

**BANCA IFIS**

MAY 2017

**PRESENTATION**  
**1Q 2017**  
**FINANCIAL RESULTS**

VALUE TO YOUR BUSINESS

**#RESULTS**  
**1Q17**



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## HIGHLIGHTS

(Million Euro)

<b>Net profit</b>	<b>32,7</b>	(22,0 at 31/03/2016)	+48,3%
<b>Equity</b>	<b>1.253,6</b>	(1.218 at 31/12/2016)	+2,9%
<b>Funding</b>	<b>7.207,4</b>	(7.037,7 at 31/12/2016)	+2,4%
<b>Loans</b>	<b>5.837,9</b>	(5.928,2 at 31/12/2016)	-1,5%

GROUP KPIs	1Q2017	1Q2016
Cost of credit SMEs	48 b.p.	87 b.p.
EPS	0,61	0,42
Book value/share €	23,46	10,37



## NET BANKING INCOME 2016 RESTATED by quarter (NBI)

(Million Euro)

Group's 2016 NBI recalculated with the **new Internal Transfer Rates (TIT)**. Due to external (market rates) and internal (composition and funding rates) changes, it has been necessary to revise and update the TIT calculation method.

	Trade receiv.	Corporate banking	Leasing	Area NPL	Tax receiv.	G & S	Total
<b>1Q16</b>	33,7			24,6	4,0	14,4	<b>76,7</b>
<b>2Q16</b>	34,3			33,8	3,7	2,5	<b>74,3</b>
<b>3Q16</b>	33,7			49,0	2,7	1,4	<b>86,8</b>
<b>4Q16</b>	46,8*	2,9	-1,2	40,9	3,0	-4,2	<b>88,2</b>
<b>Total</b>	<b>148,5</b>	<b>2,9**</b>	<b>-1,2**</b>	<b>148,3</b>	<b>13,4</b>	<b>14,1</b>	<b>326,0</b>



## MARGINS (NBI and NPFA)

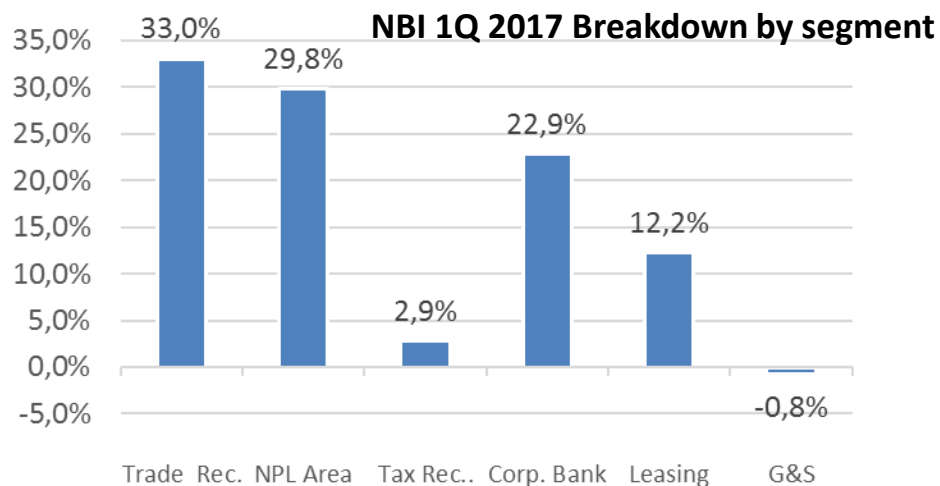
(Million Euro)

