

MARKET WATCH
NPL 

August 2022

The servicers: the development paths of the AuM

Flash update

Key Numbers and Messages.



**~282
bn€**

The AuM of impaired loans at the end of June 2022 of the top 7 equal to 85% of Npe Italy (banks and investors).

74%

The percentage of the stock of non-performing loans through management mandates (organic growth).

26%

Extraordinary lines (JVs, acquisitions and partnerships) in the last 7 years have contributed to 26% of the non-performing loan stocks under management, with an important role of the JVs deriving from the presence of foreign investors.

**+175
bn€**

The growth of the non-performing stock under management of the 7 top servicers (from 2016 to June 2022)

49%

The share of the growth in the stock of non-performing GACS-assisted non-performing loans managed by the top seven servicers (+175 bn€ from 2016 to June 2022).

At the end of June 2022, the first 7 servicers for AuM managed approximately € 282 billion of impaired loans, equal to ~ 85% of Npe Italy (banks and investors).

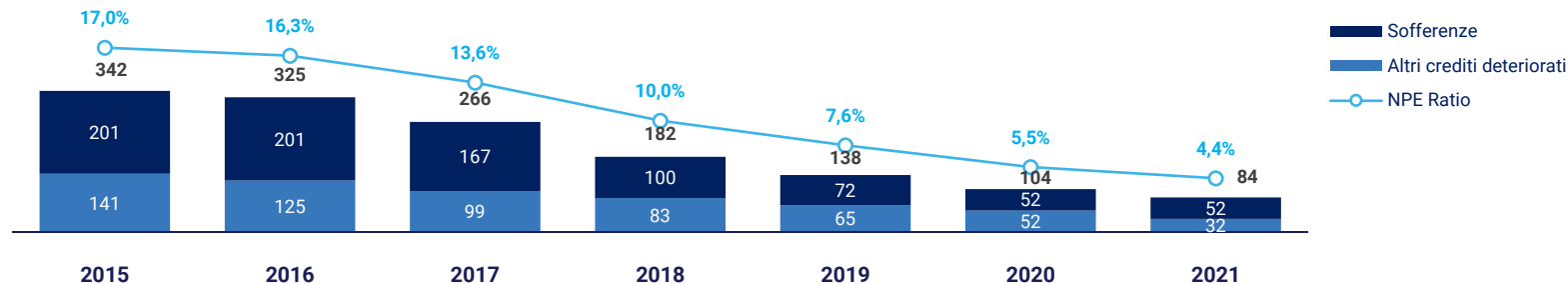
Top 7 servicers for AuM	Supervision Bank of Italy	AuM GBV bn € (estimate)	Market positioning
DoValue	115/106	78	Mainly secured, with medium-high tickets
Intrum	115	45	Mixed Portfolio medium ticket
Cerved Credit Management	106/115	45	Mixed Portfolio medium ticket
Prelios Credit Servicing	106	35	Secured large ticket
AMCO	106	34	Mixed Portfolio medium ticket
Ifis Npl Servicing (Banca Ifis)*	106/115	26	Unsecured small ticket
Gardant (ex Credito Fondiario)	106/115	19	Mixed Portfolio medium ticket

SOURCE: Banca Ifis Npl Market Database - Press releases and news - Banca Ifis internal estimates.

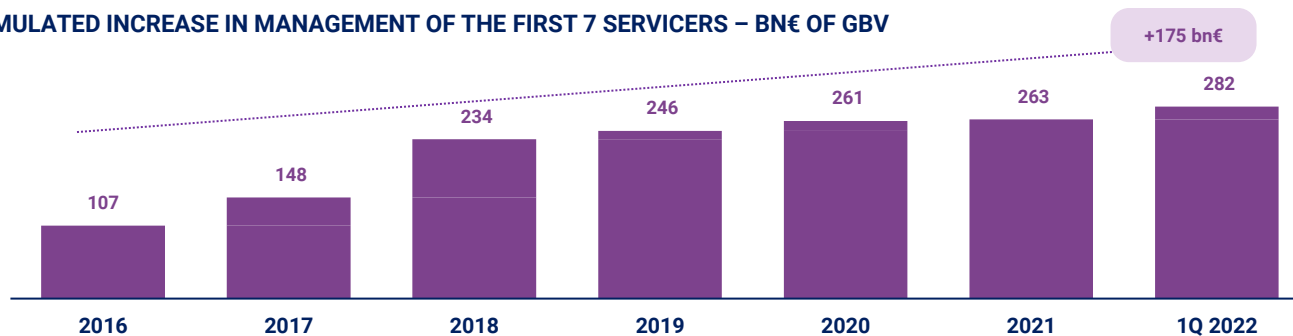
* NOTES: The credit portfolios owned by Banca Ifis are in the books of Ifis Npl Investing and managed by Ifis Npl Servicing. The portfolios managed on behalf of third parties are the responsibility of Ifis Npl Servicing.
Estimated AUM at 06/30/2022 - Gardant credits in special servicing

