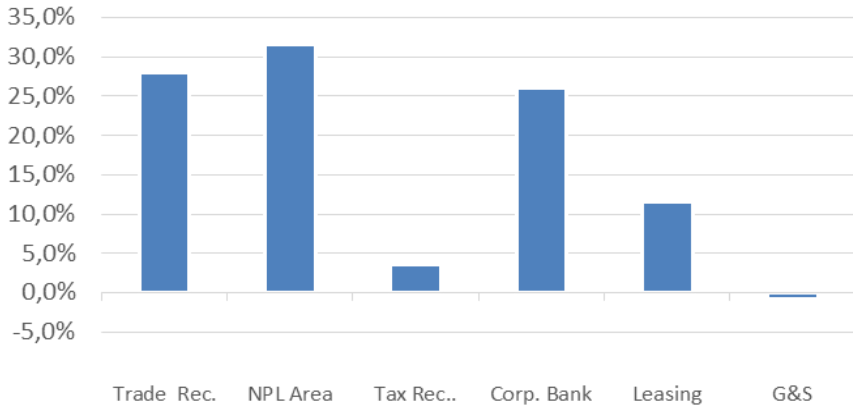
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**Banca IFIS NPL Area:  
a path of growth and profitability**

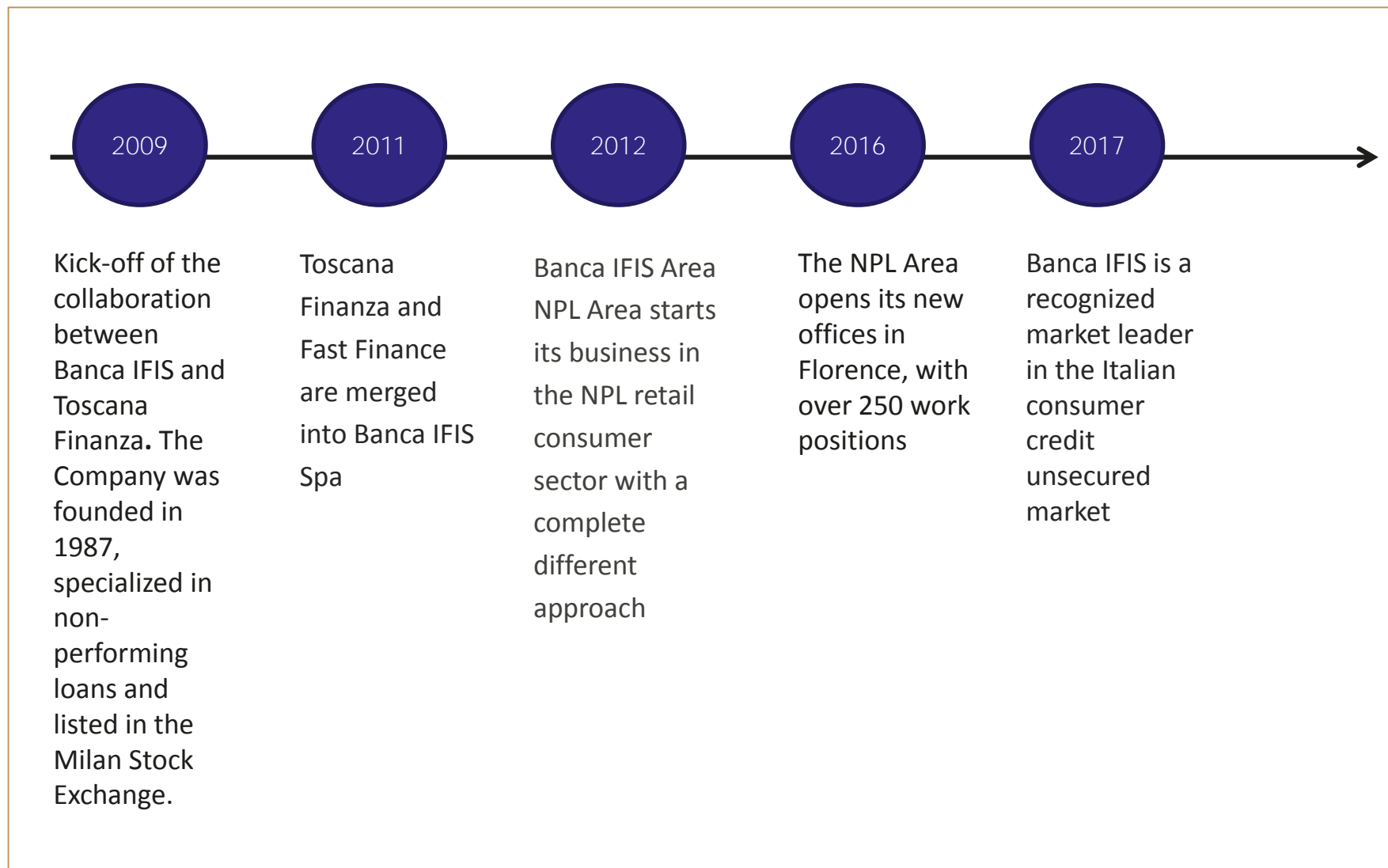
September 2017

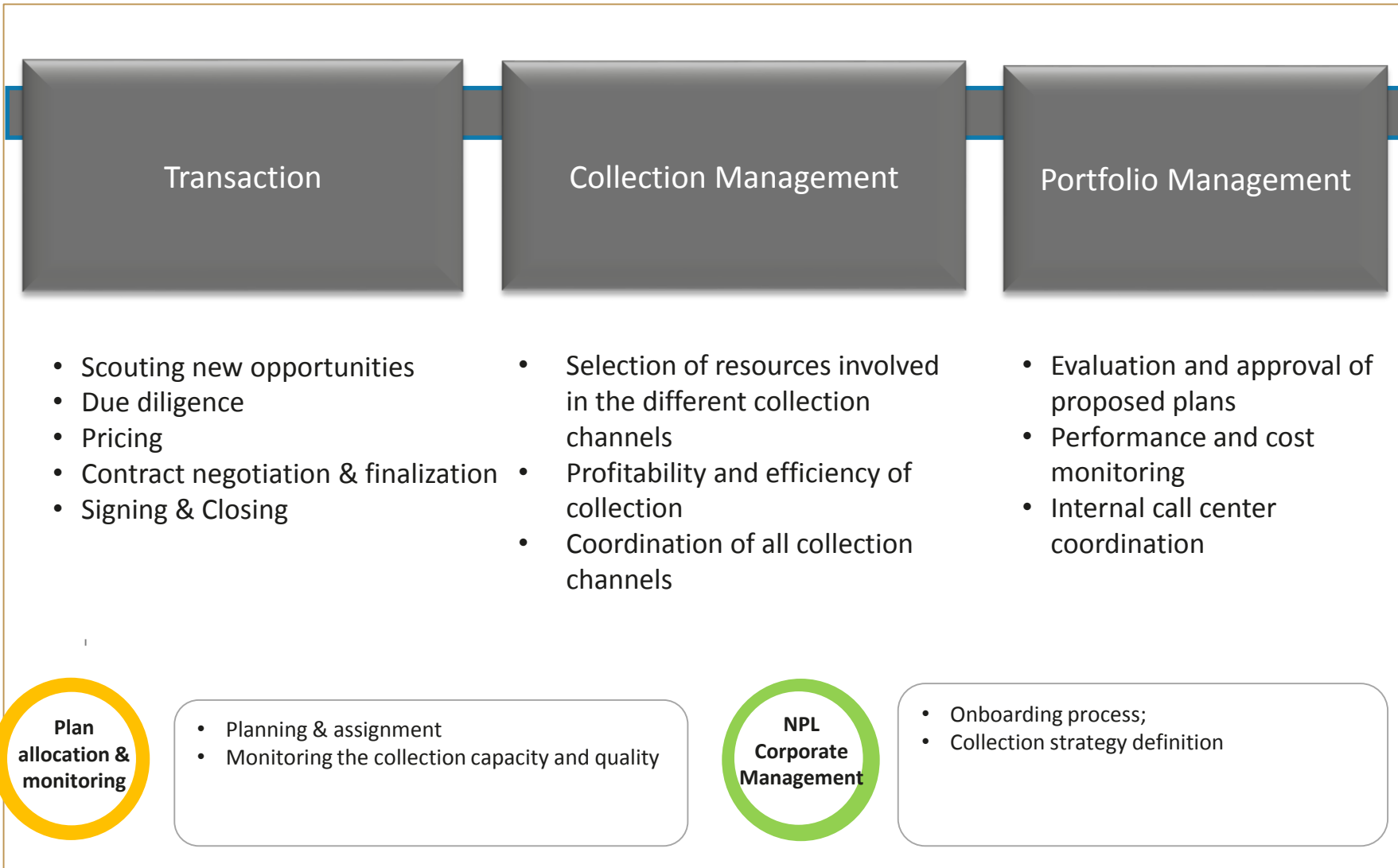
Banca IFIS is the largest independent operator in the *specialty finance* market in Italy and is active in **commercial credit, acquisition/disposal & management of non-performing loans** and **tax credit**. Moreover, following the acquisition of the former GE Capital Interbanca Group, Banca IFIS significantly increased its customer base, as well as widened its products and services thanks to the know-how in the **leasing** segment and in the **mid-term financing solutions** developed by the former

