PRESS RELEASE – FISCAL YEAR 2013

Banca IFIS: an excellent 2013

The CEO Giovanni Bossi: the result we are most proud of is the Bank's asset quality.
A 0,57 Euro dividend per share proposed to the Shareholders' Meeting

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Full year 2013
1 January – 31 December

- Profit for the year up 8,5% to 84,8 million Euro, and up 18,5% to 92,7 million Euro not accounting for the effects of the Finance Act.
- Net banking income increasing by 7,9% to 264,2 million Euro.
- Net profit from financial activities rising 14,9% to 219,6 million Euro.
- Excellent cost/income ratio, 28,9% (27,8% in 2012).
- Net non-performing loans/total loans in the Trade Receivables sector: 2,6% compared to 4,3% (December 2012).
- ROE, equal to 24,8%, remains at excellent levels.
- Solvency: 13,5%.
- Core Tier 1: 13,7%.

Fourth quarter 2013
1 October - 31 December

- Contribution of the Government bond portfolio in reduction; net banking income down 9,3% to 70,1 million Euro.
- Net profit from financial activities increasing by 17,5% to 60,0 million Euro.
- Profit for the period: -12,6% to 17,7 million Euro, but up 26,0% to 25,6 million Euro not accounting for the effects of the Finance Act.

Comment on operations

Mestre, 6 March 2014 – The Board of Directors of Banca IFIS met today under the chairmanship of Sebastien von Furstenberg and approved the draft Financial Statements for the year 2013, mandating the Chairman to call the Shareholders' Meeting for the approval of the Financial Statements to be held on 17 April 2014. A 0,57 Euro dividend per share proposed to the Shareholders' Meeting.

The comment of Giovanni Bossi, CEO of Banca IFIS: «Throughout 2013, we achieved positive results in each quarter. At this year's Shareholders' Meeting, we will report not just higher Equity, Liquidity and Profitability, but also, and most importantly, excellent asset quality. The latter is the result we are most proud of, allowing us to continue making an impact on the real economy with the reasonable certainty offered by a sustainable business model, and therefore to look ahead confidently. We moved fast, thanks to our vision and an organisation accustomed to change, and took all necessary measures to mitigate the effects of a prolonged crisis which is only starting to show early signs of recovery. We strengthened our organisation and continued recruiting new talents throughout the year. These are the foundations of our future growth, as we strive to give our best and react promptly and transparently. As our Group grows in turnover and size, we will not surrender these principles, which allowed us to generate not only economic, but also social value».

Operating performance

Consolidated Income Statement analysis

Net banking income rose 7,9% to 264,2 million Euro (244,9 million Euro at the end of the previous year) thanks to the positive contribution from all the Bank's core sectors.

The breakdown of net banking income was as follows: Trade Receivables sector 49,1% (46,7% at 31 December 2012), DRL sector 9,2% (7,6% at 31 December 2012), Tax Receivables sector 3,5% (1,5% at 31 December 2012), Governance and Services sector 38,2% (44,2% at 31 December 2012); for the purpose of correctly assessing operating performance, it should be noticed that in 2012 6,1 million Euro in gains on the sale of financial assets were included in the results of the Governance and Services segment.

The +13,5% rise in the Trade Receivables sector (129,7 million Euro compared to 114,3 million Euro in the prior-year period) was due to the higher number of financed companies — the sector's turnover exceeded 5,7 billion Euro, up 15,4% — and the increase in interest on arrears collected by the Pharma business area (7,8 million Euro compared to 5,8 million Euro in the prior-year period).

Furthermore, the DRL (Distressed Retail Loans) sector rose 31,2% (24,4 million Euro compared to 18,6 million Euro in the prior-year period) thanks to the new debt collection approach, which resulted in a significant increase in bills of exchange and collections; the Tax Receivables sector grew 145,1% (9,3 million Euro compared to 3,8 million Euro in 2012) on the back of the remarkable returns on the receivables acquired after the business combination and amounts collected earlier than expected; finally, the Governance and Services sector was down 6,9% (100,8 million Euro compared to 108,3 million Euro at 31 December 2012). The performance reflects the higher returns in terms of interest income on the securities portfolio (126,3 million Euro compared to 92,9 million Euro in 2012), on the back of higher volumes (8,4 billion Euro at 31 December 2013 compared to 5,1 billion Euro at the end of the previous year, of which 42,4% maturing within the year), as well as the cost of retail funding exceeding core loans and held in order to guarantee an adequate level of liquidity under economic stress scenarios.

