

H11



First Half Results 2011

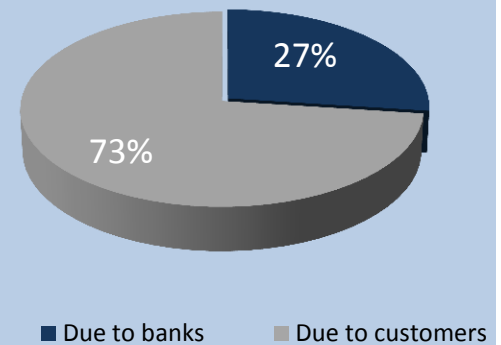
Gruppo Banca IFIS

August, 2011

Highlights

- Record profits : 13 million euro
- Net Group Equity: 229 million euro
- Excellent results towards all domestic market: Net banking income/Turnover ratio= 2,1%
- Unique funding structure, flexible and efficient: due to customers equal to 73% of the total (same perimeter)

- CORE Tier 1= 12,1%
- Solvency ratio = 11,9%
- Net banking income/ turnover = 2,1%
- Cost/income ratio= 39,2%
- Total funding



Business model

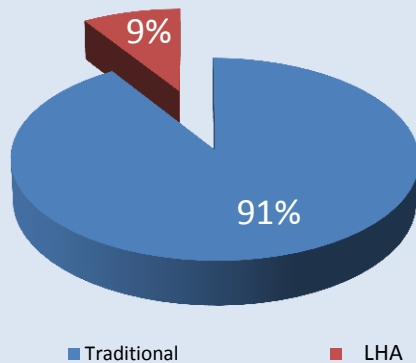
The only independent Banking Group specialized and focused in value chain of the trade receivables, non –performing loans, and tax receivables.



Banca IFIS

SME's and suppliers to the Public Local Healthcare Entities.

Turnover breakdown by BU



Toscana Finanza

Present in the buying and management mainly unsecured non-performing loans (loans, credit cards, overdrown bank accounts).

The buying of non performing receivables from banks, consumer credit companies and leasing company.

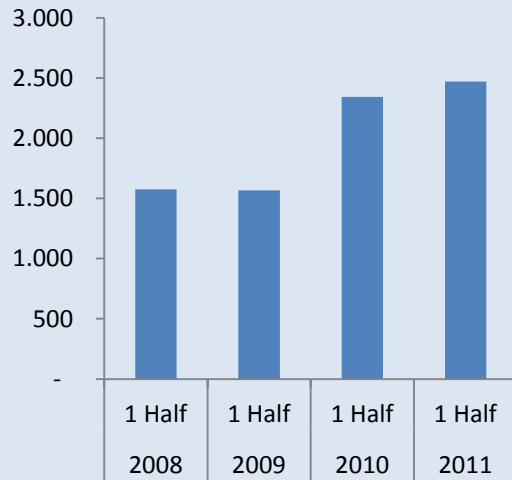
Fast Finance

Buying of contentious receivables for direct and indirect taxes. The sellers are bankruptcy proceedings and industrial, service and trade companies, and voluntary winding-up.

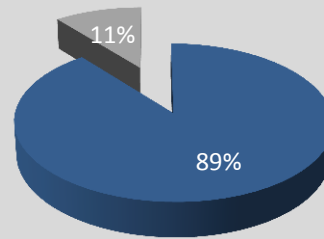
Turnover

2,5 bn Turnover
(+5,5%)