NBI 1H2017 Breakdown |



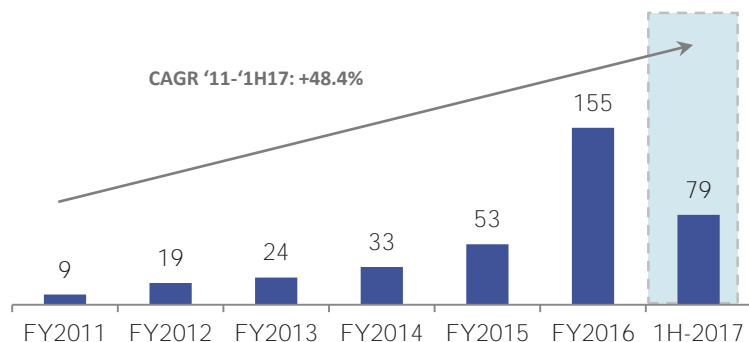
Notes: 1. Assifact by receivable outstanding. 2. Assilea ranking by 2016 Turnover. 3. Top 1 Italian Buyer in 2015 and 2016.



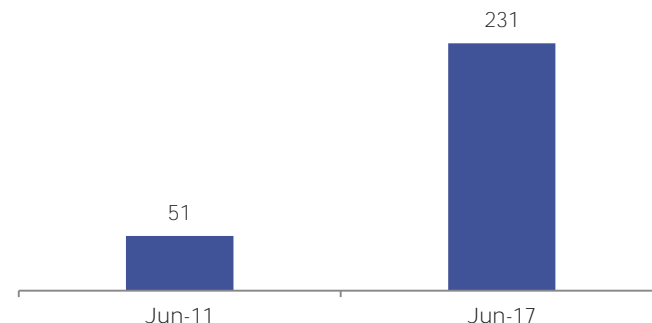


# KEY NUMBERS

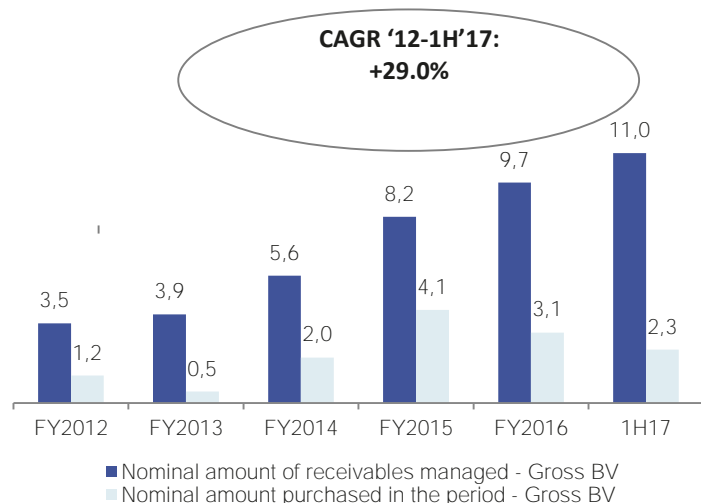
## Net result from financial activity (Eu mn)



## NPL Business Unit Headcount



## Portfolio bought and managed (Gross BV) - € bn



## NPL Area Highlights

	FY'12	FY'13	FY'14	FY'15	FY'16	1H'17
Net BV – Eu mn	104	128	135	354	562	701
Net BV/ Gross BV of Loans to Customers	3.0%	3.3%	2.4%	4.3%	5.8%	6.4%
Positions acquired (number)	126,375	51,398	213,174	538,240	463,566	147,887

PORTFOLIO GBV

~ € 11.0 bn (€ 9.7 bn in 2016)

