

BANCA IFIS

9 MONTHS 2016 PRESENTATION



9 MONTHS RESULTS

3Q16 - Banca IFIS Group



· FUNDING



· CONSOLIDATED FINANCIAL STATEMENT

DRL.

· TRADE RECEIVABLES

EVOLUTION OF QUARTERS.



· TAX RECEIVABLES

MANAGEMENT AND BOD

HIGHLIGHTS

(Million Euro)

Net profit	66,3	(148,8 at 30/09/2015)	-55,5%
Equity	586,6	(573,5 at 31/12/2015)	+2,3%
Funding	4.195,6	(6.150,5 at 31/12/2015)	-31,8%
Loans	3.303,3	(3.437,1 at 31/12/2015)	-3,9%

GROUP KPIs at 30/09/2016	9 months 2016	9 months 2015
Credit quality cost	86 b.p.	79 b.p.
Book value/share €	11,05	10,50



NET BANKING INCOME (NBI)

(Million Euro)

237,7 (328,1 9 months 2015)

-27,6% % change 9 months 2016/2015

+26,4% excl. 124,5 m Euro plusvalue from govies sale in April 2015

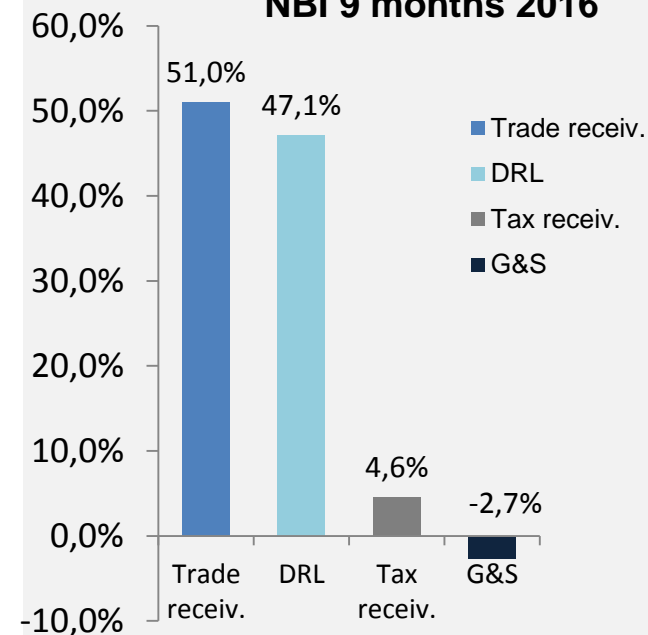
9 months data	Trade receiv.	DRL	Tax receiv.	G&S
2016	121,3	112,0	10,9	-6,4
2015	118,9	30,9	11,5	166,8
% Change	2,0%	262,7%	-5,6%	-103,9%