In the fourth quarter, net banking income reached 70,1 million Euro, compared to 77,3 million Euro in the prior-year period which, as mentioned above, included 6,1 million Euro in gains on the sale of financial assets. Trade Receivables contributed 39,0 million Euro (+10,8%), compared to 35,2 million Euro in the prior-year period, and DRL (Distressed Retail Loans) receivables 5,0 million Euro (-7,5% from 5,4 million Euro in the fourth quarter of 2012). It should be noted that net banking income is not representative of the DRL sector's operating performance, as it does not account for returns on loans classified as non-performing, which are recognised under impairment losses/reversals on receivables for accounting purposes. Trade Receivables contributed 1,7 million Euro to net banking income (+1,0% compared to 1,7 million Euro in 2012), and the Governance and Services sector 24,4 million Euro (-30,4% from 35,0 million Euro in the prior-year period).

Net impairment losses on receivables at 31 December 2013 amounted to 44,6 million Euro, compared to 53,7 million Euro in 2012 (-17,0%). They reflected the protracted adverse economic conditions, although today there are tentative signs of recovery. Net impairment losses declined over all four quarters of 2013. This item includes 3,5 million Euro in reversals of impairments losses on DRL loans (compared to 1,9 million Euro in impairment losses in 2012).

The decrease in impairment losses resulted in a significant improvement in the ratio of credit risk cost to the Group's overall average loan balance over the last 12 months, down to 240 bp from 300 bp at 31 December 2012.

Net profit from financial activities totalled 219,6 million Euro, up 14,9% (191,2 million Euro in 2012).

Based on the data concerning the trends in margins and impairment losses on loans and receivables, we can confidently state that against the backdrop of a market so far characterized by recessionary pressures and volatility in business results, there are tentative signs of improvement and of a timid recovery, allowing companies to honour their debts.

In light of the above trends, net profit from financial activities in the Trade Receivables sector rose 17,5%, from 69,2 million Euro in 2012 to 81,3 million Euro; in the DRL sector, where it coincides with operating performance, it grew by 67,3%, from 16,6 million Euro to 27,8 million Euro; in the Tax Receivables area, it amounted to 9,7 million Euro, up 179,1% from 3,5 million Euro. Finally, net profit from financial activities in the Governance and Services sector fell 1,1% to 100,8 million Euro, compared to 101,9 million Euro in the prior year.

In the fourth quarter of 2013, net profit from financial activities totalled 60,0 million Euro (+17.5% compared to 51,1 million Euro in the fourth quarter of 2012).

In particular, Trade Receivables contributed 27,1 million Euro (+83,9% from 14,8 million Euro), net of impairment losses amounting to 11,9 million Euro in the fourth quarter (-42,0% compared to 20,4 million Euro in the prior-year period); DRL Receivables accounted for 6,8 million Euro (+90,0% compared to 3,6 million Euro), and Trade Receivables for 1,7 million Euro (+11,5% from 1,5 million Euro). Finally, net profit from financial activities in the Governance and Services sector was down 22%, from 31,2 million Euro to 24,4 million Euro.

In 2013, **operating costs** amounted to 76,3 million Euro compared to 68,2 in 2012, up 12,0%. This increase was substantially due to the following factors: first, stamp duty costs for retail funding, which rise in direct correlation to the number of operating customers and, as a result of a commercial policy decision, are not charged back to customers; then, the rise in fees paid to debt collection companies for the collection of receivables in the DRL and Tax Receivables sector, which are proportioned to the amounts recovered. Said fees are recognised under "outsourced services" and rose from 4,0 million Euro to 5,1 million Euro. Furthermore, consulting fees rose due to the re-engineering of business processes and the internal audit system (the latter to comply with new prudential regulations for banks concerning the internal audit and IT system as well as business continuity).
The **cost/income ratio** remained excellent, coming in at 28,9% at the end of 2013, compared to 27,8% at December 2012.

Pre-tax profit for the period stood at 143,3 million Euro, an increase of 16,5% compared to 31 December 2012.

Income tax expense amounted to 58,4 million Euro, compared to 44,8 million Euro at 31 December 2012 (+30,5%). As a result of the changes introduced by the Finance Act, the Group's tax rate increased from 36,4% to 40,8%. Under previous legislation, income tax expense for 2013 would have amounted to 50,6 million Euro. For details on the regulatory changes impacting Banca IFIS, see the paragraph Impact of regulatory changes.