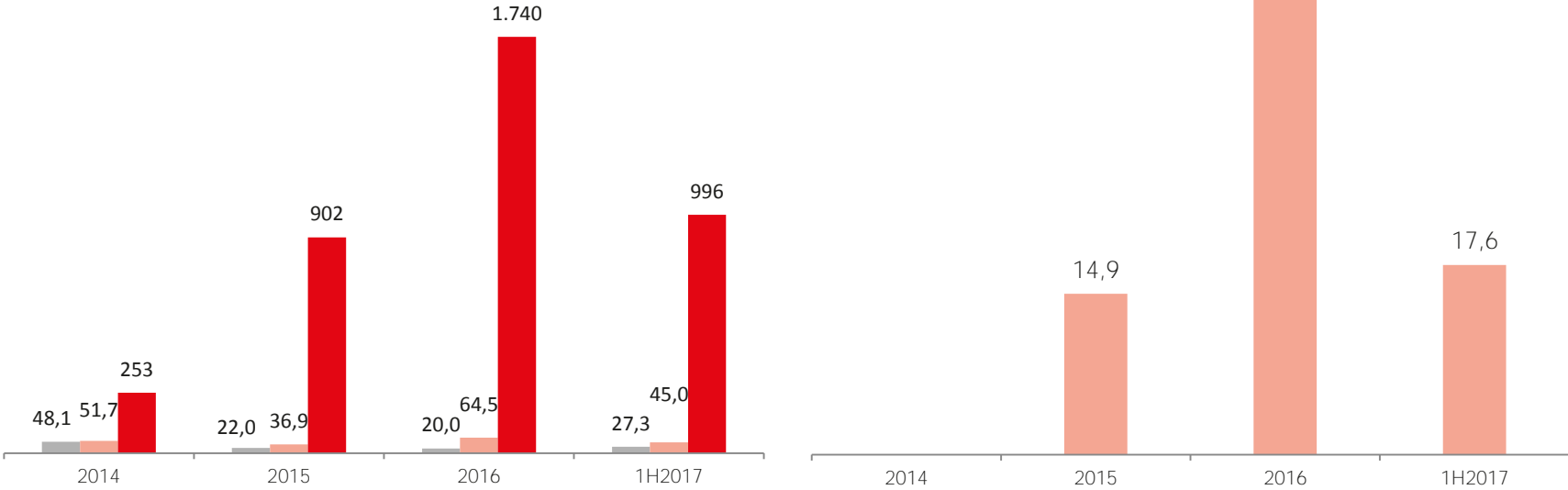
PORTFOLIO NBV

€ 701 mln (€ 562 mln in 2016)

### NPL Portfolio's Sale Trend

### Capital gain from sale of portfolios

- Accounting Value (AC)
- Sale Value
- Nominal Value



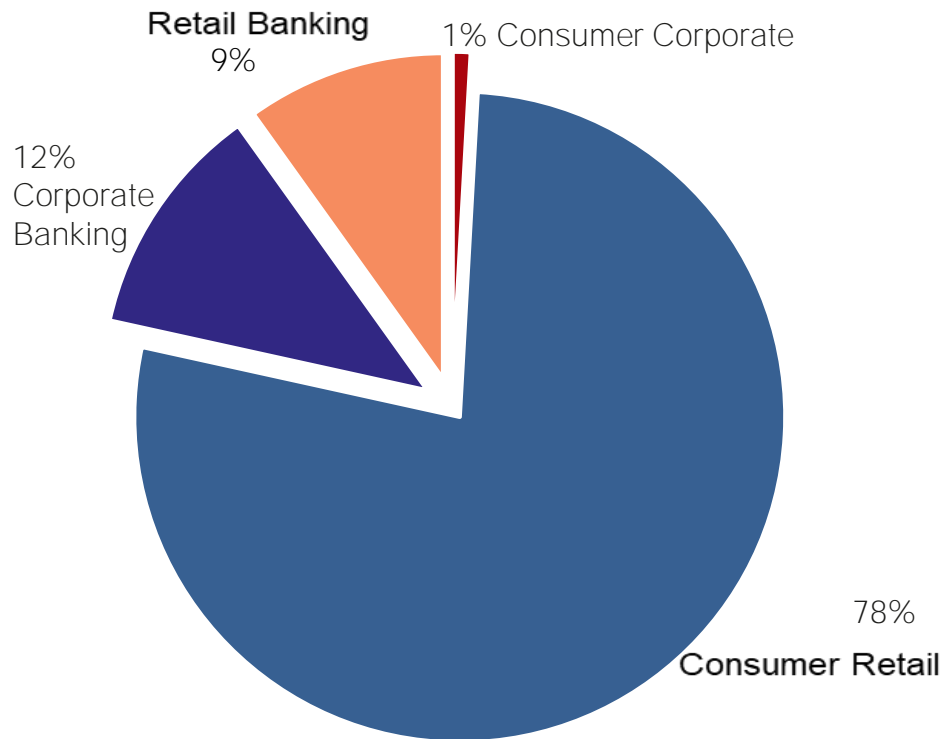
# AREA NPL: SNAPCHAT ON TODAY'S PORTFOLIO

Positions  
# 1,5 mln

Debtors  
#1,1 mln

Average ticket  
**€10.000**

Net Book Value  
**€701 mln**



# AREA NPL: SNAPCHAT ON TODAY'S PORTFOLIO

	Collection	NPL Gross Portfolio	Net Book Value	Book Value/NPL Portfolio
Internal and External Recovery Department	Non Judicial Payment Plans	629 mln	125 mln	20%
Legal Recovery Department	Order of Assignment Wage	237 mln	83 mln	35%
	Judicial ongoing workout	2.012 mln	242 mln	12%
Processed at least one time		5.908 mln	132 mln	2%
Waiting for the workout		2.238 mln	120 mln	5%
		11.0 bln	701 mln	



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