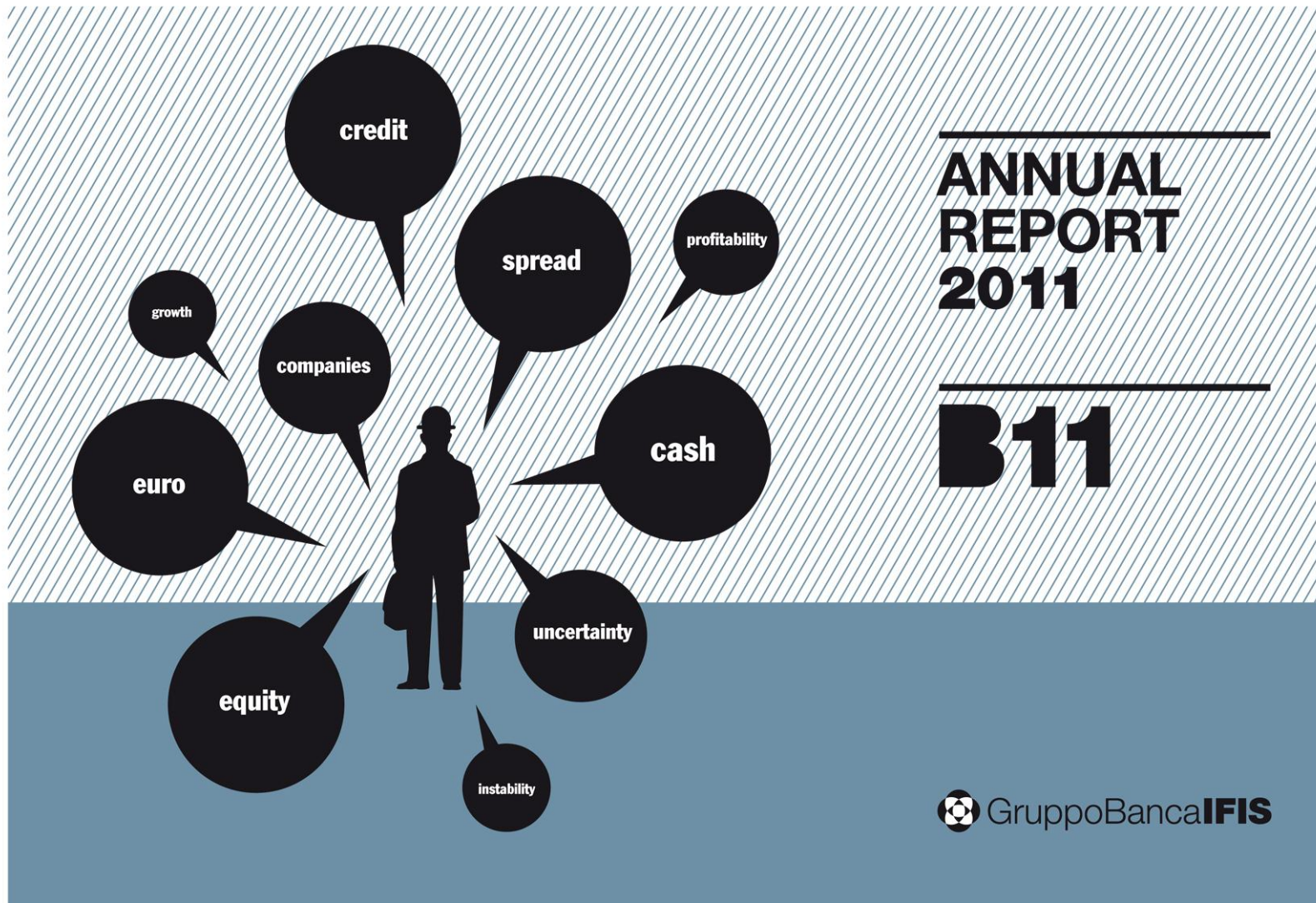


Banca IFIS Group: 2011 results



Banca IFIS Group

Brands and Divisions of the Group:

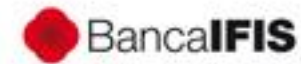
Banca IFIS : support to trade receivables of SMEs in the domestic market

Banca IFIS International: support to companies expanding abroad or foreign companies with Italian customers

Banca IFIS Pharma: big enterprises trade receivables supplying LHA

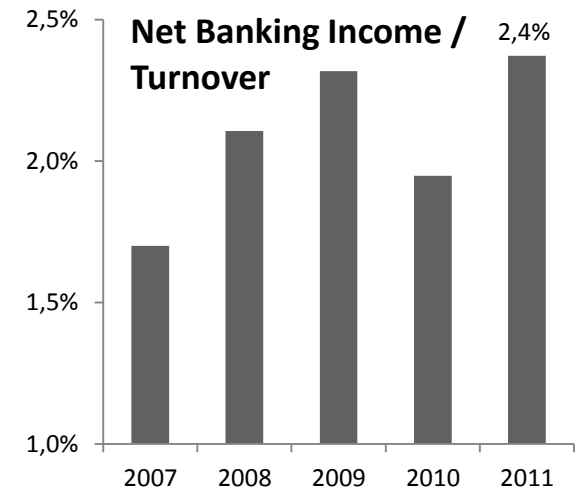
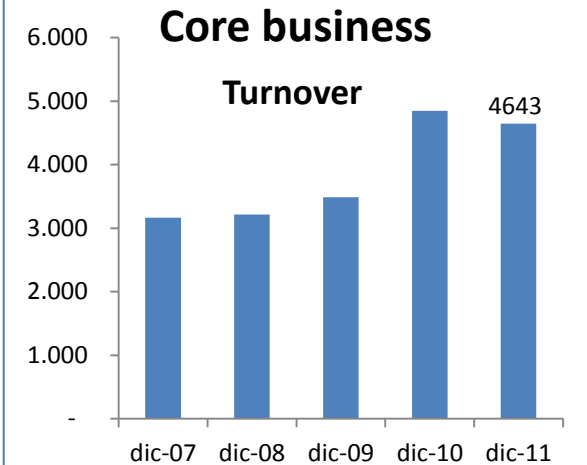
Toscana Finanza: gathers all the activities of the BU operating in the non-performing loans sector

Fast Finance: gathers all the activities of the tax-receivables sector



Highlights

Group KPI	2011	2010
ROE	12,6%	10,9%
Credit quality cost	1,9%	1,9%
Cost/income ratio	39,1%	42,5%
Solvency	10,8%	11,3%
Core Tier 1	11,2%	11,5%