Profit for the year totalled 84,8 million Euro at 31 December 2013, compared to 78,2 million Euro in 2012, rising 8,5%. The profit for the fourth quarter of 2013 amounted to 17,7 million Euro, down 12,6% from 20,3 million Euro in the prior-year period. Not accounting for the changes introduced by the Finance Act, as mentioned above, the profit for 2013 would have totalled 92,7 million Euro, whereas the profit for the fourth quarter would have been 25,6 million Euro.
In the absence of profit attributable to non-controlling interests, these results refer entirely to the Group.

Consolidated Statement of Financial Position analysis

The Bank’s assets are largely represented by receivables due from customers and by the securities held in the portfolio.

At year-end, total **receivables due from customers** reached 2.296,9 million Euro, rising 0,8% from the end of 2012. This item increased even though since last summer the Bank registered significant cash flows, especially from receivables due from the Public Administration, and a decrease in both repurchase agreements and margin lending related to repurchase agreements in government bonds on the MTS platform with Cassa di Compensazione e Garanzia (the Italian central counterparty).

In detail, Trade Receivables, totalling 1.938,4 million Euro, rose 10,0% from the end of 2012 (1.671,4 million Euro). Receivables due from the Public Administration account for a lower share of loans to customers, i.e. 27,0% (34,8% at the end of the previous year). As already mentioned, this trend reflects the significant cash flows from receivables registered in 2013. With regard to activities in support of SMEs, the loans duration was confirmed as short-term, in line with the strategy to support working capital that represents the Bank's core business.

Receivables in the DRL sector rose from 104,0 million Euro to 127,9 million Euro (+23%) as a result of acquisitions made during the period (21,2 million Euro), interest accrual (31,5 million Euro) and the cashed incomes collected through the instruments activated by the Bank (28,8 million Euro). Over the year, bills of exchange/promissory note repayment plans for an amount of 79,0 million Euro were collected against 35,5 million Euro of the same collected in 2012.This sector's business is closely associated with acquiring, managing and recovering impaired assets: therefore, DRL loans are recognised since the date of their acquisition as non-performing or substandard loans. In particular, those loans initially maintain the same classification as that assigned by the invoice seller, provided the latter is subject to the same law as Banca IFIS: otherwise, if the Bank has not ascertained the debtor's state of insolvency, those loans are classified as substandard. Consequently, the size of this item is simply structural.

Loans in the Tax Receivables sector amounted to 90,3 million Euro, up 8,5% from 83,2 million Euro; during the period new receivables were acquired at an average price of 23 million Euro and were collected 26 million Euro.

Receivables in the Governance and Services sector fell sharply, from 329,2 million Euro to 140,3 million Euro (-57,5%), as a result of the decrease in both margin lending related to repurchase agreements in government bonds on the MTS platform, dropping from 188,3 million Euro to 80,1 million Euro (-57,5%), and in repurchase agreements with Cassa di Compensazione e Garanzia, down 62,0% from 138,7 million Euro to 52,7 million Euro.

A notable change was that total consolidated net **impaired assets** were sharply down: they amounted to 291,1 million Euro, compared to 440,2 million Euro at the end of 2012 (-33,9%).

An operating highlight was the trend in the Trade Receivables sector, where net impaired assets fell by 51,3%, from 333,6 million Euro to 162,6 million Euro, due to a significant decrease in non-performing loans (-33,8%), substandard loans (-54,6%), and past due loans (-63%).

The ratio of net non-performing loans to loans in the Trade Receivables sector improved markedly, from 4,3% to 2,6%, and the ratio of net substandard loans to loans dropped from 7,7% to 3,2%, as a result of both improved asset quality and particularly stringent provisioning policies.

In detail, the Group's impaired assets are composed as follows:

Total **non-performing loans** due from customers at 31 December 2013, net of impairment, were 117,8 million Euro, compared to 115,3 million Euro at 31 December 2012, of which 66,5 million Euro in the DRL sector (36,0 million Euro at the end of 2012).

At the end of the fourth quarter, **substandard loans** amounted to 123,2 million Euro, compared to 204,2 million Euro in 2012 (-39,6%), of which 61,4 million Euro in the DRL sector (68,1 million Euro at the end of 2012). The decrease is substantially due to transfers to lower risk categories or collections, as well as the new adjustments made during the period.

