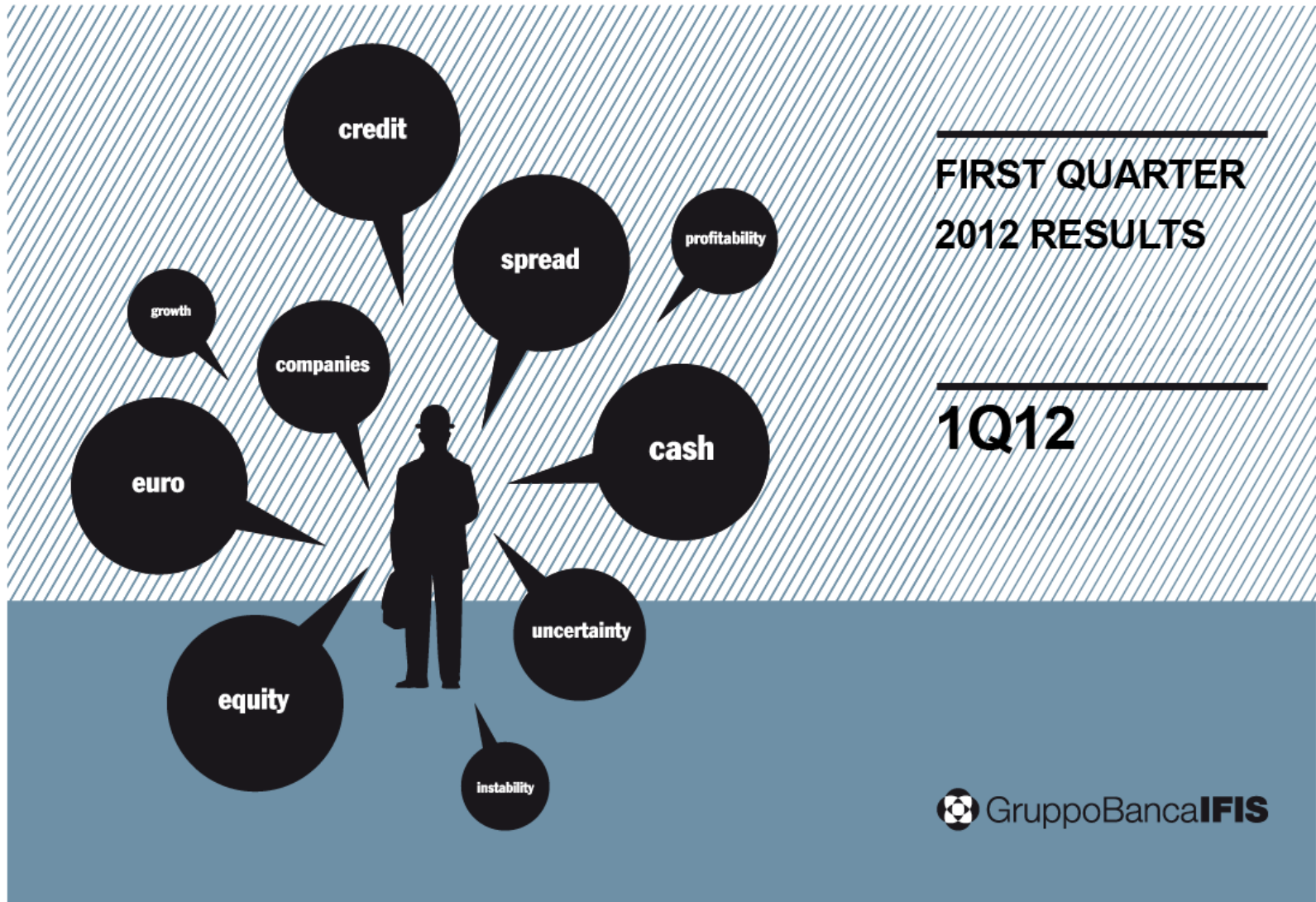



Gruppo Banca IFIS



 Gruppo Banca **IFIS**

Highlights

Net Profit: 19,7

Million euro
in only 3 months (+252,8%)