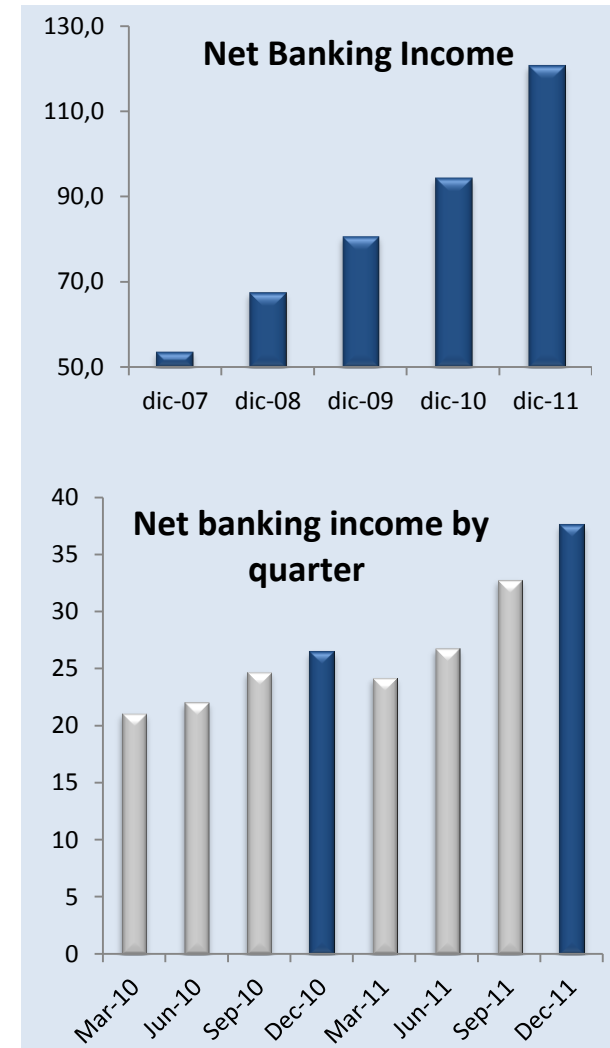
Net Banking Income

121,5 million euro (94,4 mln in 2010)

+28,6% = change 2011 vs 2010

Contribution from NPL and Tax Receivables
July – December 2011 :

11,3 million euro



Net Result of Financial Operations

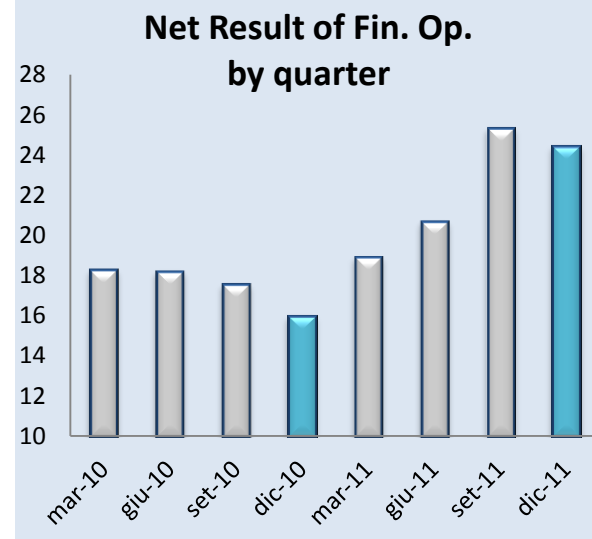
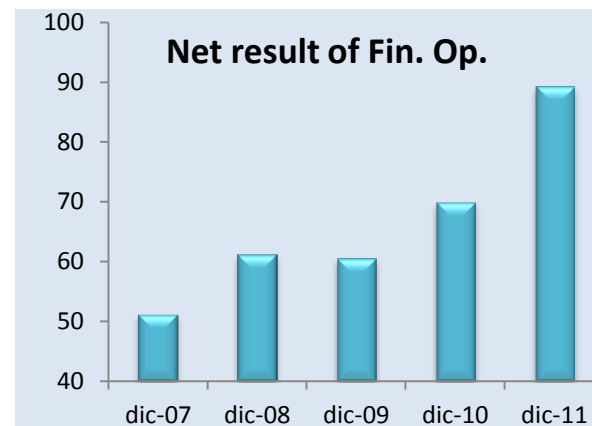
89,3 million euro (70,0 mln in 2010)