Past due loans totalled 41,7 million Euro, compared with 112,8 million Euro at the end of 2012 (-63,1%). It should be noted that net past due loans include 6,0 million Euro in receivables due from the Public Administration purchased outright within the factoring activity (44,5 million Euro at the end of 2012).

Available for sale (AFS) financial assets amounted to 2.529,2 million Euro at 31 December 2013, +28,1 compared to 1.974,6 million Euro at the end of 2012. The valuation reserve, net of the tax effect related to the overall position in securities, amounted to 16,0 million Euro at 31 December 2013. The change from the end of the previous year in the fair value of securities classified under available for sale financial assets, although it has no economic impact, caused the valuation reserve to rise: consequently, the Group's equity increased by 10,7 million Euro, mainly due to government bonds in the portfolio.

The portfolio of **held to maturity (HTM) financial assets** stood at 5.818,0 million Euro at the end of 2013, +86,4% compared to 31 December 2012, and consisted of Italian government bonds with residual maturity at the time of purchase of over one year. At year-end, the latent gain relating to Government bonds recognised in the HTM portfolio and measured at amortised cost amounted to 92,6 million Euro, gross of taxes. Such net capital gains were not recognised according to the amortised cost method applied to this portfolio.

At 31 December 2013, **receivables due from banks** totalled 415,8 million Euro, compared to 545,5 million Euro at 31 December 2012 (-23,8%).
This item includes some securities not listed on an active market with banking counterparties, totalling 24,0 million Euro (-58,7% compared to 31 December 2012), and treasury loans with other lenders, amounting to 391,8 million Euro (-19,6% compared to 31 December 2012), largely related to maintaining excess liquidity in the system. Finally, the item included also 4,1 million Euro in short-term repurchase agreements with banks (4,7 million Euro at 31 December 2012).

The three items above include the whole debt securities portfolio outstanding at the end of September of 2013, detailed as follows:

<u>The debt securities portfolio</u> at 31 December 2013 amounted to 8.357,9 million Euro, up 62,6%. The securities, based on their characteristics and pursuant to IAS 39, were classified as available for sale financial assets, held to maturity financial assets, or receivables due from banks. 42,3% of the securities held in the portfolio had a maturity within 1 year, a further 23,7% between 1 and 2 years, and 34,0% between 2 and 5 years. The breakdown by issuer shows that Italian government bonds account for 99,4% of the portfolio, and bank bonds for 0,6%.

Currently the portfolio's average return is high, considering the period in which most bonds were purchased. This significant resource allowed Banca IFIS to access funding at reasonable costs through repurchase agreements on the MTS platform or refinancing operations on the Eurosystem.

Total funding, which amounted to 10.844,1 million Euro at the end of 2013, up 41,3% compared to 31 December 2012, is represented for 38,5% by Payables due to customers and for 61,5% by Payables due to banks (92,7% and 7,3% at the end of 2012, respectively).
Funding, net of the rendimax savings account and the contomax online current account, shall be analysed in a comprehensive manner based on market trends: it consists of wholesale funding through repurchase agreements (classified under payables due to customers, as they are concluded with a non-banking counterparty), refinancing transactions on the Eurosystem, and short-term treasury transactions with other lenders.
The significant increase in Payables due to banks, equal to 6.665,8 million Euro (+1.096,0%) compared to the end of the previous year, is due to the fact that the Bank entered into more repurchase agreements through Eurosystem auctions, rather than by using the MTS platform.

Payables due to customers at 31 December 2013 totalled 4.178,3 million Euro (-41,3% compared to 31 December 2012). This decrease was the result of two opposite factors: on the one hand, the outstanding growth in retail funding from the online rendimax savings account, which reached 3.817,7 million Euro (+25,3% compared to the end of 2012) and the launch of contomax, the low-cost online current account with high returns, contributing 50,3 million Euro; on the other hand, the lower use of repurchase agreements with underlying government bonds and the Cassa di Compensazione e Garanzia as counterparty, amounting to 263,7 million Euro at the end of the period (against 4.039,3 million Euro at the end of 2012).

Payables due to banks grew to 6.665,8 million Euro (compared to 557,3 million Euro at December 2012) and mainly consisted of funding from refinancing operations on the Eurosystem for 6.656,5 million Euro, rising sharply from the end of 2012 (500,0 million Euro). The remainder of payables due to banks consists of 9,4 million Euro in interbank deposits (-83,6% compared to the end of 2012).