Trade receivables sector

Clients 4.930 **+14,8%** vs 9 months 2015

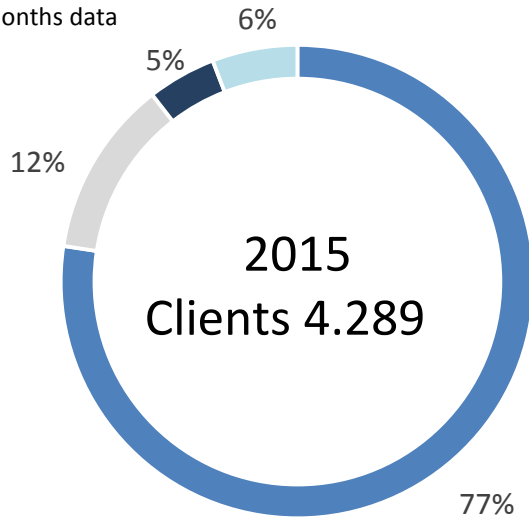
Turnover **7,5 bln +3,2%**

Breakdown NBI 9 months 2016

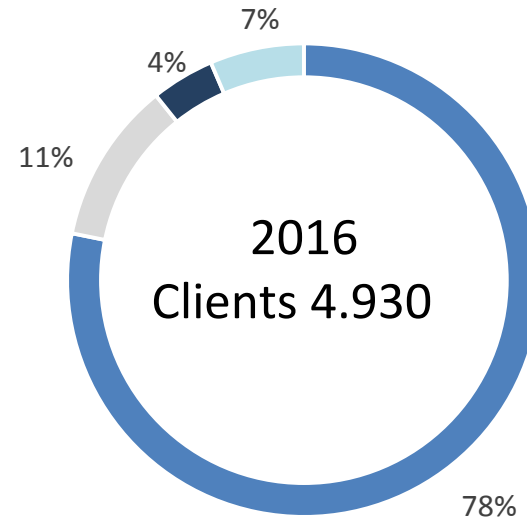


BREAKDOWN BY CLUSTER IN TRADE RECEIVABLES SEGMENT

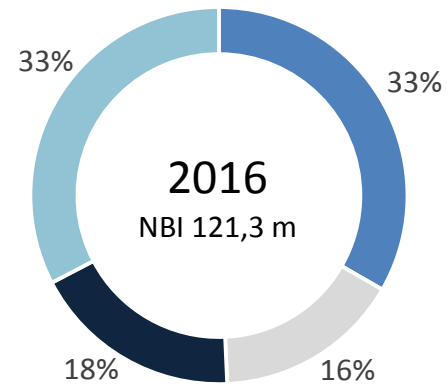
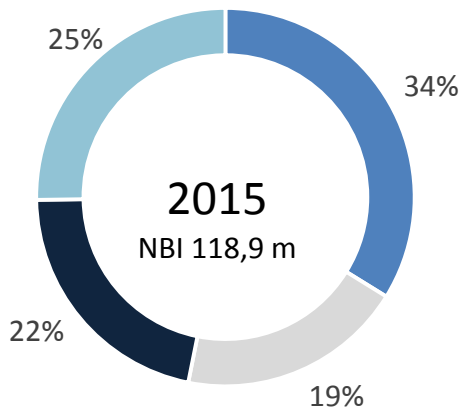
9 months data



■ Small ■ Medium ■ Large ■ Altro



■ Small ■ Medium ■ Large ■ Altro



NET RESULT OF FINANCIAL OPERATIONS

(Million Euro)

218,2 (305,0 at 9 months 2015)

-28,5% % change 9 months 2016/2015

+20,9% excl. 124,5 m Euro plusvalue from govies sale in April 2015

9 months data	Trade receiv.	DRL	Tax receiv.	G&S
2016	106,0	112,0	10,6	-10,4
2015	104,1	30,9	11,4	158,6
<i>% Change</i>	1,8%	262,7%	-6,9%	-106,6%

9 months 2016 Total Net Provisions

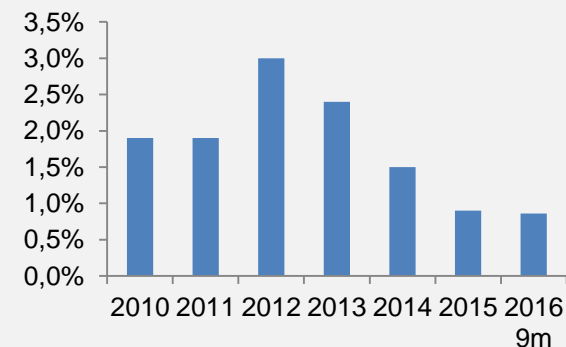
Equal to 19,5 vs 23,1 mln in 9 months 2016 vs 2015

