

3Q11



Nine Months Results 2011

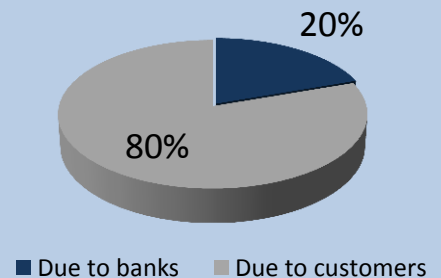
Gruppo Banca IFIS

November 2011

Highlights

- In the first 9 months, the overall 2010 profit has been exceeded: 21 million euro at 30th September 2011 (+33,6%).
- Excellent Group margins supported by of core business profitability: Net banking income 83,8 million euro (+23,4%).
- Toscana Finanza contributed positively to the 3rd quarter results.
- Excellent results for the core business towards all domestic market: Net banking income/turnover ratio: 2,2%.
- The funding structure is efficient, diversified and little exposed to credit crunch: due to customers equal to 80,3% of the total funding sources

- CORE Tier 1= 11,5%
- Solvency Ratio = 11,2%
- Net banking income/ turnover = 2,2%
- Cost/income ratio= 38,8%%
- Total Funding



The market and the context

The **factoring** market is growing significantly (+27% turnover, +21% advance yoy).

The growth of banking credit to the private non financial sector, especially consumer credit and business financing, slowed down (4,2% yoy).

The **non-performing receivables** market is going through an all time phase of record offer.

The market of **taxes** generated by bankruptcy proceedings is a niche.

The total number of bankruptcy proceedings is forecast to grow both in terms of quantity, and in terms of bound for a quicker closing of the procedure.

Context of **alert** in the credit system.

Progressive **contraction** of the interbank market.

Competition in the retail funding sector among banks and governments.

Drastic **selection** by the credit system on loans, with consequential increase of the conditions for accessing to credit.

Group structure and evolution

The Group structure, at 30th September 2011, is composed by the controller Banca IFIS Spa, IFIS Finance (100%), Toscana Finanza Spa (77,26%), Fast Finance Spa, TF Sec Srl.

Today we are an independent Banking Group specialized and focused in value chain of the trade receivables, non-performing loans, and tax receivables.



Additional focus on SMEs.

Contextual reduction of the presence in the sector of larger companies.

Further development in the pharmaceutical-industrial sector towards the suppliers of medium size healthcare companies.



Two key success factors:

Buying: considered the macroeconomic conditions and the extent of the offer, the buying process has today unique economical conditions.

Collection: historically the life cycle business of credits is long and does not have a easily sustainable model, moreover if combined with a strategy of growth and development.

The goal is the extension of tools used until now, to shorten the time for credit collection.



Extreme attention to profitability of operations.

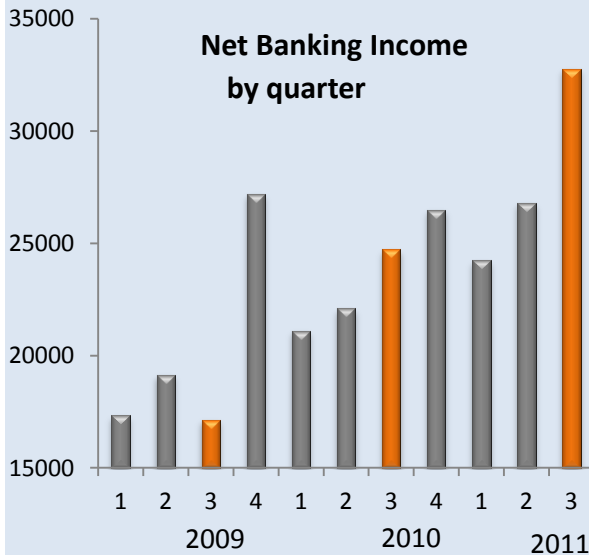
Compete using the Bank 's strenght in order to differentiate our proposals to procedures (bank guarantee).

Rendimax is made available also to bankruptcy procedures: maximum yield for amounts collected from the liquidation, secured by the Interbank Guarantee Fund for protection of deposits.