Consolidated **Equity** amounted to 380,3 million Euro at 31 December 2013 (309,0 million Euro at the end of the previous year, +23,1%). The increase in Equity is due, among other things, to the change in the fair value measurement of available-for-sale financial assets, amounting to 10,7 million Euro. The change in the valuation reserve for AFS securities mainly refers to the effects of the fair value measurement of government bonds held in the portfolio.

Core Tier 1 was 13,7% and overall **Solvency** 13,5%.

Outlook

The Group's prospects for 2014 remain largely positive.

On the economic front, the recession that has characterised the years 2011, 2012 and 2013 seems to be easing, allowing for moderate, almost imperceptible growth in 2014 and 2015, even though there are still significant factors of instability. An indication of recovery, albeit modest, could inject the confidence into the system needed to stimulate the economy. The likelihood that production will quickly get back to pre-crisis levels is remote.

Against this backdrop, the Bank can count on sustainable margins thanks to the soundness and flexibility of its business model.

Operations in support of businesses could be positively influenced by the opportunities to acquire new customers and new loans, which will continue to be a focus for the Banca IFIS Group throughout 2014 and in the years ahead. A key factor in this initiative is the still scarce availability of credit to businesses, in light of the caution of non-specialist banks in supporting companies with traditional credit instruments. The performance will in any case depend on the trend in credit quality, a key variable for the banking market in challenging economic times. Should the promising signs of improvement in credit quality observed during 2013 be confirmed, it would noticeably bolster the Group's operations as far as lending to SMEs is concerned. This could both prompt the bank to step up its efforts and positively impact returns on loans net of credit costs.

As for loans in this sector, new opportunities are on the horizon as a result the on-going flow of payments from the Public Administration, particularly in the regions which had thus far suspended any further interventions. Furthermore, the Bank will continue to carry out specific actions aimed at helping companies deal with the new regulations on payments in the food industry, which became effective at the end of the previous year. The Bank will intervene to plug the financial gap of the companies that are now required to pay suppliers within 30 to 60 days, as opposed to longer payment terms in the past. Finally, the limited credit made available by lenders to business customers opens up new growth opportunities for the Bank in new promising market segments and channels.

As far as non-performing loans are concerned, the Bank will continue to pay attention to the several portfolios of receivables due from households that originators are expected to place on the market.

The focus on debt sustainability and the possibility of extending payments terms will most probably be crucial to boost the turnover and profitability of this business area, which operates in a social segment that has been badly hit by the crisis. In the near future, the Bank will pioneer innovative methods to allow an increasing number of households to start balancing their financial position gradually, also by taking advantage of new instruments and ever more accurate information on debtors.

As for the Tax Receivables sector, which is strongly dependent on the time it takes for the Italian Treasury to make payments, the Bank is actively acquiring often sizeable positions, given the good medium-term profitability of these investments.

In 2014 and the coming years, the Group will continue to develop its two new brands, Credi Impresa Futuro and CrediFamiglia, dedicated to financing companies operating in the domestic market and ensuring households settle their financial debts, respectively. Both brands will grow further thanks to their increasingly sophisticated web presence and, especially in the case of Credi Impresa Futuro, the fast ways to communicate with customers. The adoption of new tools could temporarily influence in the first part of the year the performance of the Business Area, with an acceleration in the second part of the period.

As for funding, the reduction in interest rates paid to customers due to market changes caused a further significant fall in the average cost of funding, and will continue to do so in the next quarters, as a result of term deposits with high interest rates coming to maturity. Funding has reached an outstanding level in absolute terms, and retail funding shall not increase further in order to prevent economic imbalances deemed unnecessary in the current scenario. The Bank believes that the stabilization of funding will characterise its operations in the near future.

The current trends in market rates are gradually making it less profitable for the Bank to continue purchasing government bonds. Furthermore, the portfolio has reached a decent size: the Bank expects to hold these bonds to maturity, thus robust returns are guaranteed for a significant period.

Therefore, the Group can reasonably expect a positive profit trend in the near future.

Significant subsequent events

End of the securitisation process

In October 2013, the revolving period of the securitisation started in October 2008 with IFIS Collection Services S.r.l., a special purpose vehicle set up for this transaction, ended. The amortisation period, during which the securities issued by the vehicle, amounting to 328 million Euro, were reimbursed in full, ended on 24 February 2014, when the termination letters were signed. On the same day, the Bank bought back the portfolio of receivables sold to the vehicle and not collected.