Turnover

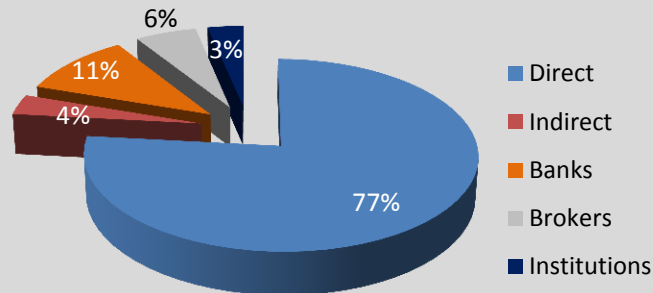


Turnover geographical breakdown



■ Italy ■ International

Turnover by channel



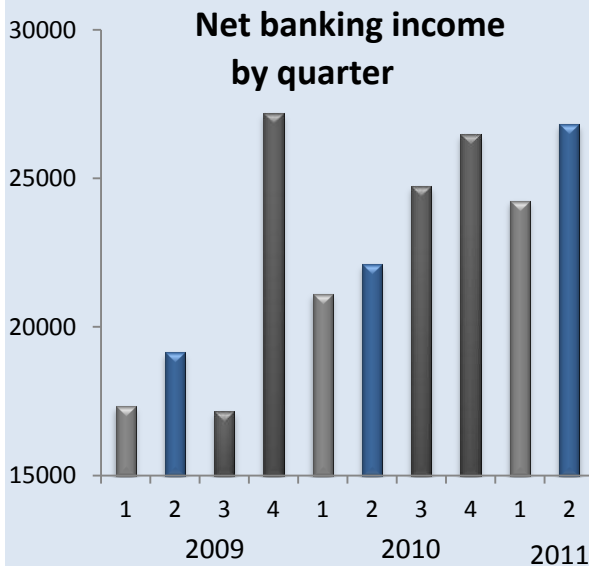
■ Direct
■ Indirect
■ Banks
■ Brokers
■ Institutions

Toscana Finanza did not contribute to the results for the first six months of 2011.

Date set for recording the business combination was set at 30 June 2011.

P&L account

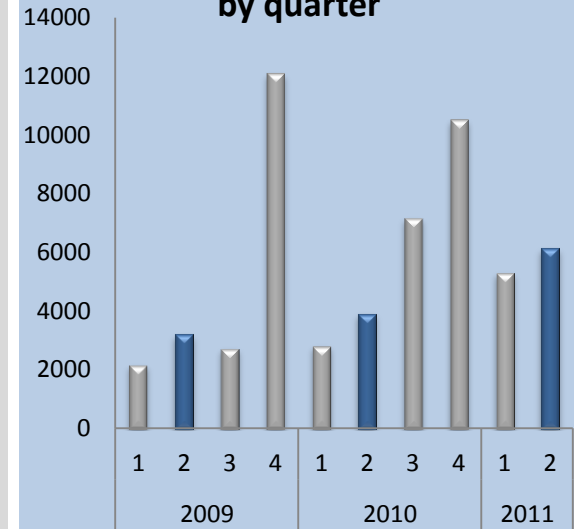
51,0 million (+18,1%)
Net banking income



11,5 million
net provisions to receivables
due to worsening of credit
quality (6,7 million in first half 2010)
due to:

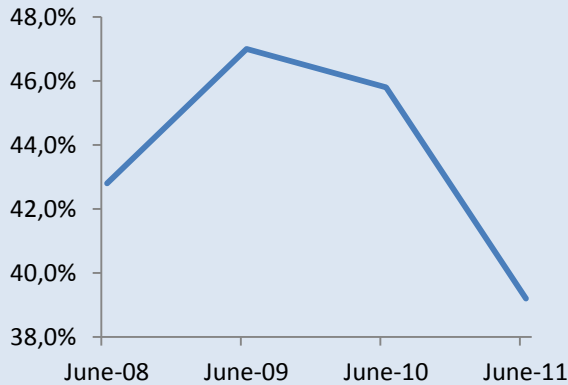
- Poor economic situation whose recovery is uncertain and unstable.
- Banca IFIS strict assessments
- Mostly fragmented and of limited amounts.