P&L account

83,8 million euro
(+23,4%)

Net Banking Income



Net Banking Income is composed by:

79,3 million euro

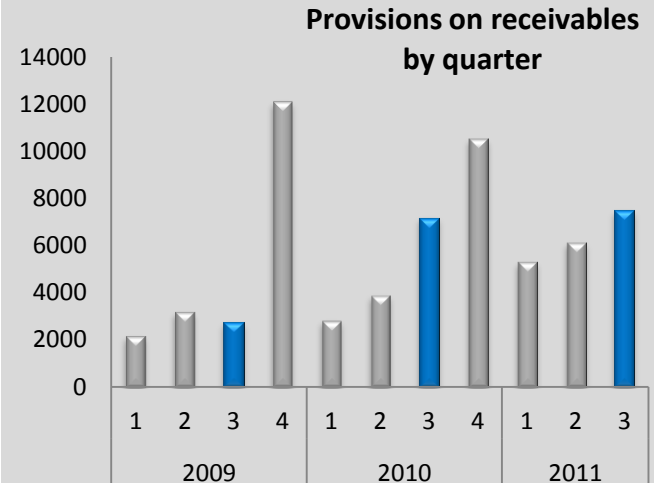
Banca IFIS core business
(67,9 millions in the first 9 months 2010)

4,5 million euro
Toscana Finanza

18,9 net provisions to

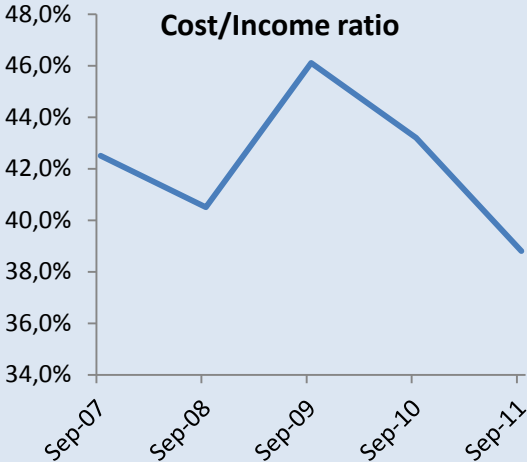
receivables due to worsening of credit quality (13,9 million Sept. 2010) caused by:

- Trend of high volatility and unstable financial conditions.
- Strict evaluation standards .
- Fragmented and small amounts.



P&L account

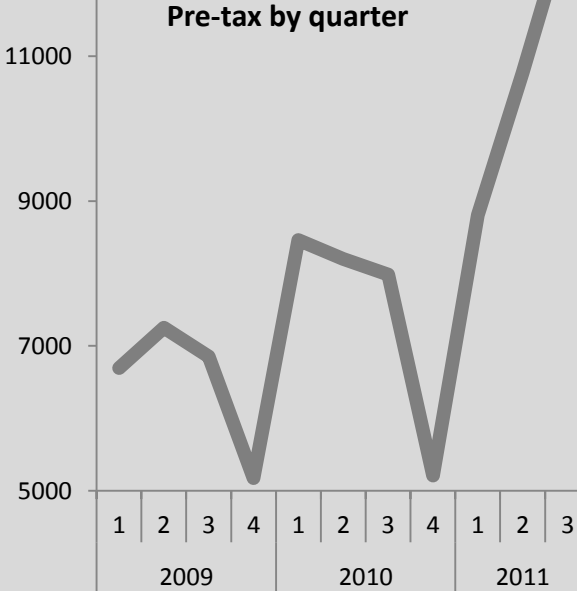
64,9 million
 (+20,1%) **Net result of financial operations**