Dividend proposal

As for the dividend proposal, the Board of Directors of Banca IFIS S.p.A. held today resolved to make the following earnings distribution proposal to the Shareholders' Meeting:

1. distribution of a 0,57 Euro dividend per share (gross of taxes) for every ordinary share subsequent to detachment of coupon no. 17 on 28 April 2014 (*). This dividend includes the portion attributable to the company's treasury shares at the same date;
2. The dividend will become payable on 2 May 2014. It will be paid through the authorised intermediaries with which the shares are registered in the Monte Titoli system.

(*) Pursuant to article 83-terdecies of Leg. Decree no. 58 of 24 February 1998 (the Consolidated Law on Finance), the legitimate payment of dividends is determined with reference to the evidence of the accounts of the intermediary as per article 83-quater, paragraph 3 of the Consolidated Law on Finance, at the end of the trading day of 30 April 2014 (so-called record date).

Declaration of the Corporate Accounting Reporting Officer

Pursuant to Article 154 bis, Paragraph 2 of the Consolidated Law on Finance, the Corporate Accounting Reporting Officer, Carlo Sirombo, declares that the accounting information contained in this press release corresponds to the company's accounting records, books and entries.

Banca IFIS S.p.A.

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CONSOLIDATED STATEMENT OF FINANCIAL POSITION
(in thousands of Euro)

	ASSETS (in thousands of Euro)	PERIOD		CHANGE	
		31/12/2013	31/12/2012 (1)	ABSOLUTE	%
10	Cash and cash equivalents	30	28	2	7,1%
20	Financial assets held for trading	10	-	10	n.a.
40	Available for sale financial assets	2.529.179	1.974.591	554.588	28,1%
50	Held to maturity financial assets	5.818.019	3.120.428	2.697.591	86,4%
60	Due from banks	415.817	545.527	(129.710)	(23,8)%
70	Due from customers	2.296.933	2.277.882	19.051	0,8%
120	Property, plant and equipment and investment property	40.739	39.972	767	1,9%
130	Intangible assets	6.361	5.683	678	11,9%
	of which:				
	- goodwill	837	850	(13)	(1,5)%
140	Tax assets:	37.922	25.587	12.335	48,2%
	a) current	3.940	951	2.989	314,3%
	b) deferred	33.982	24.636	9.346	37,9%
160	Other assets	192.787	120.000	72.787	60,7%
	Total assets	11.337.797	8.109.698	3.228.099	39,8%

	LIABILTIES AND EQUITY (in thousands of Euro)	PERIOD		CHANGE	
		31/12/2013	31/12/2012 (1)	ABSOLUTE	%
10	Due to banks	6.665.847	557.323	6.108.524	1096,0%
20	Due to customers	4.178.276	7.119.008	(2.940.732)	(41,3)%
40	Financial liabilities held for trading	130	389	(259)	(66,6)%
60	Hedging derivatives	-	3	(3)	(100,0)%
80	Tax liabilities:	17.362	19.703	(2.341)	(11,9)%
	a) current	1.022	6.395	(5.373)	(84,0)%
	b) deferred	16.340	13.308	3.032	22,8%
100	Other liabilities	93.844	101.141	(7.297)	(7,2)%
110	Post-employment benefits	1.482	1.565	(83)	(5,3)%
120	Provisions for risks and charges	533	1.549	(1.016)	(65,6)%
	b) other reserves	533	1.549	(1.016)	(65,6)%
140	Valuation reserves	10.959	759	10.200	1343,9%
170	Reserves	163.055	104.371	58.684	56,2%
180	Share premiums	75.560	73.188	2.372	3,2%
190	Share capital	53.811	53.811	-	0,0%
200	Treasury shares (-)	(7.903)	(1.340)	(6.563)	489,8%
220	Profit (loss) for the year (+/-)	84.841	78.228	6.613	8,5%
	Total liabilities and equity	11.337.797	8.109.698	3.228.099	39,8%

(1) Data restated after initial publication.