Provisions on receivables by quarter



P&L account

Cost/Income ratio



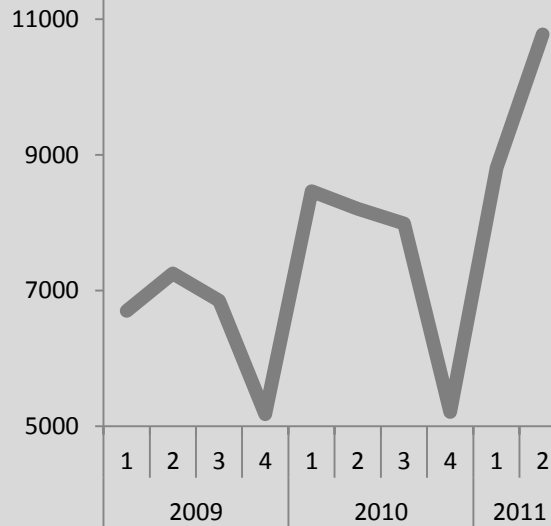
399 people: 335 Banca IFIS
64 TF+FF

39,6 million (+8,5%)
Net result of
financial
operations

19,6 million (+17,5%)
Pre-tax profit

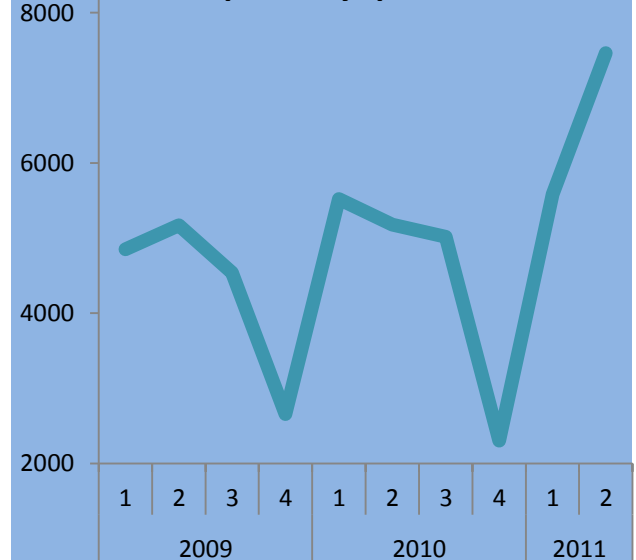
- Tax rate:33,3%

Pre-tax by quarter



13,0 million
Net profit
(+21,9%)

Net profit by quarter



Funding structure

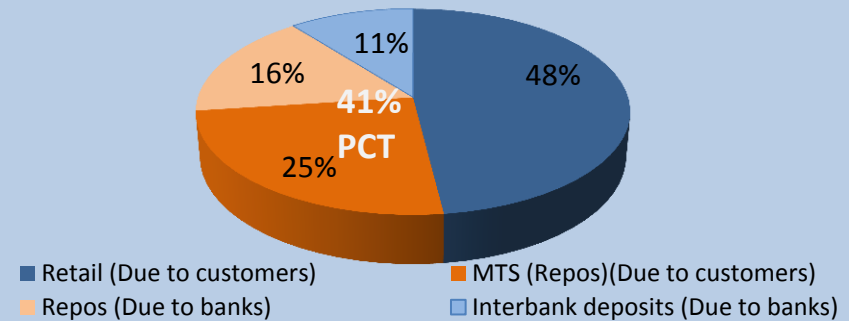
3,2 bn total funding

+25,6% vs 31/12/2010

3,16 Banca IFIS

0,04 TF e FF

Total funding breakdown



1,5 billion Retail funding

1,4 billion



Banca IFIS deposit account with 33,000 clients

Core loan to deposit ratio close to 1:1

Around 60% of the total amount are time deposits

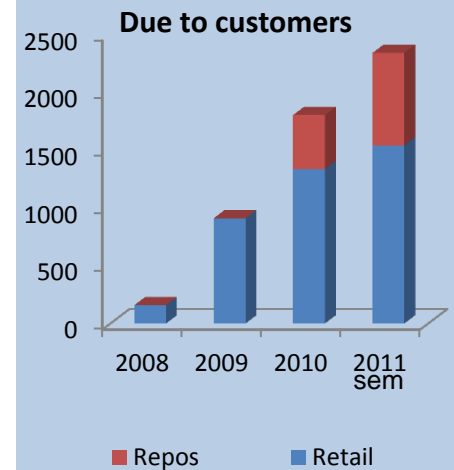
0,3 bn Wholesale funding

Formerly the most important part of funding .

In the first half 2011 treasury dept. Has become independent from the interbank market.

Banca IFIS activity is backed by securities in order to stabilize flows and optimize operating conditions for treasury management

