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## THIRD QUARTER 2013 RESULTS

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**3Q13**

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 GruppoBanca**IFIS**

# HIGHLIGHTS

(million Euro)

Net profit	<b>67,1</b>	(59,7 at 30/09/2012)	+15,8%
Equity	<b>357,9</b>	(309,0 at 31/12/2012)	+15,8%
Funding	<b>9.365,0</b>	(7.676 at 31/12/2012)	+22,0%

GROUP KPIs	30/09/2013	30/09/2012
Credit quality cost	3,3%	2,2%
Cost/income ratio	28,3%	30,5%
Solvency	14,1%	11,9%
Core Tier 1	14,3%	12,1%
Book value per share	6,83	5,32

# NET BANKING INCOME

(million Euro)

# 194,1

(167,6 at 30/09/2012)

**+15,8%** % change 30/09 2013 / 2012

Data 1H	Trade Receiv.	DRL	Tax Receiv.	G&S
2012	79,1	13,2	2,1	73,3
2013	90,7	19,3	7,6	76,5
Change	11,6	6,2	5,5	3,2
% Change	14,7%	47,0%	260,5%	4,4%

## Trade receivables sector

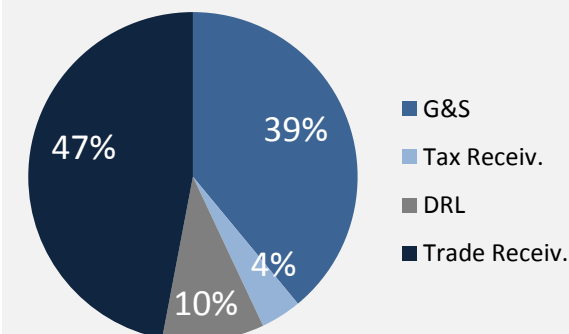
Clients **+6%**

Turnover **3.904 +8,5%**

Focus on SMEs

Trade receivables KPIs	30/09/ 2013	30/09/ 2012
Net Banking Income/Turnover	2,2%	2,2%

## Breakdown NBI 9 months 2013



# NET RESULT OF FINANCIAL OPERATIONS

(million Euro)

# 159,6

(140,1 at 30/09/2012)

# +13,9%

% change 30/09 2013 / 2012

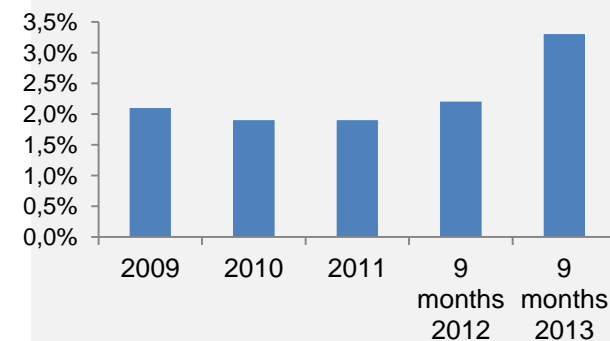
9 months Data	Trade Receiv.	DRL	Tax receiv.	G&S
2012	54,4	13,0	2,0	70,6
2013	54,2	21,0	8,0	76,4
Change	-0,2	8,0	6,0	5,8
% Change	-0,5%	61,0%	309,3%	8,2%