Equity: 262,0

Million euro
31 March 2012 (196,3 31/12/2011)

Funding: 6.030,0

Million euro
31 March 2012 (+64,8%)

Net Banking Income

(million euro)

52,4 (24,2 million in 1Q 2011)

+116% = change 1Q 2012 vs 1Q 2011

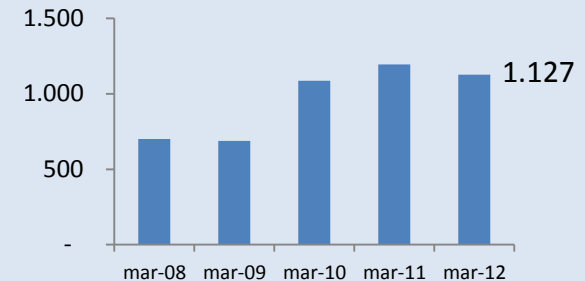
Sectors' contribution:

Trade Receivables: 22,3 (17,3; + 28,6%)

NPL and tax receivables: 5,8

Governance and Services: 24,3 (6,9; +251,2%)

Turnover Trade receivables



In the quarter the Focus was only on small enterprises and pharmaceutical sector.

KPI Trade Receivables Segment	1 Q 2012	1 Q 2011
Mdl/ Turnover	2,0%	1,4%

Net Result of Financial Operations

(million euro)

46,6 (18,9 million euro in 1Q 2011)

+146,4% = change 1 Q 2012 vs 1Q2011

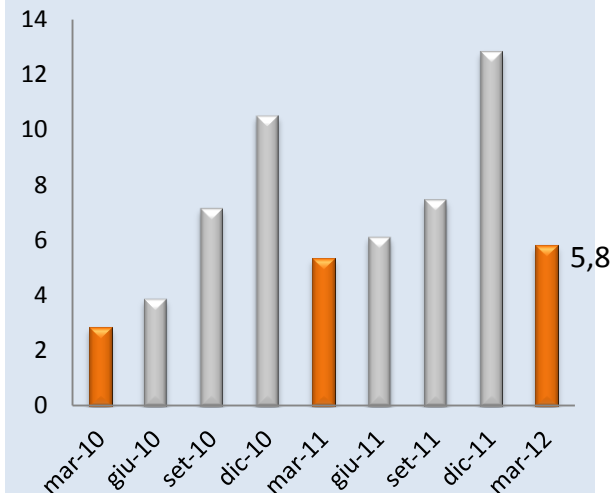
Sectors' contribution:

Trade Receivables: 16,5 (12,0; + 37,7%)

NPL and Tax Receivables: 5,8

Governance and Services: 24,3 (6,9; +251,2%)

