

## KEY HIGHLIGHTS

# Milan IF.MI



PRICE 08/08/2017

€41.09



YIELD

2.00%



MARKET CAP

€2.2bn

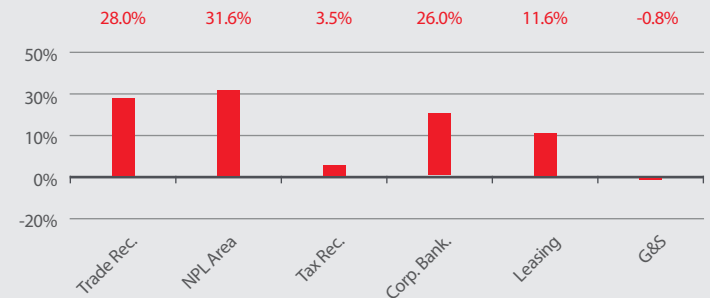
## BACKGROUND

- Banca IFIS (IF.MI) 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.MI 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 Sebastian Egon Furstenberg, the current chairman, Banca IFIS has been listed on the Milan Stock Exchange (Star segment) since 2003, with a market cap of over €2bn.
- 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.

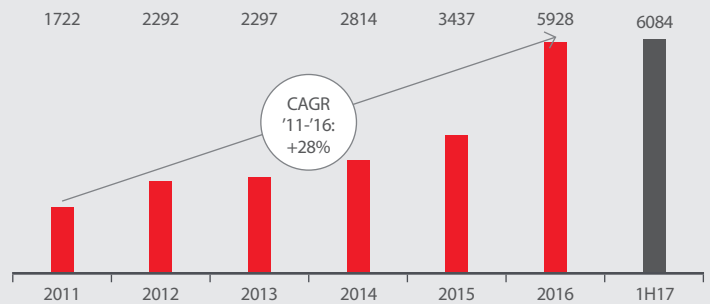
### FIVE YEAR SHARE PRICE CHART - LAST PRICE



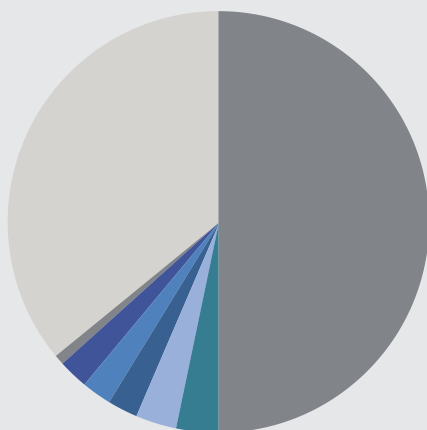
### NBI CONTRIBUTION BY SEGMENT



### TOTAL LOANS EU MN

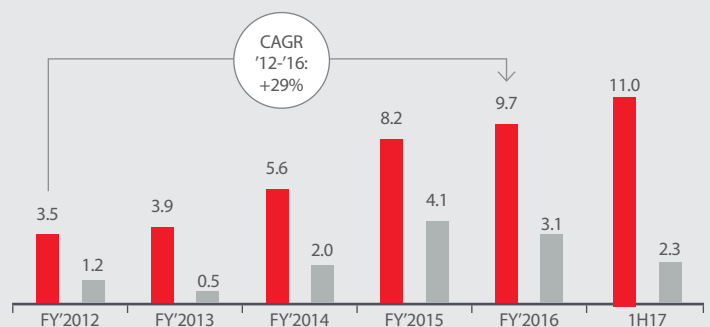


### TOP SHAREHOLDERS AS OF AUGUST 2017



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

### BANCA IFIS - NPL MANAGED RECEIVABLES (GROSS BV) - EU BN



- Nominal amount of receivables managed - Gross BV
- Nominal amount purchased in the period - Gross BV

## 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 service
- 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

	2014	2015	2016	1H17		2014	2015	2016	1H17
Net Profit/loss for the period (Eu mn)	96	162	688	103.7	Total Assets (Eu bn)	8.3	7.0	8.7	9.4
Net loans to customers (LTC/Eu bn)	2.8	3.4	5.9	6.1	Tot. Funds and deposits (Eu bn)	7.7	6.2	7.0	7.6
AFS+HTM (Eu bn)	5.1	3.2	0.4	0.6	Net equity (Eu mn)	438	573	1,219	1,283
Tier 1 Ratio*	14.0%	15.8%	15.7%	16.4%	NPL ratio (trade receivables)	1.3%	1.1%	1.0%	1.2%
RWA (Eu bn)	2.8	3.3	7.0	7.1	NPL Coverage ratio (trade receivables)	86.4%	87.9%	88.5%	87.7%

\*Banca IFIS Group data only

## 2016 ACQUISITION OF INTERBANCA S.P.A

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

## BANCA IFIS 3 YEAR PLAN

Banca IFIS Group	2016	Target 2019	CAGR
NBI € mln	381.2	770	24-26%
Cost/Income	62.0%	<50%	
Cost of risk	79bp	ca100bp	
ROE		>15%	
Total Capital	15.7%	17-18%	
EPS adj	€1.69	>€4.5	
BVPS	€22.81	>€30	

## 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