**NBI: 102,3**

(76,7 in 1Q 2016) +33,5%

**NPFA\*: 102,1**

(68,3 in 1Q 2016) +49,4%



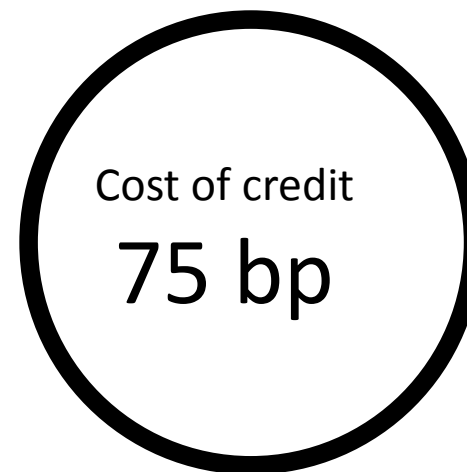
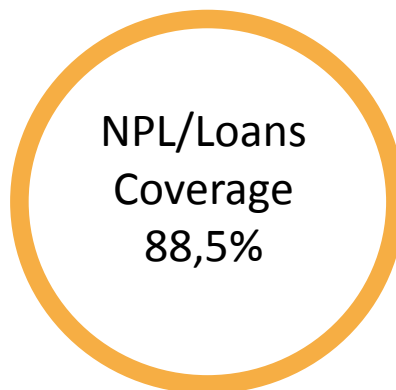
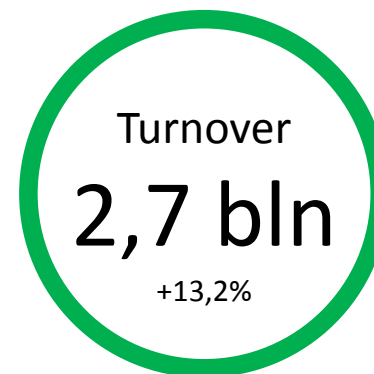
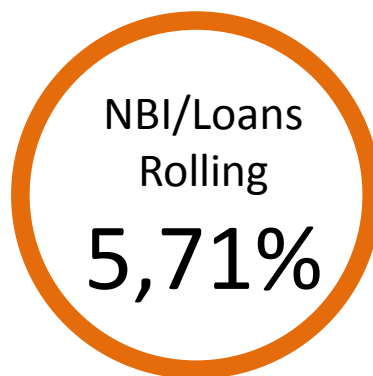
Data	Trade receivables	Corporate banking	Leasing	Area NPL	Tax receiv.	G&S	
NBI 2017	33,8	23,4	12,5	30,5	2,9	-0,8	102,3
NBI 2016	33,7	na	na	24,6	4,0	14,4	76,7
% Change	0,4%	na	na	24,0%	-26,9%	-111,0%	33,5%
NPFA 2017	29,4	27,8	12,4	30,5	2,8	-0,8	102,1
NPFA 2016	28,3	na	na	24,6	4,0	11,4	68,3
% Change	3,7%	na	na	24,0%	-28,7%	-107,4%	+49,4%

Data 2016 recalculated with the **new Internal Transfer Rates**

\*NPFA= Net Profit from Financial Activities

# INSIGHT ON TRADE RECEIVABLES SEGMENT

1Q data



# INSIGHT ON CORPORATE BANKING SEGMENT

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1Q data

New Loans  
116,5 mln

Loans  
963,8 mln  
+6,4%

Reversal PPA  
22,7 mln

NPL/Loans  
Coverage  
94%

Cost of credit  
**-88 bp**  
Positive due  
to reversal of PPA



# INSIGHT ON LEASING SEGMENT

1Q data

Clients  
72.899

Market share  
3,9%

Loans  
1.258,5 bln  
+1,8%

Reversal PPA  
2,7 mln

NBI /Loans  
Rolling  
3,18%

Cost of credit  
45 bp



# INSIGHT ON NPL AREA

1Q data

	Collection	NPL Gross Portfolio	Book Value	Book Value/NPL Portfolio
Internal and External Recovery Department	Non Judicial Payment Plans	586 mln	114 mln	19%
Legal Recovery Department	Order of Assignment	187 mln	63 mln	34%
	Judicial ongoing workout	1.739 mln	197 mln	11%
Assigned at least one time		5.543 mln	123 mln	2%
Waiting for the workout		2.390 mln	134 mln	6%
		10.4bln	631 mln	