Provisions per quarter



Group KPI	1 Q 2012	1 Q 2011
Cost of credit quality	2,1%	2,0%

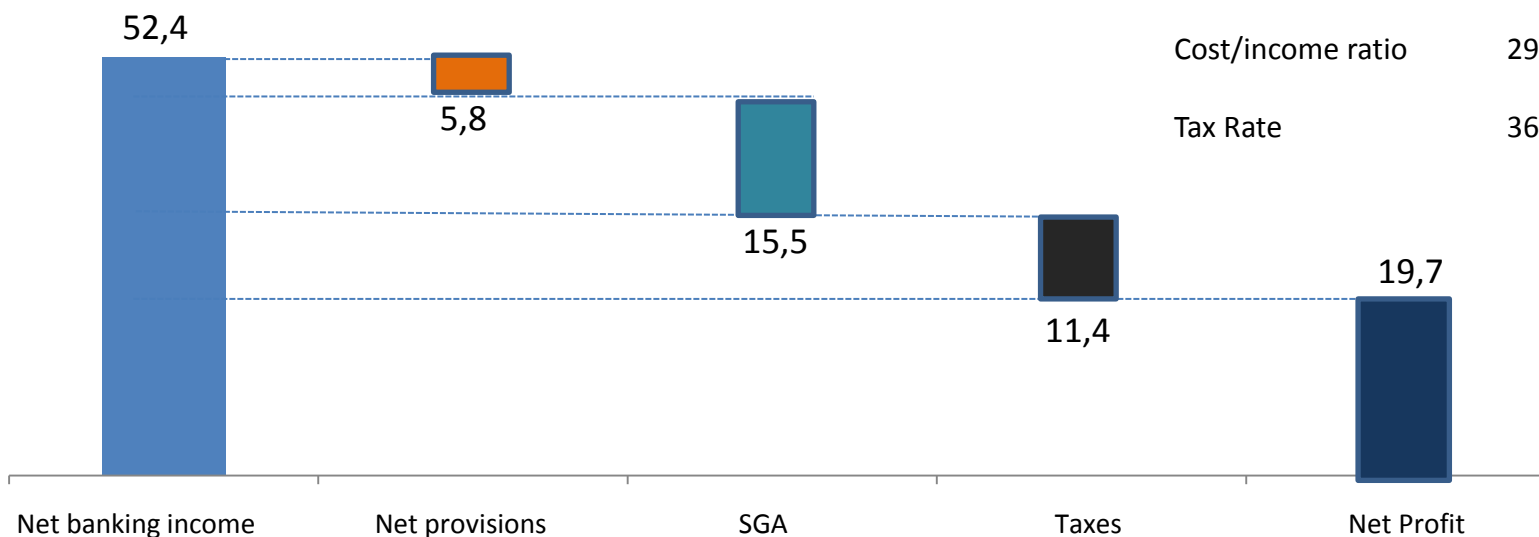
Net Profit

(million euro)

19,7 (5,6 in 1Q 2011)

+252,8% = change 1Q 2012 vs 1Q 2011

Group KPI	1 Q 2012	1 Q 2011
Cost of credit quality	2,1%	2,0%
Cost/income ratio	29,6%	41,7%
Tax Rate	36,6%	36,6%



Balance Sheet – Asset Structure

LOANS to customers

1.868,4 million euro

+8,5% change 1 Q 2012 vs 2011

Of which 168,6
mio NPL and
Tax Receivables

Assets available for sale (AFS+ HTM)

3.946,1 million euro

+134,2% change 1 Q 2012 vs 2011

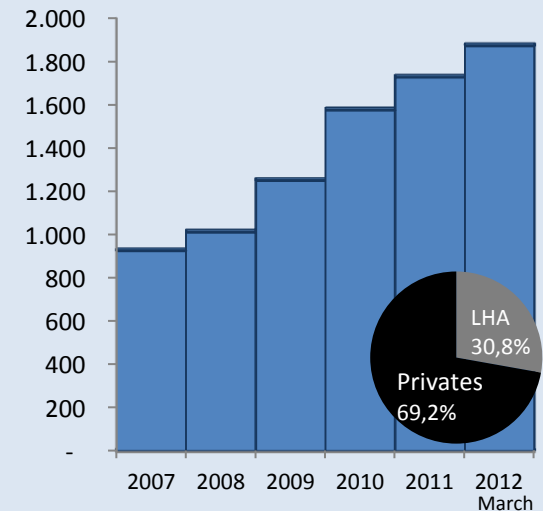
Portfolio of
securities
held 4.017,6
million euro