CONSOLIDATED INCOME STATEMENT
(in thousands of Euro)

ITEMS (in thousands of Euro)		PERIOD		CHANGE	
		31/12/2013	31/12/2012 (1)	ABSOLUTE	%
10	Interest and similar income	345.747	289.480	56.267	19,4%
20	Interest and similar expenses	(139.003)	(110.475)	(28.528)	25,8%
30	**Net interest income**	**206.744**	**179.005**	**27.739**	**15,5%**
40	Commission income	63.348	65.420	(2.072)	(3,2)%
50	Commission expense	(6.184)	(5.496)	(688)	12,5%
60	**Net commission income**	**57.164**	**59.924**	**(2.760)**	**(4,6)%**
70	Dividends and similar income	84	9	75	833,3%
80	Net loss from trading	193	(175)	368	(210,3)%
100	Profit (loss) from sale or buyback of:	11	6.154	(6.143)	(99,8)%
	b) available for sale financial assets	11	6.154	(6.143)	(99,8)%
120	**Net banking income**	**264.196**	**244.917**	**19.279**	**7,9%**
130	Net impairment losses/reversal on:	(44.587)	(53.751)	9.164	(17,0)%
	a) receivables	(44.528)	(50.862)	6.334	(12,5)%
	b) available for sale financial assets	(59)	(2.889)	2.830	(98,0)%
140	**Net profit from financial activities**	**219.609**	**191.166**	**28.443**	**14,9%**
180	Administrative expenses:	(76.116)	(67.037)	(9.079)	13,5%
	a) personnel expenses	(37.094)	(36.110)	(984)	2,7%
	b) other administrative expenses	(39.022)	(30.927)	(8.095)	26,2%
190	Net provisions for risks and charges	(215)	(1.549)	1.334	(86,1)%
200	Net impairment losses/reversal on plant, property and equipment	(1.213)	(1.356)	143	(10,5)%
210	Net impairment losses/reversal on intangible assets	(1.791)	(1.873)	82	(4,4)%
220	Other operating income (expenses)	2.987	3.656	(669)	(18,3)%
230	**Operating costs**	**(76.348)**	**(68.159)**	**(8.189)**	**12,0%**
280	**Pre-tax profit for the year from continuing operations**	**143.261**	**123.007**	**20.254**	**16,5%**
290	Income taxes for the year relating to current operations	(58.420)	(44.779)	(13.641)	30,5%
320	**Profit of the year**	**84.841**	**78.228**	**6.613**	**8,5%**

(1) Data restated after initial publication.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION: QUARTERLY EVOLUTION
(in thousands of Euro)

RECLASSIFIED CONSOLIDATED STATEMENT OF FINANCIAL POSITION: QUARTERLY EVOLUTION (in thousands of Euro)	YEAR 2013 (1)				YEAR 2012 (1)			
	31.12	30.09	30.06	31.03	31.12	30.09	30.06	31.03
ASSETS								
Financial assets held for trading	-	-	-	10	-	-	-	-
Available for sale financial assets	2.529.179	2.531.765	2.868.958	2.763.805	1.974.591	1.584.536	1.360.854	2.269.595
Held to maturity financial assets	5.818.019	4.459.285	4.856.179	4.710.582	3.120.428	2.983.123	2.958.581	1.676.527
Due from banks	415.817	391.187	481.609	479.119	545.527	536.094	342.314	368.435
Due from customers	2.296.933	2.223.142	2.239.693	2.177.379	2.277.882	2.108.844	2.165.467	1.856.469
Property, plant and equipment and investment property	40.739	40.337	39.889	39.829	39.972	39.293	39.284	39.400
Intangible assets	6.361	6.323	5.921	5.671	5.683	5.662	5.790	5.986
Other assets	230.749	182.394	170.846	157.556	145.615	125.907	103.604	167.836
Total assets	**11.337.797**	**9.834.433**	**10.663.095**	**10.333.941**	**8.109.698**	**7.383.459**	**6.975.894**	**6.384.248**

(1) Data restated after initial publication.

RECLASSIFIED CONSOLIDATED STATEMENT OF FINANCIAL POSITION: QUARTERLY EVOLUTION (in thousands of Euro)	YEAR 2013(1)				YEAR 2012 (1)			
	31.12	30.09	30.06	31.03	31.12	30.09	30.06	31.03
LIABILITIES AND EQUITY								
Due to banks	6.665.847	527.961	601.058	600.956	557.323	555.295	582.778	626.526
Due to customers	4.178.276	8.837.029	9.604.606	9.291.659	7.119.008	6.439.392	6.071.698	5.403.489
Post-employment benefits	1.482	1.497	1.523	1.561	1.565	1.505	1.508	1.371
Tax liabilities	17.362	23.330	18.339	25.408	19.703	17.548	14.282	15.258
Other liabilities and equity items	94.507	86.752	106.318	82.044	103.082	85.678	47.895	75.621
Equity:	380.323	357.864	331.251	332.313	309.017	284.041	257.733	261.983
- Share capital, share premiums and reserves	*295.482*	*290.754*	*287.211*	*309.859*	*230.789*	226.110	219.981	*242.273*
- Profit for the period	*84.841*	*67.110*	*44.040*	*22.454*	*78.228*	*57.931*	*37.752*	*19.710*
Total liabilities and Equity	**11.337.797**	**9.834.433**	**10.663.095**	**10.333.941**	**8.109.698**	**7.383.459**	**6.975.894**	**6.384.248**