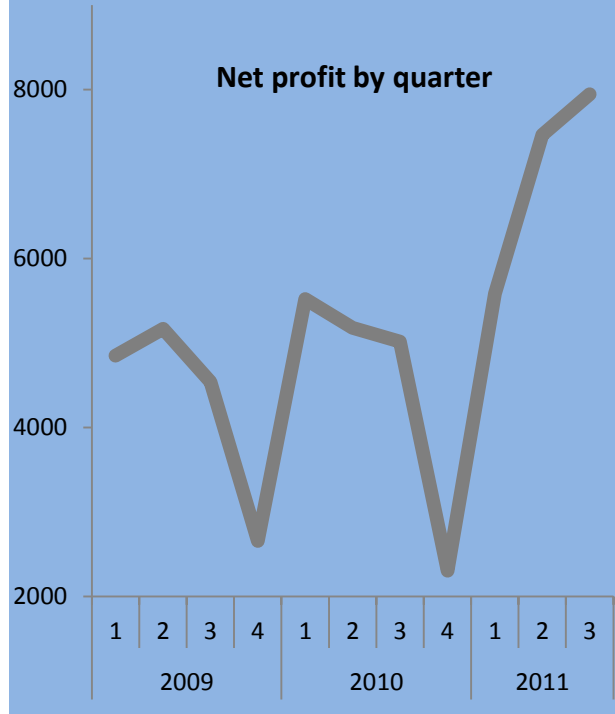
32,5 million euro (10,7%)
 The Group is made of 410 people.

32,3 million (+31,2%)
 Pre-tax profit

- Tax rate: 34,3%



21,0 million
Net Profit
 (+33,6%)



Funding structure

3,6 bn total funding

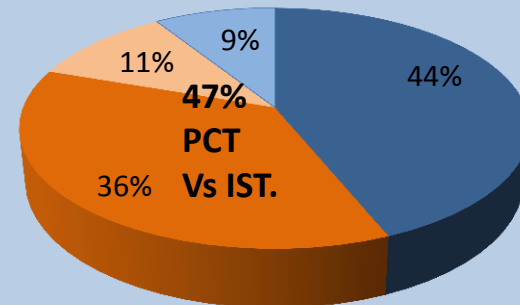
+42,8% vs 31/12/2010

3,56 bn Banca IFIS

0,04 bn TF e FF

- Retail (Due to customers)
- MTS (Repos)(Due to customers)
- Repos (Due to banks)
- Interbank deposits (Due to banks)

Total funding breakdown



1,54 billion Retail funding

di cui:

1,5 billion



Banca IFIS deposit account with 37,000 clients

Core loan to deposit ratio close to 1:1

Over 65% of the total amount are time deposits

0,3 bn Wholesale funding

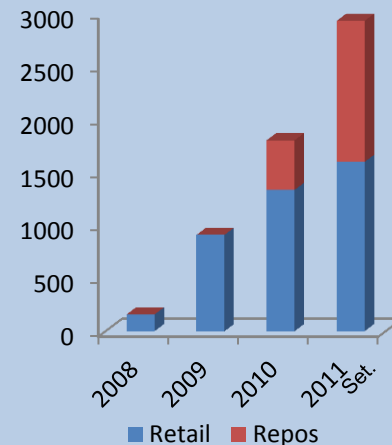
Formerly the most important part of funding.

In 2011 the treasury dept. has strengthened its independence from the interbank market.