## Net provisions

Equal to 34,6 VS 27,6 in the first 2013 nine months

Group KPI	30/09/2013	30/09/2012
Credit quality cost	3,3%	2,2%

## Credit quality cost



# NET PROFIT

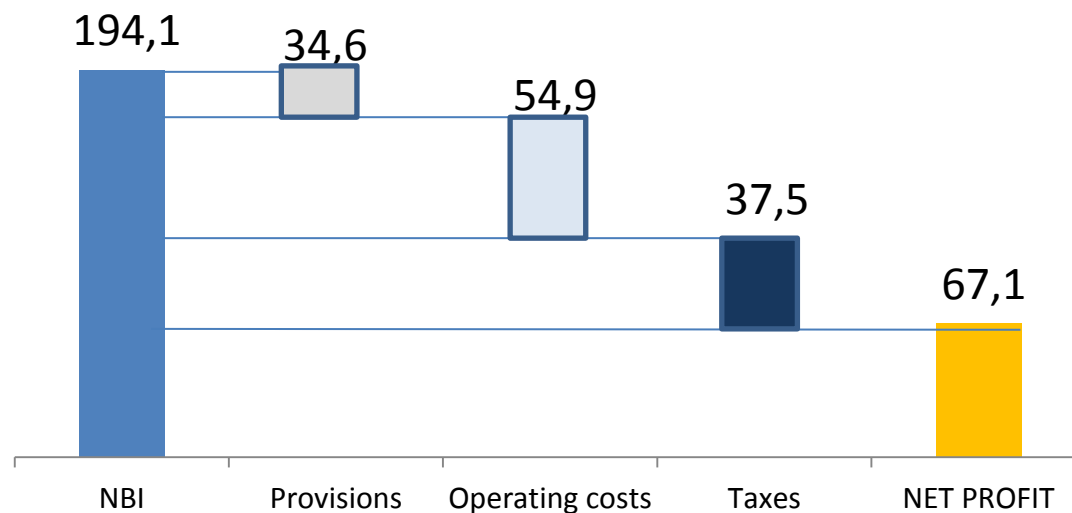
(million Euro)

# 67,1

(57,9 at 30/09/2012)

## +15,8%

Var. % 30/09 2013/2012



Group KPI	30/09/2013	30/09/2012
Credit quality cost	3,3%	2,2%
Cost/income ratio	28,3%	30,5%
Tax rate	35,9%	34,9%

# BALANCE SHEET - ASSET STRUCTURE

(million Euro). % change 30/09/2013 Vs 31/12/2012

## Loans to customers

2.237,6 -2,4%



of which

1.779,3 Trade rec.

114,7 DLR

92,8 Tax rec.

## Total assets 9.848,9

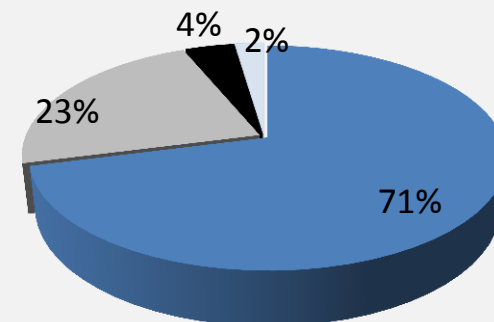
## Other Financial Assets (AFS + HTM + L&R)

6.991,1 +37,2%

Portfolio of Italian  
government bonds  
7.003

## Due from banks

391,2 -28,3%

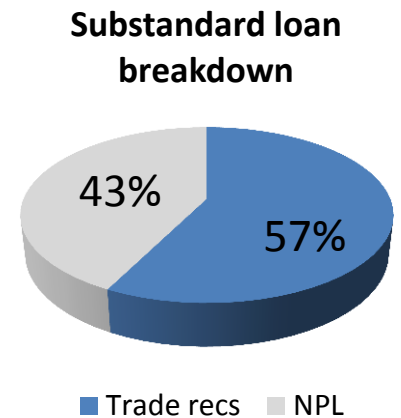
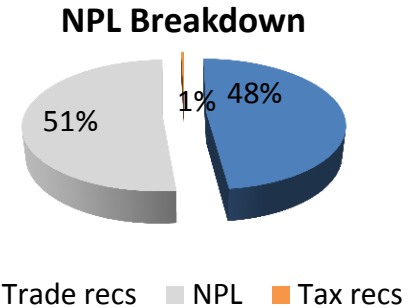
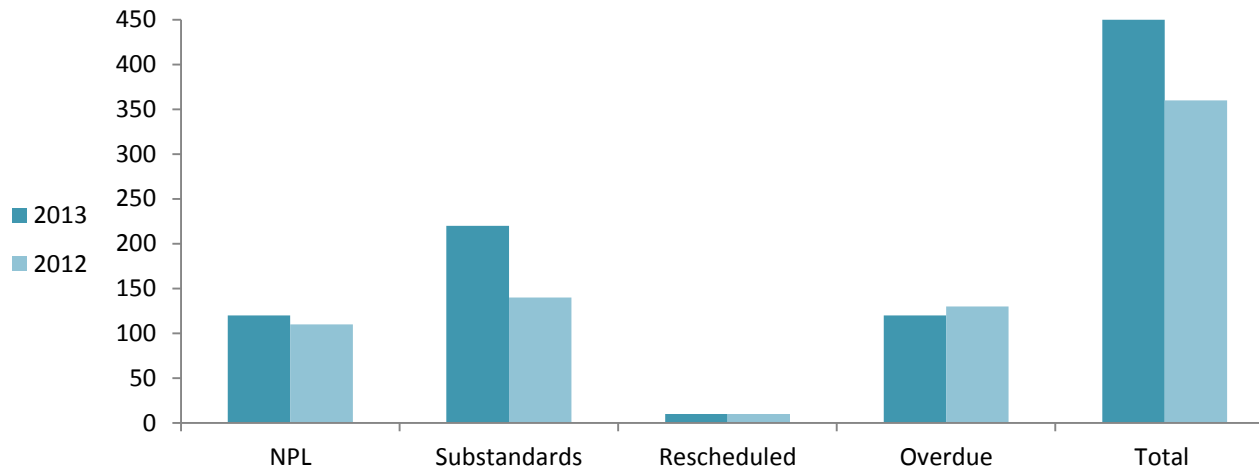