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RECLASSIFIED CONSOLIDATED INCOME STATEMENT: QUARTERLY EVOLUTION
(in thousands of Euro)

RECLASSIFIED CONSOLIDATED INCOME STATEMENT: (in thousands of Euro)	PERIOD 2013				PERIOD 2012(1)			
	31.12	30.09	30.06	31.03	31.12	30.09	30.06	31.03
Net interest income	**55.756**	**48.112**	**50.553**	**52.323**	**55.720**	**45.572**	**40.692**	**37.021**
Net commission income	**14.397**	**13.991**	**14.286**	**14.490**	**15.387**	**14.822**	**14.242**	**15.473**
Dividends and similar income	-	1	83	-	-	9	-	-
Net loss from trading	(96)	282	(42)	49	13	(88)	(37)	(63)
Profit from sale of available for sale financial assets	-	11	-	-	6.154	-	-	-
Net banking income	**70.057**	**62.397**	**64.880**	**66.862**	**77.274**	**60.315**	**54.897**	**52.431**
Net impairment losses/reversal on:	(10.023)	(8.252)	(12.596)	(13.716)	(26.162)	(12.728)	(9.046)	(5.815)
receivables	(10.023)	(8.240)	(12.549)	(13.716)	(25.918)	(12.728)	(6.401)	(5.815)
available for sale financial assets	-	(12)	(47)	-	(244)	-	(2.645)	-
Net profit from financial activities	**60.034**	**54.145**	**52.284**	**53.146**	**51.112**	**47.587**	**45.851**	**46.616**
personnel expenses	(9.858)	(9.179)	(9.254)	(8.803)	(7.950)	(7.740)	(11.372)	(9.048)
other administrative expenses	(11.023)	(8.946)	(9.935)	(9.118)	(9.287)	(7.221)	(8.091)	(6.328)
Net provisions for risks and charges	(202)	(13)	-	-	(549)	(1.000)	-	-
Net value adjustments to property, plant and equipment and investment property and intangible assets	(932)	(575)	(814)	(683)	(743)	(884)	(832)	(770)
Other operating income (expenses)	619	813	669	886	1.515	231	1.281	629(2)
Operating costs	**(21.396)**	**(17.900)**	**(19.334)**	**(17.718)**	**(17.014)**	**(16.614)**	**(19.014)**	**(15.517)**
Pre-tax profit from continuing operations	**38.638**	**36.245**	**32.950**	**35.428**	**34.098**	**30.973**	**26.837**	**31.099**
Income tax expense for the period	(20.907)	(13.175)	(11.364)	(12.974)	(13.801)	(10.794)	(8.795)	(11.389)
Profit for the year	**17.731**	**23.070**	**21.586**	**22.454**	**20.297**	**20.179**	**18.042**	**19.710**

(1) Data restated after initial publication.

EQUITY: CHANGES *(in thousands of Euro)*	PERIOD 2013
Equity at 31.12.2012	**309.017**
Increases:	**100.361**
Profit for the period	84.841
Sale of treasury instruments	4.736
Change in valuation reserve:	10.784
- AFS securities	*10.708*
- Post-employment benefits	*76*
Decreases:	**29.055**
Dividends distributed	19.538
Purchase of treasury instruments	8.927
Change in valuation reserve:	584
- exchange differences	*554*
- cash flow hedge	*30*
Other	*6*
Equity at 31.12.2013	**380.323**

TREND IN DRL RECEIVABLES *(in thousands of Euro)*	PERIOD 2013
Receivables portfolio at 31.12.2012	**104.044**
Purchases	21.203
Interest income due to amortised cost (point 5)	23.880
Other components of net interest income due to change in cash flows (points 6-7)	4.147
Impairment losses/reversals due to change in cash flows (points 8-9)	3.452
Collections	(28.781)
Receivables portfolio at 31.12.2013	**127.945**