+27,6% = change 2011 vs 2010

**Contribution from NPL and tax
receivables**

July-December 2011

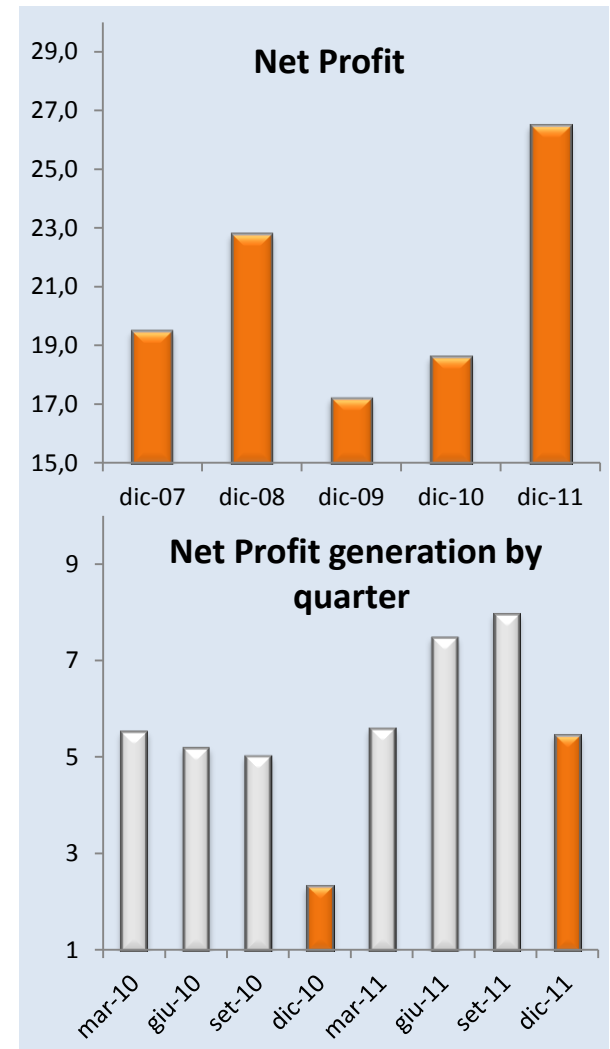
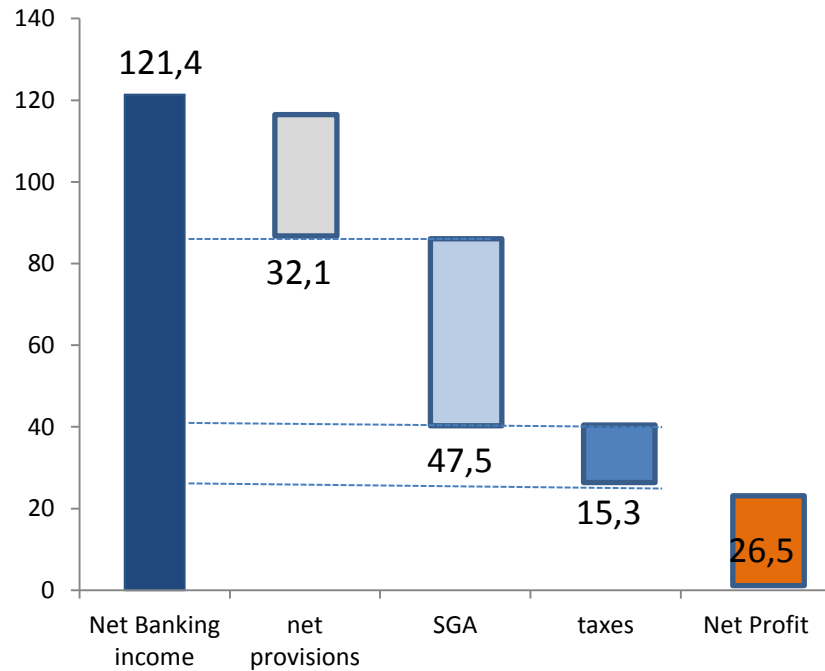
9,7 million euro



Net Profit

26,5 million euro (18,6 mln in 2010)

