

# BANCA IFIS

FIRST QUARTER RESULTS 2016



## 1Q 2016

Banca IFIS Group



FUNDING



CONSOLIDATED  
FINANCIAL  
STATEMENT

DRL

TRADE  
RECEIVABLES

EVOLUTION  
OF QUARTERS



TAX  
RECEIVABLES

MANAGEMENT  
AND BOD

(Million Euro)

Net profit	<b>22,0</b>	(26,2 at 31/03/2015)	-16,0%
Equity	<b>550,2</b>	(573,5 at 31/12/2015)	-4,0%
Funding	<b>3.905,1</b>	(6.150,5 at 31/12/2015)	-36,5%
Loans	<b>3.307,8</b>	(3.437,1 at 31/12/2015)	-3,8%

<b>GROUP KPIs at 31/03/2016</b>	<b>2016</b>	<b>2015</b>
Credit quality cost	87 b.p.	145 b.p.
Book value/share €	10,37	10,78

# NET BANKING INCOME (NBI)

(Million Euro)

# 79,4

(72,6 at 1<sup>st</sup> quarter 2015)

# +9,3%

% change 1Q 2016/2015

1Q data	Trade receiv.	DRL	Tax receiv.	G&S
2016	41,3	28,7	4,2	5,2
2015	39,3	8,9	3,9	20,5
% Change	5,0%	224,0%	6,4%	-74,7%

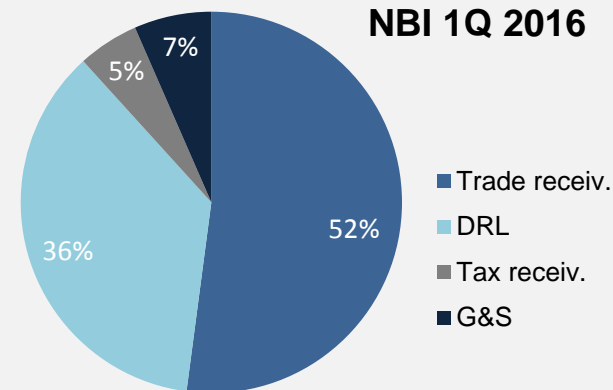
## Trade receivables sector

Clients 4.586 **+6,4%** vs March 2015

Turnover **2,4 bln +10,0%**

Trade receivables KPIs	2016	2015
NBI/ Turnover	1,8%	1,8%

## Breakdown NBI 1Q 2016



## NET RESULT OF FINANCIAL OPERATIONS

(Million Euro)

68,3

(65,1 at 1<sup>st</sup> quarter 2015)

+5,0%

% change 1Q 2016/2015

1Q data	Trade receiv.	DRL	Tax receiv.	G&S
2016	36,0	25,9	4,2	2,2
2015	33,8	8,9	4,0	18,4
<i>% Change</i>	6,5%	192,8%	4,9%	-87,9%

## 1Q 2016 Total Net provisions

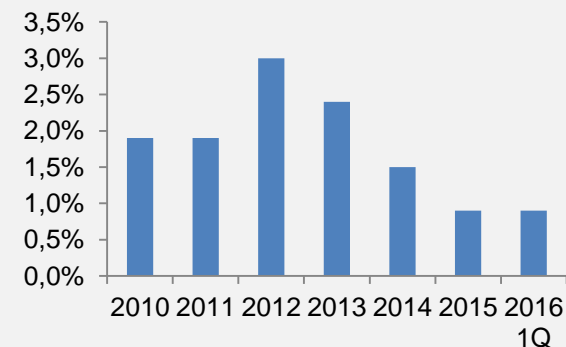
Equal to 11,0 vs 7,5 mln in first three months 2016 vs 2015