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

1,7 bn REPOS

Due to customers



Asset structure

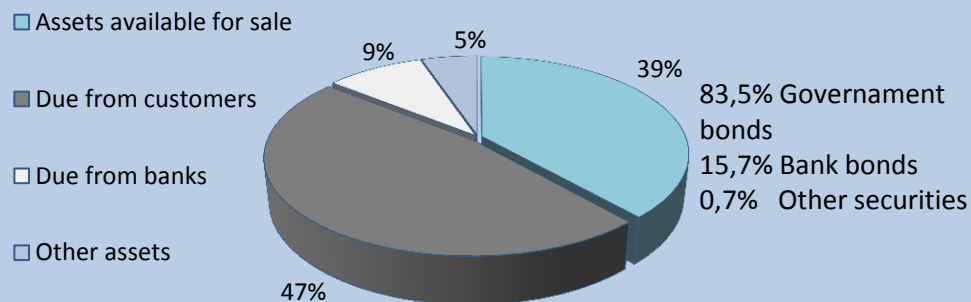
3,9 bn total assets

+40,2%

1,9 bn total due to customers

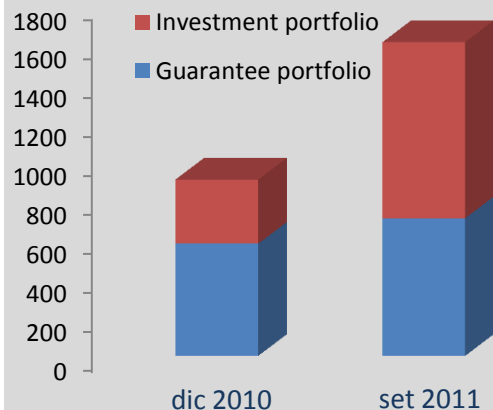
+18,3%

Main Asset Categories

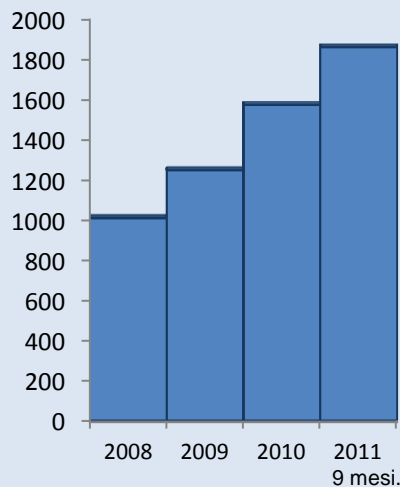


From ending 2009 Banca IFIS has created a portfolio of eligible assets

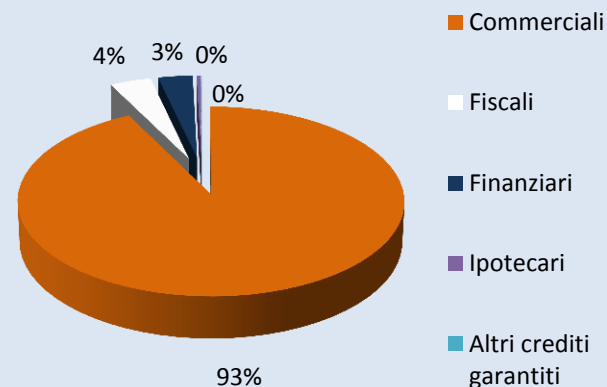
Total debt securities held



Loans to customers



Breakdown receivables by product



Banca IFIS credit quality

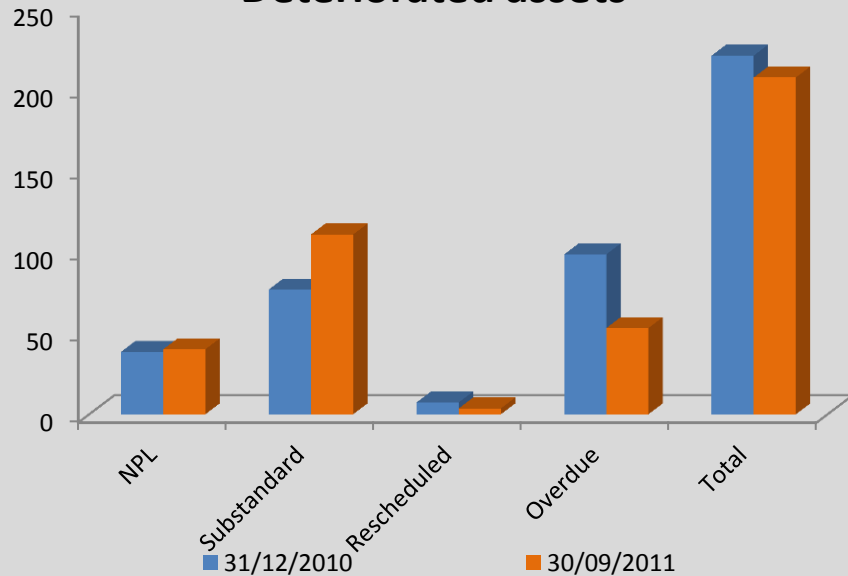
1,773

bn due to customers

+12,8%

11,7%: incidence deteriorated assets on net total receivables vs 14,1% Dec. 2010

Deteriorated assets



% NPLs/Loans