+42,5% = change 2011 vs 2010



Balance sheet – Asset structure

Loans to customers

1.722,5 million euro

+9,6% change 2011 vs 2010

Of which 161,5 million
TF Group

Assets available for sale

1.685,2 million euro

+105,9% change 2011 vs 2010

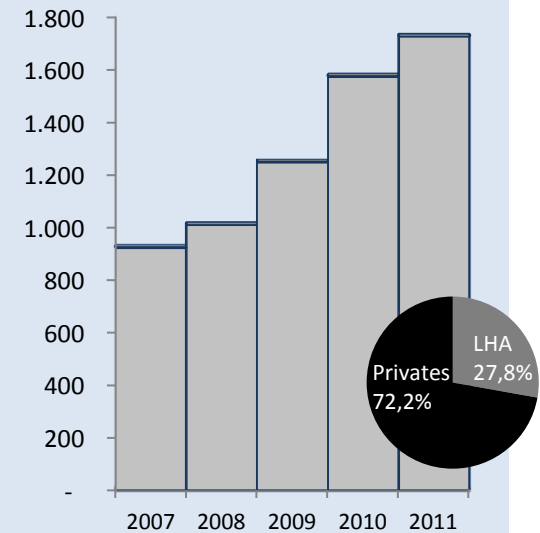
Portfolio of
securities
held 1781,7
million euro

Due from banks

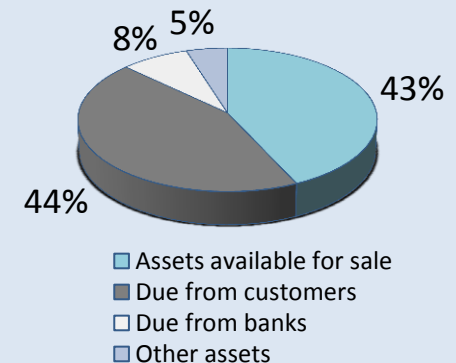
315,9 million euro

+38,5% change 2011 vs 2010

Loans to customers



Main asset categories



Due to Customers LFL

Due to customers

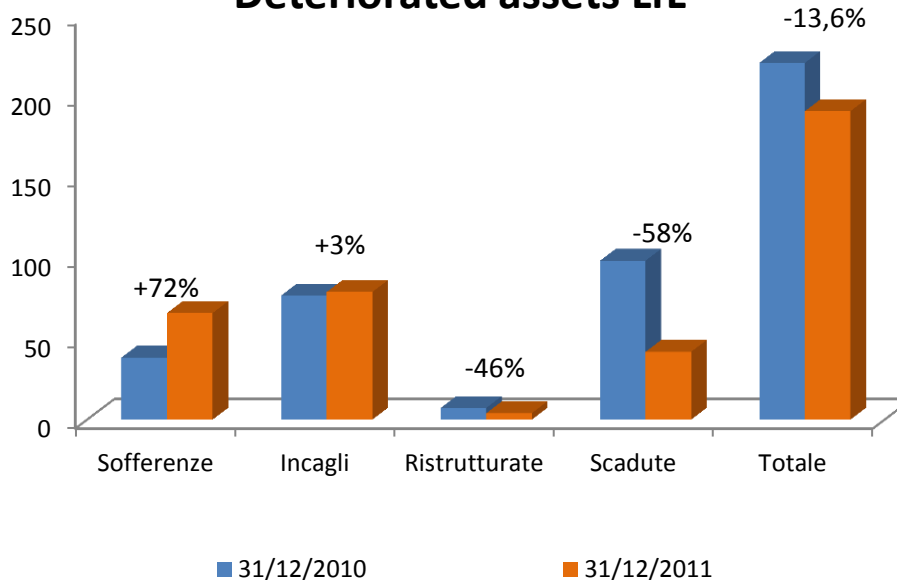
1.646,8 million euro

+4,8% change 2011 vs 2010

Incidence
deteriorated assets
on net total
receivables=
11,6% vs 14,1%

Incidence NPL/
net total
receivables=
4,0% vs 2,4%

Deteriorated assets LfL



Securities Portfolio

1.781,7 million euro (31.12.2011)