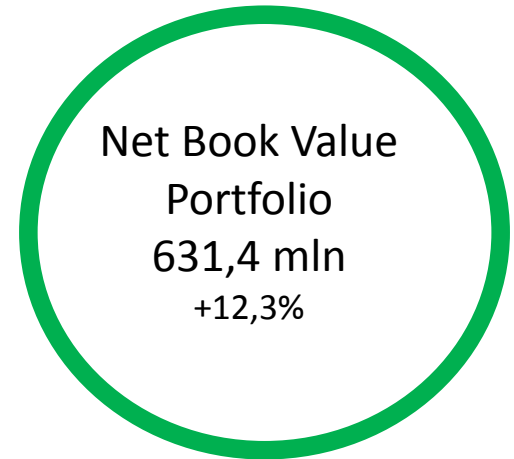




# INSIGHT ON AREA NPL

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1Q data



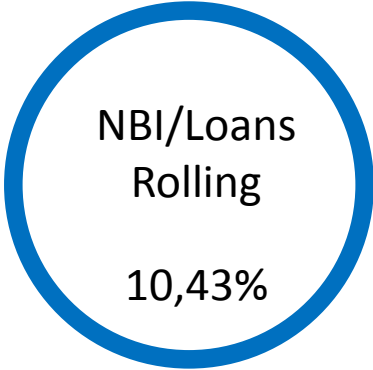
# INSIGHT ON TAX RECEIVABLES

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1Q data




New portfolio  
acquisition  
21,2 mln



NBI/Loans  
Rolling  
10,43%



Cash-in  
14,0 mln



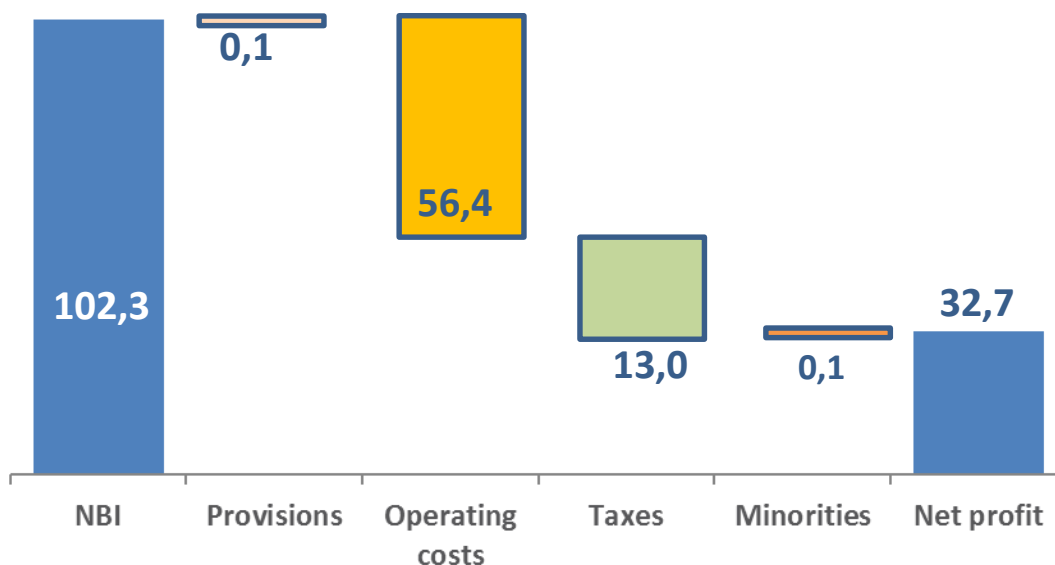
Net Book Value  
Portfolio  
132,8 mln  
+6,5%



# NET PROFIT

(Million Euro): 1Q data

**32,7**  
 (22,0 in 1Q 2016 )  
**+48,3%**



Personnel	2017	2016	% Change
	24,1	13,4	+79,5%

8,9 ex GE Capital Interbanca

Other expenses	2017	2016	% Change
	31,1	18,4	69,0%

6,7 ex GE Capital Interbanca

	2017	2016
Cost/Income	55,1%	46,7%
Tax rate	28,5%	32,2%

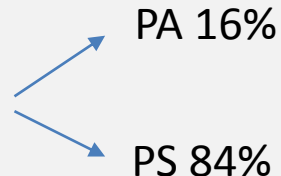


# BALANCE SHEET – ASSET STRUCTURE

(Million Euro) % change 31.03.2017 vs 31.12.2016

## Loans to customers

**5.837,9** -1,5%



of which:

- 2.847,8 Trade receiv.
- 963,8 Corp. Banking
- 1.258,5 Leasing
- 631,4 Area NPL
- 132,8 Tax receiv.
- 3,6 G&S

## Other Financial Assets (AFS)

**635,5** +69,8%

Portfolio of Italian Government bonds : 353,3  
Portfolio of Italian Bonds with government warranty: 260,9