DUE from banks

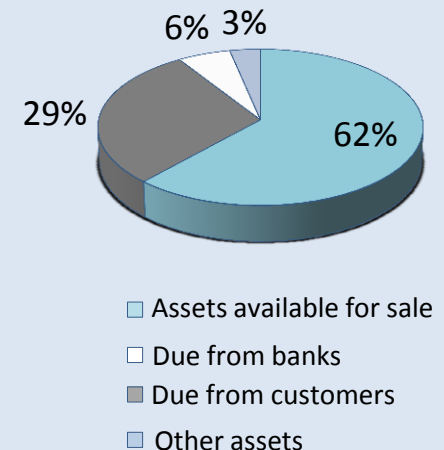
368,4 million euro

+16,6% change 1 Q 2012 vs 2011

Loans to customers



Main asset categories

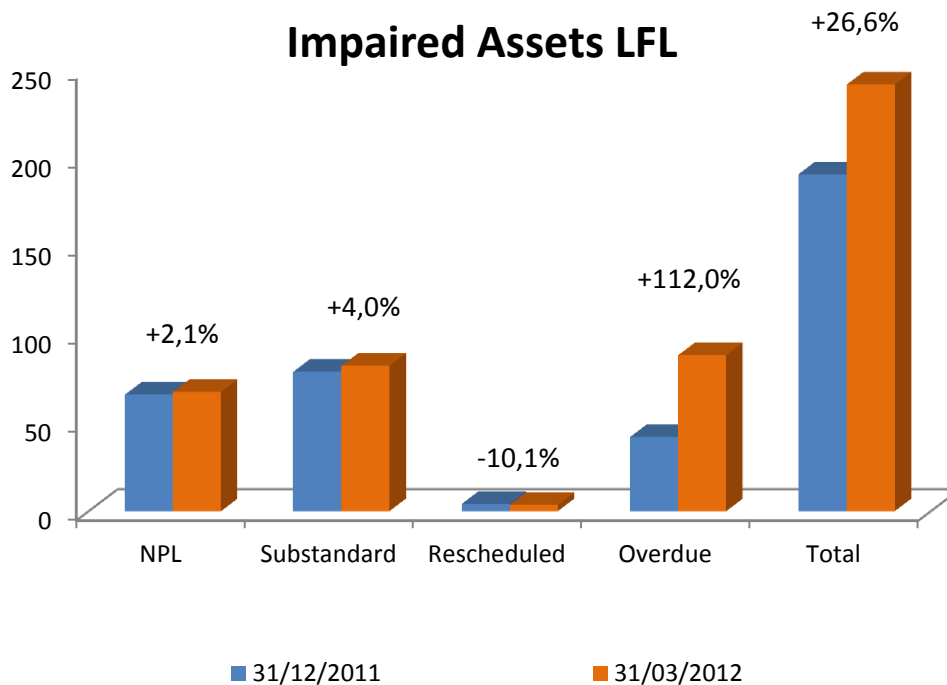


Receivables due from customers LFL

RECEIVABLES due from customers

1.699,8 million euro

Impaired Assets LFL



Discontinuity:
starting from
1/1/2012 max 90
days (vs previous 180
days) to define
overdue receivables

Incidence of impaired
assets / Total
receivables = 14,2% vs
15,5%

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

Bonds Portfolio

	up to 3 months	from over 3 months to 6 months	from over 6 months to 1 year	from over 1 year to 5 years	from over 5 years to 10 years	Total
Total	1.254,4	333,6	700,3	1658,3	71,0	4.017,6
% on total	31,2%	8,3%	17,4%	41,3%	1,8%	100%

DEBT SECURITIES PORTFOLIO	AMOUNT		Var. %
	31.03.2012	31.12.2011	%
DEBT SECURITIES INCLUDED BY:			
Financial assets AFS	2.255,3	1.670,9	35%
Financial Assets HTM	1.676,5	-	-
Receivables due from banks - bonds	85,5	110,8	-22,8%
Financial assets HFT	0,2	0,2	-4,3%
Total securities in portfolio	4.017,6	1.781,9	125,5%