The first 7 servicers concentrated the management of a high share of non-performing loans disposed of by banks since 2016.

GROSS NON-RESIDENT BANK LOANS DEBTORS AND NON-RESIDENTS – BN€ AND PERCENTAGE



CUMULATED INCREASE IN MANAGEMENT OF THE FIRST 7 SERVICERS – BN€ OF GBV



The growth in the stock of non-performing loans under management of the first servicers (+175 billion € from 2016 to June 2022) is concentrated on NPL portfolios, for 49% of the total assisted by GACS.



Npl no GACS

+175 bn€

Growth of AuM from 2016 to 6/2022

40%
~70 Bln€



Npl with GACS

49%
~85 Bln€



UtP

11%
~20 Bln€

- 49% of the Npls assisted by GACS are concentrated on 5 of the 7 top servicers examined
- The € 20 billion of UtPs taken under management are for 9 billion referring to the Venetian banks (year 2018)

The Development Levels



Organic growth



Growth by external lines



In the last 7 years the 7 first servicers have increased the AuM on non-performing loans both organically and externally.

2016



6/2022



74% management mandates
(~ 210 bn €)

26% JV, acquisitions and partnerships
(~ 72 bn €)

suddivisi in:

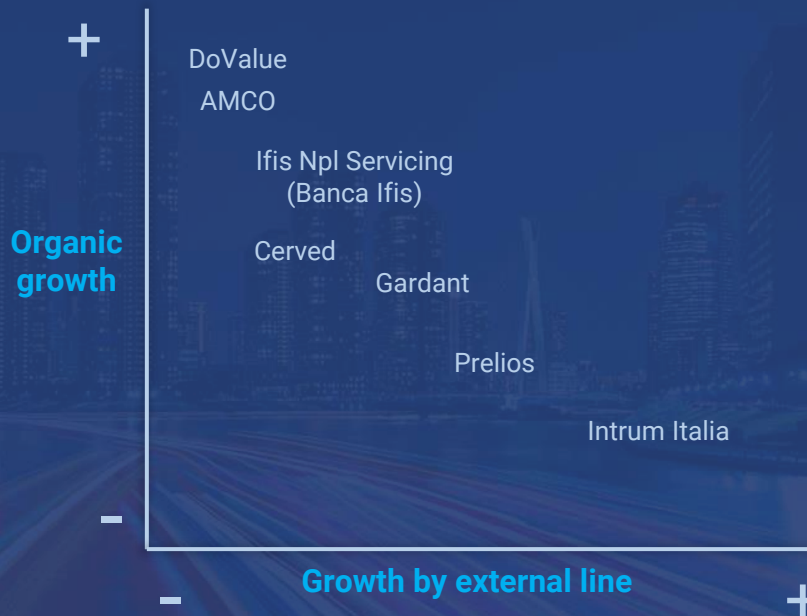
- 42% JV for new platforms and servicers
- 32% acquisition of platforms and servicers
- 26% partnership with originators or investors

- Extraordinary transactions (JVs, acquisitions and partnerships) in the last 7 years have contributed to 26% of the non-performing loan stocks under management.
- JVs were the most used growth mode, especially due to the role of foreign investors.

The first 7 servicers for AuM have had development paths with different mixes of organic growth and for external lines.

Il mix delle leve di sviluppo dal 2016 a giugno 2022 - illustrativo

- DoValue and Amco on the one hand and Intrum on the other are positioned on development paths mainly focused on a specific growth mode.
- The other 4 servicers followed more diversified development methods in terms of organic and external growth.



SOURCE: Banca Ifis Npl Market Database - News and press releases - Banca Ifis internal analysis.

NOTES: doValue was established in 2015 following the acquisition by funds affiliated with Fortress of UCCMB - UniCredit Credit Management Bank S.p.A.

General Statement.

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