Issuer	up to 3 months	from over 3 to 6 months	from over 6 months to 1 year	from over 1 year to 5 years	from over 5 to 10 years	Total
Government bonds	316,1	381,7	497,4	272,9	58,6	1.526,7
% on total	17,7%	21,4%	27,9%	15,3%	3,3%	85,6%
Banks	55,9	47,0	18,2	122,2	-	243,3
% on total	3,1%	2,7%	1,0%	6,9%	0,0%	13,7%
Other issuers	10,9	-	-	1,0	-	11,9
% on total	0,7%	0,0%	0,0%	0,0%	0,0%	0,7%
Total	383,0	428,7	515,6	396,0	58,6	1.781,9
% on total	21,5%	24,1%	28,9%	22,2%	3,3%	100%

+ 570 million securities bought before year end not accounted by 31.12.2011

DEBT SECURITIES PORTFOLIO	CONSISTENZE		Var.%
	31.12.2011	31.12.2010	%
DEBT SECURITIES INCLUDED :			
Available for sale financial assets	1.670,9	805,0	107,6%
Receivables due from banks- bonds	110,8	96,5	14,8%
Financial Assets detenute per la negoziazione	0,2	0,3	(35,8)%
Total securities in portfolio	1.781,9	901,9	97,6%

Balance sheet – Funding structure

rendimax – on line deposit account

1.555,9 million euro

+22,8% change 2011 vs 2010

Wholesale funding

2.001,7 million euro due to banks

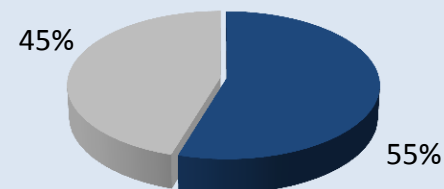
+166% change 2011 vs 2010

Wholesale funding

49,1 million euro

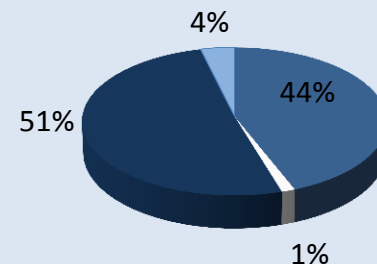
-89,5% change 2011 vs 2010

Total Funding



■ Due to banks ■ Due to customers

Total funding breakdown



■ Retail (Due to customers)
■ MTS (Repos)(Due to customers)
■ Repos (Due to banks)
■ Interbank deposits (Due to banks)

2011 in breve

Profits highly increasing

Strong liquidity

Excellent results in the Bank core business della
Net Banking Income/ Turnover = 2,4%

The new companies acquired are being integrated
(business combination 30 giugno 2011)

Great operational flexibility in a context of high
unpredictability

Dividend submitted to Shareholders' Meeting:
0,25 euro per share, payout ratio 49,8%

www.bancaifis.it

2012 Outlook

Growth of the loans in the core business

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Higher penetration in the pharmaceutical-industrial segment

Strengthening of the equity thanks to the profits generated by the bonds portfolio, which are not distributed

Strengthening of the Bank's liquidity thanks to the launch of the new bank account

Boost of profits

Interactive Financial Statements

www.bancaifis.it

The screenshot displays the Banca IFIS website for the 2011 financial statements. At the top, there is a navigation bar with the logo, search bar, and social media links. Below this is a main menu with categories: INTRODUZIONE, RISULTATI E STRATEGIA, RELAZIONE SULLA GESTIONE, SCHEMI DI BILANCIO CONSOLIDATO, NOTA INTEGRATIVA CONSOLIDATA, and CORPORATE GOVERNANCE. The main content area features a central graphic with financial terms like 'spread', 'liquidità', 'credito', and 'capitale'. To the right, there is a section for the 'Lettera del Presidente' by Sebastien Von Fürstenberg, with buttons for 'ASCOLTA TUTTO' and 'LEGGI TUTTO'. Below this, there are sections for 'Guarda il Video', 'Parole chiave', 'Analisi Interattiva', 'Acquisizione Fusione', and 'Download Center'. The footer contains logos for Banca IFIS, Banca IFIS Pharma, Banca IFIS International, ToscanaFinanza, FastFinance, and rendimax, along with social media icons and legal disclaimers.