## Net provisions trade receiv.

Equal to 5,3 vs 5,5 mln in the first three months 2016 vs 2015

Group KPIs 1Q	2016	2015
Cost of credit quality	87 bp	145 bp

## Cost of credit quality



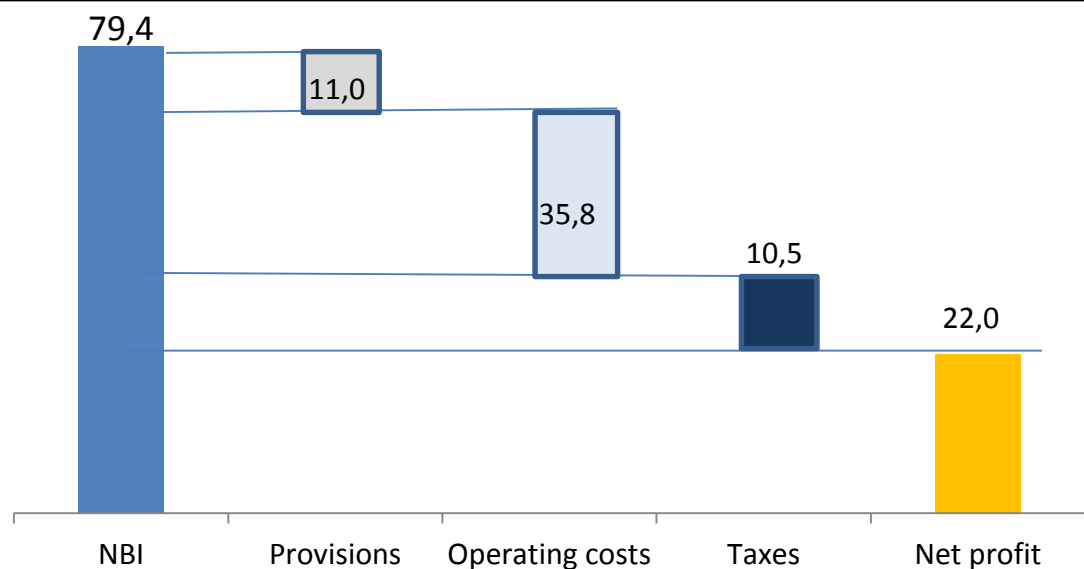
# NET PROFIT

(Million Euro)

**22,0**  
**-16,0%**

(26,2 at 1<sup>st</sup> quarter 2015)

% change 2016/2015



Group KPIs 1Q data	2016	2015
Credit quality cost	87 bp	145 bp
Tax rate	32,4%	33,7%

## BALANCE SHEET – ASSET STRUCTURE

(Million Euro) % change 31.03.2016 vs 31.12.2015

## Loans to customers

3.307,8 -3,8%

of which:

2.763,2 trade receiv.  
387,9 DRL  
115,4 tax receiv.  
41,3 g&s

## Other Financial Assets (AFS)

1.066,4 -66,9%

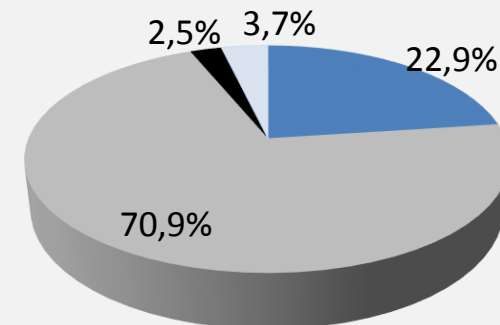
Portfolio of Italian bonds  
1.064,7

## Due from banks

114,7 +20,3%

# Total assets

## 4.662,2



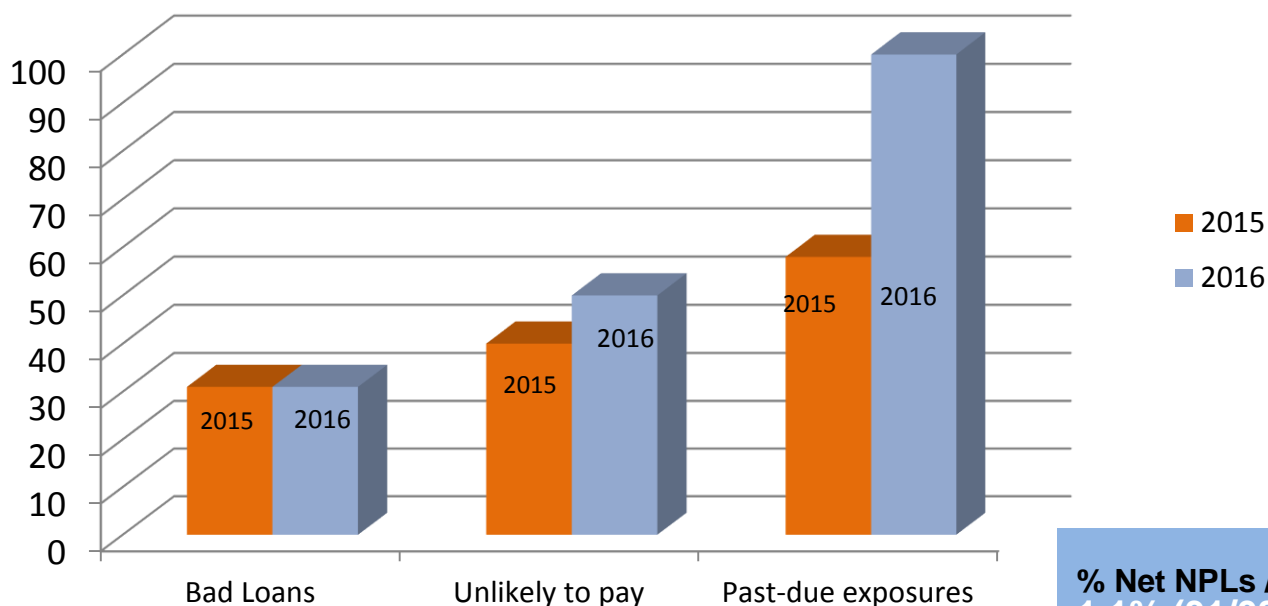
■ Financial assets ■ Due from clients  
■ Due from banks ■ Other assets

# CREDIT QUALITY

(Million Euro) % change 31.03.2016 vs 31.12.2015

**Loans to customers : 2.763,2** -3,0%

Net figures



NPL Coverage ratio

**88,0%**

at March 2016

VS

**87,9%**

at December 2015

**% Net NPLs / total trade receivables**  
1,1% (31/03/2016) vs 1,1% (31/12/2015)

**% NPLs/Equity**  
5,6% (31/03/2016) vs 5,4% (31/12/2015)

**% Impaired assets / Trade receivables**  
6,6% (31/03/2016) vs 4,5% (31/12/2015)

## BALANCE SHEET – LIABILITIES STRUCTURE

(Million Euro) % change 31.03.2016 vs 31.12.2015

**rendimax** and contomax**3.355,7****+7,8%****Total funds  
and deposits****Wholesale** funding**182,6** due from banks**-72,5%**3.905,1 **-36,5%****Wholesale** funding**250,0** PCT**-89,0%**



# DEBT SECURITIES PORTFOLIO AT 31.03.2016

(Million Euro) Accounting at Fair Value

	By December 2016	from January to December 2017	from January to December 2020	Total
<b>Total</b>	741,2	270,1	53,3	1.064,7
<b>% on total</b>	<b>69,6%</b>	<b>25,4%</b>	<b>5,0%</b>	<b>100%</b>

(Million Euro)

<b>EQUITY: CHANGES</b>	
<b>Net equity at 31.12.2015</b>	<b>573,5</b>
Increases	22,2
<b>Profit for the period</b>	<b>22,0</b>
<b>Sell of treasury shares</b>	<b>0,2</b>
Decreases	(45,5)
<b>Dividends</b>	<b>(40,3)</b>
<b>Change of AFS reserve</b>	<b>(5,2)</b>
<b>Net equity at 31.03.2016</b>	<b>550,2</b>

<b>Group KPIs</b>	<b>2016</b>	<b>2015</b>
	31 March	31 December*
Common Equity Tier 1 Ratio (CET1)	13,63%	14,22%
Tier 1 Capital Ratio	14,08%	14,52%
Total Own Fund Capital Ratio	14,67%	14,91%

\*Total consolidated own funds (amounting to 486.809 million Euro) differ from the amount reported in the consolidated financial statements at 31 December 2015 (501.809 million Euro) due to the 15 million Euro dividend payout approved by the Shareholders' Meeting of the parent La Scogliera S.p.A. on 23 March 2016. The consolidated supervisory reports at 31 December 2015 as well as the relevant capital adequacy ratios have been restated, already in March 2016, to account for said dividend distribution. The data concerning the consolidated Own Funds and capital adequacy ratios reflects said distribution.

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