■ Financial assets    ■ Due from clients  
■ Due from banks    ■ Other assets

# CREDIT QUALITY

(million Euro) % change 30/09/2013 Vs 31/12/2012

## Loans to customers 2.237,6



**% NPLs/ total loans**  
4,8% vs 5,0%

**% Substandard / total loans**  
6,2% vs 8,9%

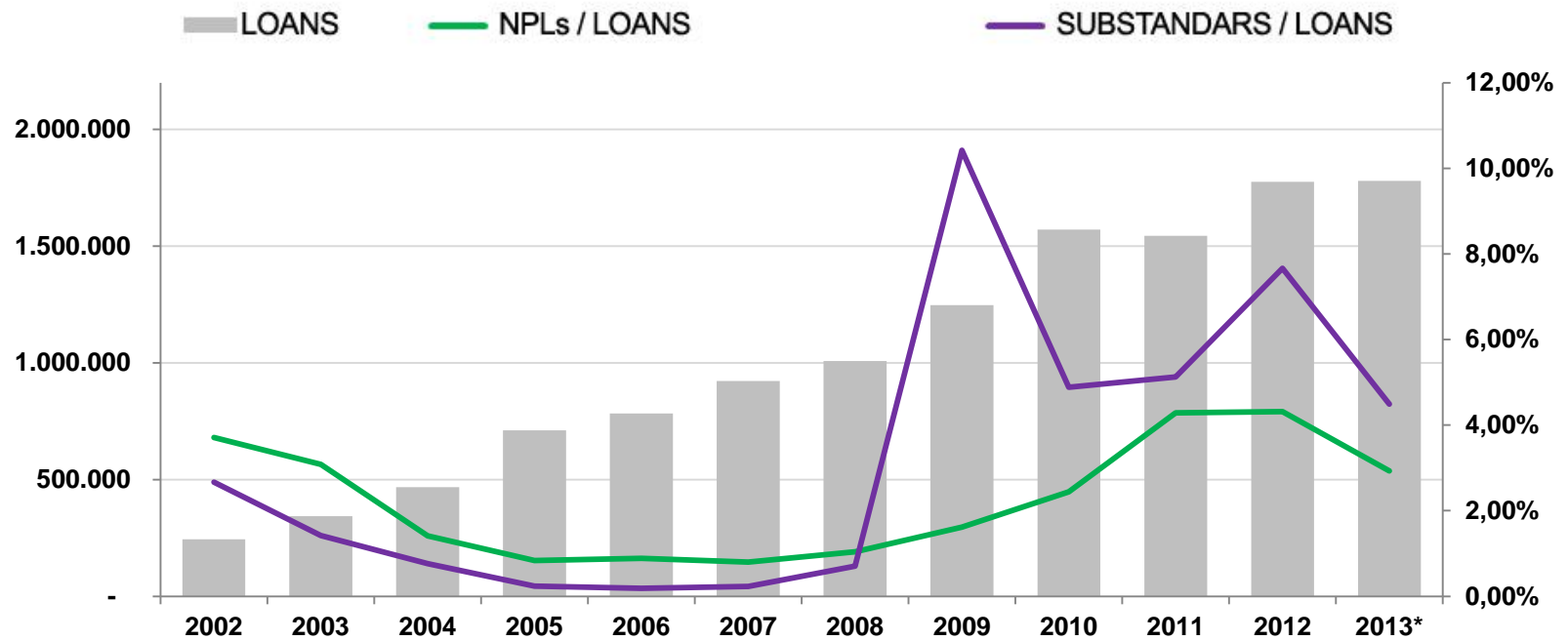
**% Impaired assets / total loans**  
16,8% vs 19,2%