Net Provisions Trade Receivable

Equal to 15,2 vs 14,8 mln in 9 months 2016 vs 2015

Group KPIs 9 months	2016	2015
Cost of credit quality	86 bp	79 bp

Cost of credit quality



NET PROFIT

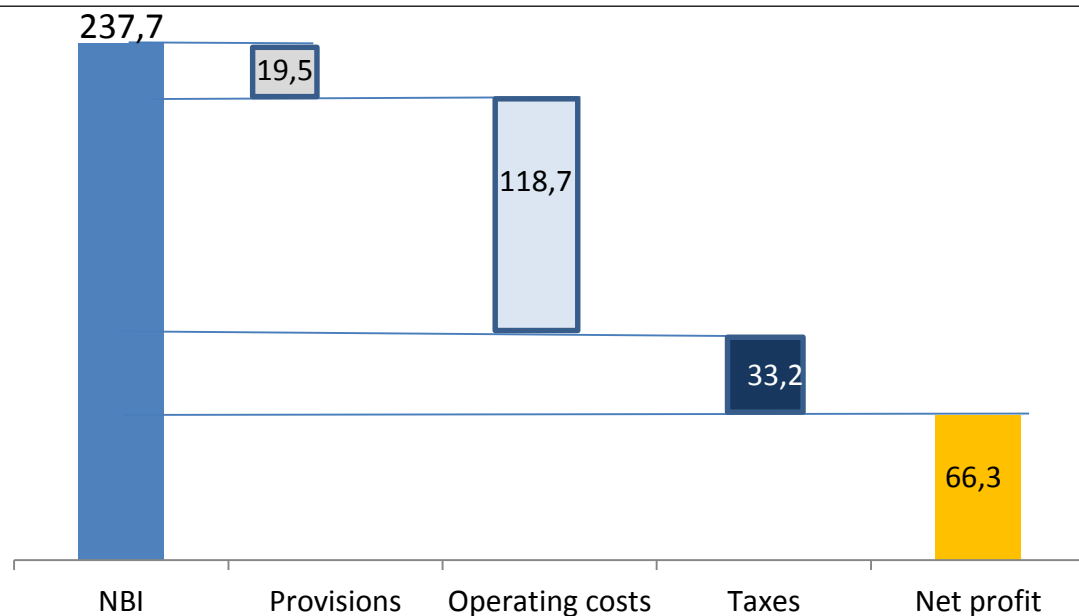
(Million Euro)

66,3

(148,8 at 9 months 2015)

-55,5%

% change 2016/2015



Group KPIs 9 months data	2016	2015
Credit quality cost	86 bp	90 bp
Tax rate	33,4%	33,6%



BALANCE SHEET – ASSET STRUCTURE

(Million Euro) % change 30.09.2016 vs 31.12.2015

Loans to customers

3.303,3 -3,9%

of which:

2.648,3 Trade receiv.
538,1 DRL
114,1 Tax receiv.
2,8 G&S

Other Financial Assets (AFS)