1,3 mld REPOS

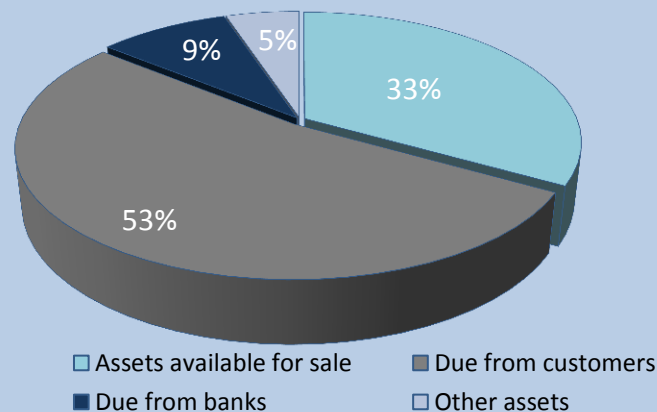


Asset structure

3,5 bn total assets
+25,0%

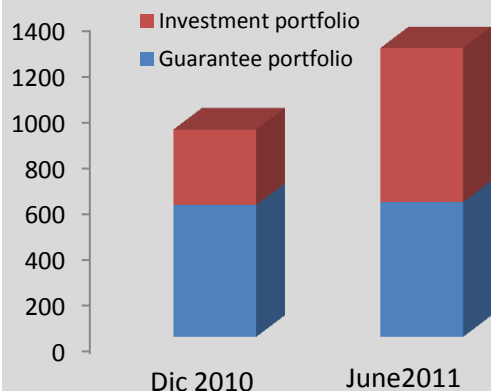
1,8 bn total due customers
+17,3%

Main Asset Categories

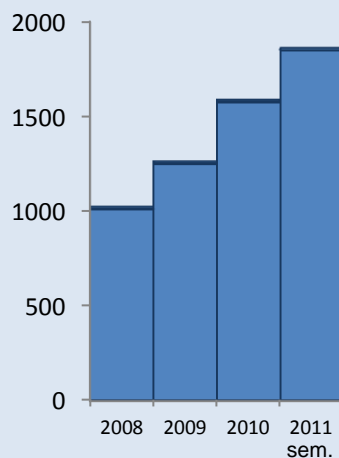


From ending 2009 Banca IFIS has created a portfolio of eligible assets.

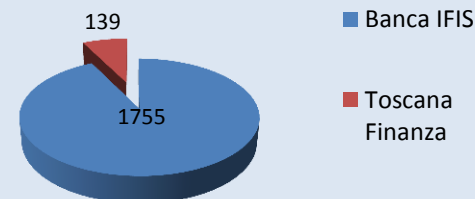
Total debt securities held



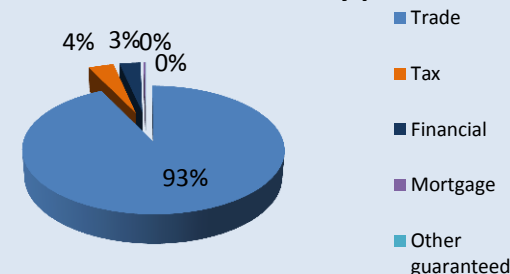
Loans to customers



Loans breakdown



Breakdown receivables by product



Banca IFIS credit quality

1,755

bn due to customers

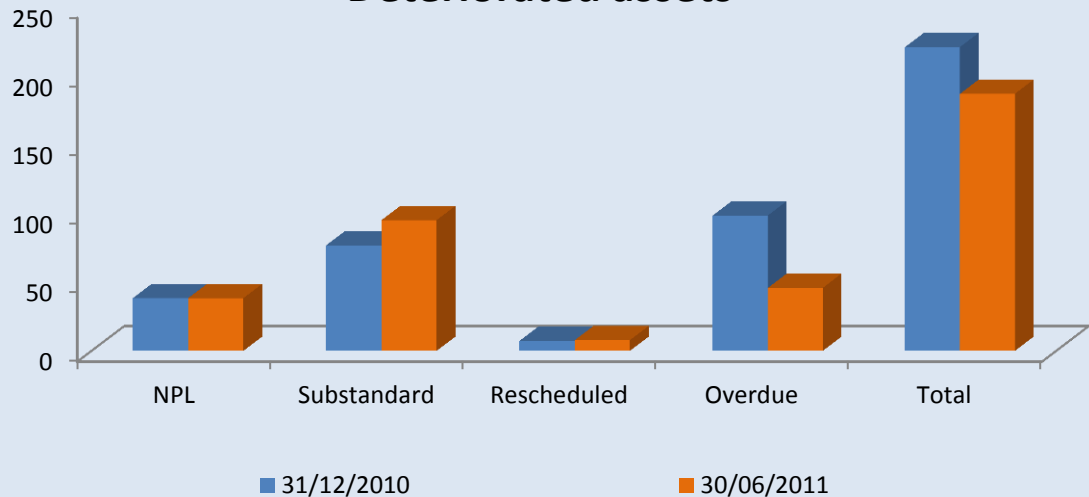
+11,7%

10,7%: incidence deteriorated assets on net total receivables vs 14,1% dic. 2010

% NPLs/ Loans



Deteriorated assets



rendimax *Goes Social!*

banca **IFIS**

rendimax, il **conto deposito ad alto rendimento** di **Banca IFIS**, ha scelto la strada del Social per dialogare con i propri clienti e amici.



Su Facebook la pagina di **rendimax** è un luogo di confronto, animato da un team di esperti che rispondono alle esigenze, alle proposte e ai suggerimenti dei "fan".

“ Un rapporto con i clienti coinvolgente, semplice e trasparente ”