**% NPLs/ total trade receivables**  
2,9% vs 4,3%

**% Substandard / total trade receivables**  
4,5% vs 7,7%

**% Impaired assets / Trade receivables**  
14,7% vs 18,8%

# LOANS, NPLs AND SUBSTANDARDS TRENDS - Trade receivables





# DEBT SECURITIES PORTFOLIO

(million Euro) % change 30/09/2013 Vs 31/12/2012

	up to 3 months	from over 3 to 6 months	from over 6 months to 1 year	from over 1 year to 2 years	from over 2 to 5 years	from over 5 to 10 years	Total
<b>Total</b>	31,9	992,2	2.118,1	672,5	3.045,1	143,8	7.003,5
<b>% on total</b>	<b>0,4%</b>	<b>14,2%</b>	<b>30,2%</b>	<b>9,6%</b>	<b>43,5%</b>	<b>2,1%</b>	<b>100,0%</b>

<b>Breakdown</b>	<b>30.09.2013</b>	<b>31.12.2012</b>	<b>% Change</b>
Available for sale financial assets	2.518,2	1.961,6	28,4%
Held to maturity financial assets	4.459,3	3.120,4	42,9%
Receivables due from banks - bonds	26,0	58,1	(55,2)%
<b>Total</b>	<b>7.003,5</b>	<b>5.140,1</b>	<b>36,3%</b>

# BALANCE SHEET - FUNDING STRUCTURE

(million Euro) % change 30/09/2013 Vs 31/12/2012

**rendimax** on line deposit account

**3.945,6**

+29,5%

**Wholesale funding**

**528,0** due to banks

-5,3%

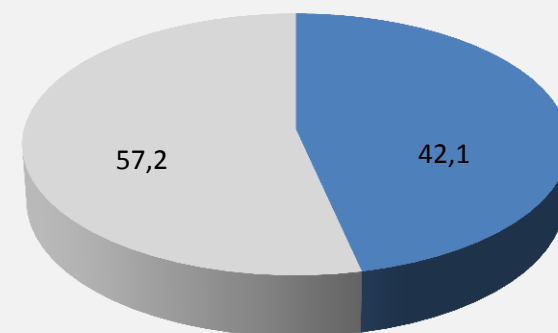
**Wholesale funding**

**4.834,0**

+19,7%

Repurchase agreements with underlying government bonds and the Cassa di Compensazione e Garanzia as counterparty

**Total funds and deposits**  
**9.365,0** +22,0%



■ retail ■ wholesale

# BANCA IFIS GROUP: EQUITY BREAKDOWN

(million Euro)

<b>EQUITY: CHANGES</b>	
<b>Net equity at 31.12.2012</b>	<b>309,0</b>
Increases:	78,4
<b>Profit for the period</b>	<b>67,1</b>
<b>Sell of treasury shares</b>	<b>1,0</b>
<b>Valuation reserve:</b>	<b>10,3</b>
<b>- Available for sale assets</b>	<b>10,2</b>
Decreases:	(29,6)
<b>Dividends</b>	<b>(19,5)</b>
<b>Valuation reserve:</b>	<b>(1,1)</b>
<b>- Exchange differences</b>	<b>(1,1)</b>
<b>Purchase of treasury shares</b>	<b>(8,9)</b>
<b>Net equity at 30.09.2013</b>	<b>357,9</b>