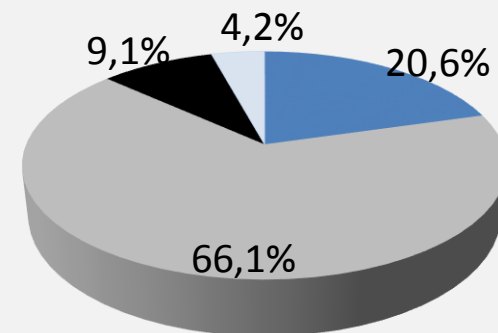
1.026,7 -68,1%

Portfolio of Italian bonds
1.024,4

Due from banks

454,2 +376,3%

Total assets
4.995,6



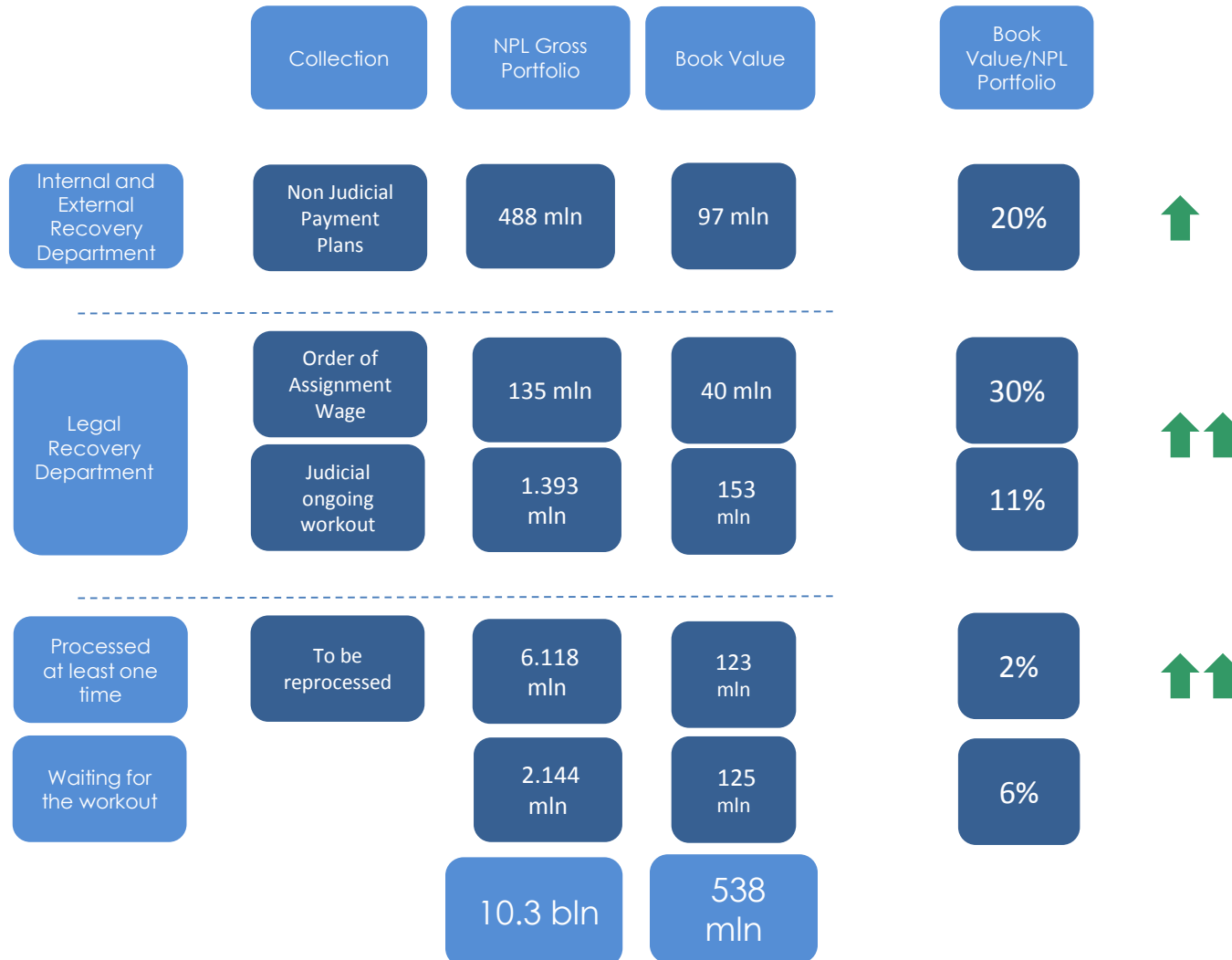
- Financial assets
- Due from clients
- Due from banks
- Other assets