Balance Sheet – Funding structure

rendimax – conto deposito

2.005,7 milioni di euro

+28,9% incremento 1 Trim 2012 vs 2011

Wholesale funding

626,5 million euro payables due to banks

-68,7% vs 2011

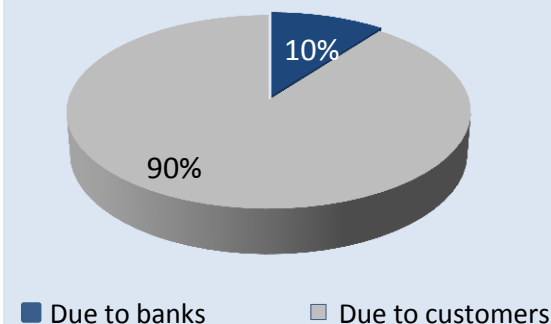
Wholesale funding

3.230 million euro PCT underlying government bonds and counterpart Cassa di Compensazione e Garanzia

Total funding:

6.030 million euro

Total Funding



1 Q 2012 highlights

Daily and steady success of rendimax

Funding

SMEs and PA: constant commitment to provide support to their activity.

Lending

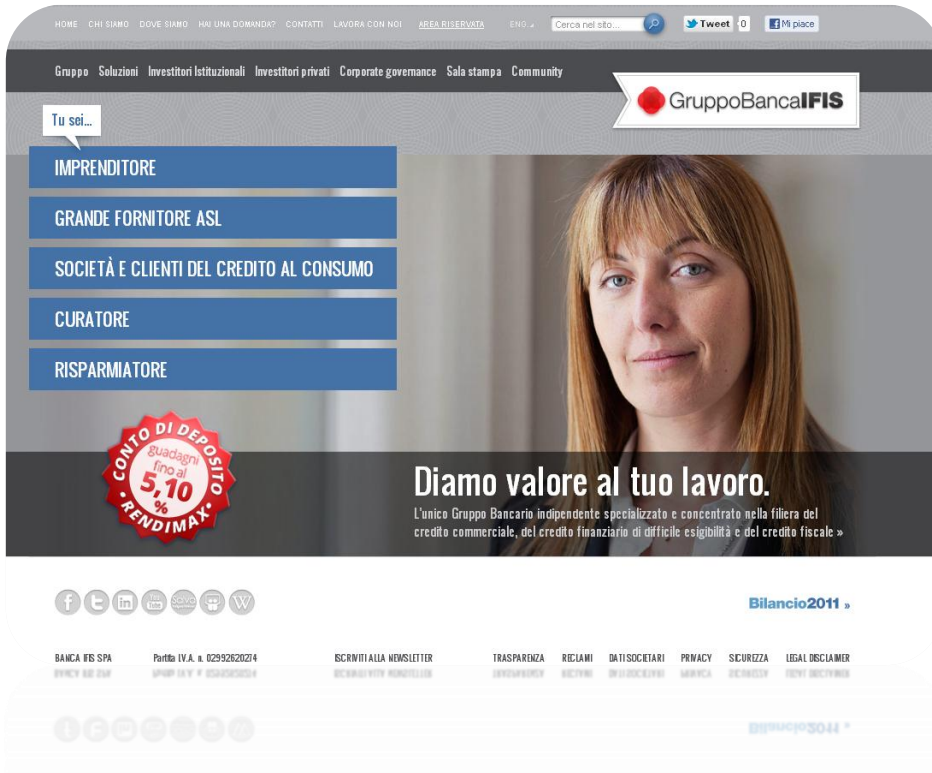
NPL: wider-reaching and all –inclusive presence with the excellent profitability prospects

Italian Government Bonds portfolio: strenghtening of the equity without dipping into the financial resources needed to support enterprises.

Record profitability: **Solvency** 10,8% and **Cor Tier1** 11,1%

Profitability

New channels for visibility and online development



New website: on line soon

MondoPMI

A new way to talk about credit, finance for enterprises and related news .

www.mondopmi.com