## Due from banks

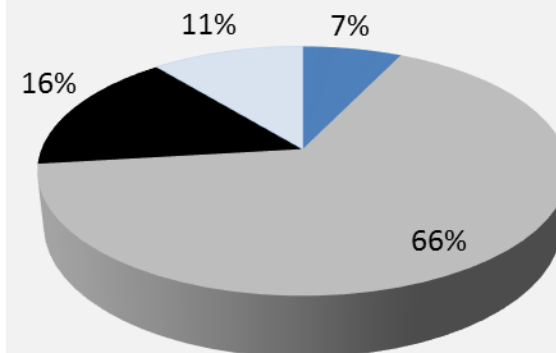
**1.411,2** +1,3%

## Other Assets

**970,8** -3,2%

Fiscal Assets 571,9 of which:  
Current tax assets: 79,4  
DTA : 492,5

**Total assets**  
**8.855,4**



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



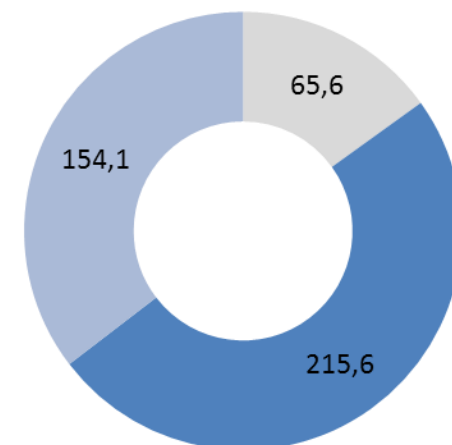
# CREDIT QUALITY: SMEs LENDING

(Million Euro) % DATA 1Q 2017

**Loans to customers : 5.070,1** -3,1%

1Q 2017	Trade Receivables	Corporate Banking	Leasing	Total SMEs Lending
Net NPL	31,9	27,3	6,4	65,6
% Net NPL/Loans	1,1%	2,8%	0,5%	1,3%
% Net NPL/ Equity	2,5%	2,2%	0,5%	5,2%
% Net Impaired assets/Loans	7,5%	18,5%	3,1%	8,5%
NPL COVERAGE	88,5%	94,0%	90,9%	91,9%
Total Coverage of Impaired Assets	57,0%	75,5%	74,7%	68,8%

## Impaired assets



■ NPL   ■ Unlikely to pay   ■ Past-due exposures



## BALANCE SHEET – LIABILITIES STRUCTURE

(Million Euro) % change 31.03.2017 vs 31.12.2016

**rendimax + contomax+  
corporate time depo**

4.879,3 +5,6%

**1.029,0 Due to banks**

700,0 TLTRO n.a.

329,0 bank deposits -27,4%

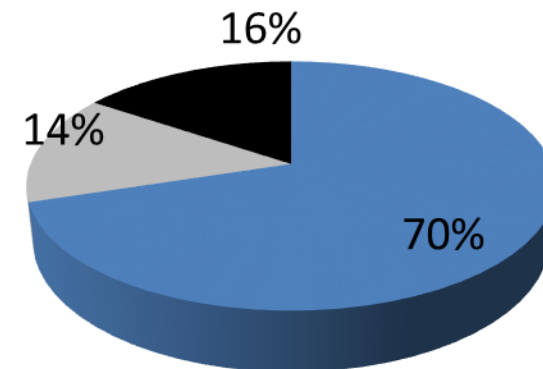
**Debt Securities**

**1.122,9** -24,6%

84,2 Bonds  
0,6 Certificates of deposit  
1.038,1 Securitization

**Total funding**

7.207,4 +2,4%



- Deposits
- Due to banks
- Debt securities



(Million Euro)

<b>EQUITY: CHANGES</b>		
<b>Net equity at 31.12.2016</b>		<b>1.218,8</b>
	Increases	34,8
	<b>Profit for the period</b>	<b>32,7</b>
	<b>Change of AFS reserve</b>	<b>2,0</b>
	<b>Other</b>	<b>0,1</b>
	<b>Minorities</b>	<b>0,0</b>
	Decreases	0,0
<b>Net equity at 31.03.2017</b>		<b>1.253,6</b>

<b>Banca IFIS Group only KPIs</b>	<b>2017</b>	<b>2016</b>
	<b>31/03</b>	<b>31/12</b>
Common Equity Tier 1 Ratio (CET1)	15,44%	15,71%
Tier 1 Capital Ratio	15,44%	15,71%
Total Own Fund Capital Ratio	15,44%	15,71%



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