Banca IFIS – The DRL Division

Portfolio DISTRESSED RETAIL LOANS

30/09/2016

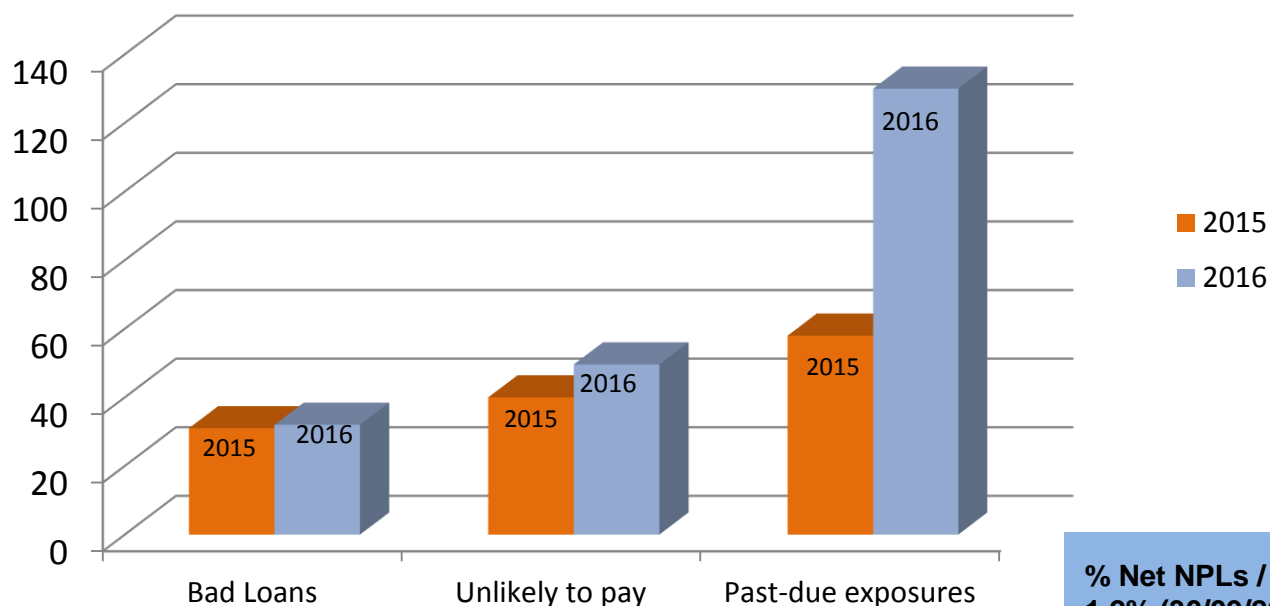


CREDIT QUALITY

(Million Euro) % change 30.09.2016 vs 31.12.2015

Loans to customers : 2.648,3 -7,0%

Net figures



NPL Coverage ratio

88,1%

at September 2016

VS

87,9%

at December 2015

% Net NPLs / total trade receivables
1,2% (30/09/2016) vs 1,1% (31/12/2015)

% NPLs/Equity
5,4% (30/09/2016) vs 5,4% (31/12/2015)

% Impaired assets / Trade receivables
8,0% (30/09/2016) vs 4,5% (31/12/2015)



BALANCE SHEET – LIABILITIES STRUCTURE

(Million Euro) % change 30.09.2016 vs 31.12.2015

rendimax and contomax**4.025,5****+29,5%****Wholesale funding****56,8**

due from banks

-91,4%**Wholesale funding****0**

PCT

-100%**Total funds
and deposits**

4.195,7

-31,8%

DEBT SECURITIES PORTFOLIO AT 30.09.2016

(Million Euro) Accounting at Fair Value

	By December 2016 1*	from January to December 2017	from January to December 2020	Total
Total	700,8	270,5	53,1	1.024,4
% on total	68,4%	26,4%	5,2%	100%

1*= As of today all expired.



(Million Euro)

EQUITY: CHANGES		
Net equity at 31.12.2015		573,5
	Increases	66,6
	Profit for the period	66,
	Other	0,3
	Decreases	(53,4)
	Dividends	(40,3)
	Change of AFS reserve	(12,6)
	Forex changes	(0,4)
	Other	(0,1)
Net equity at 30.09.2016		586,7
Banca IFIS only KPIs		
	2016	2015
	30 September	31/12
Common Equity Tier 1 Ratio (CET1)	15,79%	15,78%
Tier 1 Capital Ratio	15,79%	15,78%
Total Own Fund Capital Ratio	15,79%	15,78%



Acquisition of GE Capital Interbanca: where we are along the process



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Pursuant the consolidated law on financial intermediation of 24 February 1998 (article 154-bis, paragraph 2) Mariacristina Taormina, in her capacity as manager responsible for the preparation of the Company’s financial reports, declares that the accounting information contained in this Presentation reflects the Banca IFIS’s documented results, financial accounts and accounting records.

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