



B13

 GruppoBanca**IFIS**

BANCA IFIS ANNUAL RESULTS

2013

Highlights

(Milion Euro)

Net Profit	84,8	(78,1 in 2012)	+8,5%
Equity	380,3	(309,0 at 31/12/2012)	+ 23,1%
Funding	10.844,1	(7.676,3 at 31/12/2012)	+ 41,3%

Group KPI	2013	2012
ROE	24,8%	29,9%
Credit quality cost	2,4%	3,0%
Cost/income ratio	28,9%	27,9%
Solvency	13,50%	12,72%
Core Tier 1	13,70%	12,92%
Book value per share	7,21	5,77
EPS	1,61	1,46

NET BANKING INCOME

(Million Euro)

264,2

(244,9 in 2012)

+7,9%

% Change 2013/2012

12 months data	Trade Receiv.	DRL	Tax Receiv.	G&S
2012	114,3	18,6	3,8	108,3
2013	129,7	24,4	9,3	100,8
Change	15,4	5,8	5,5	(7,5)
% Change	13,5%	31,2%	145,1%	(6,9)%

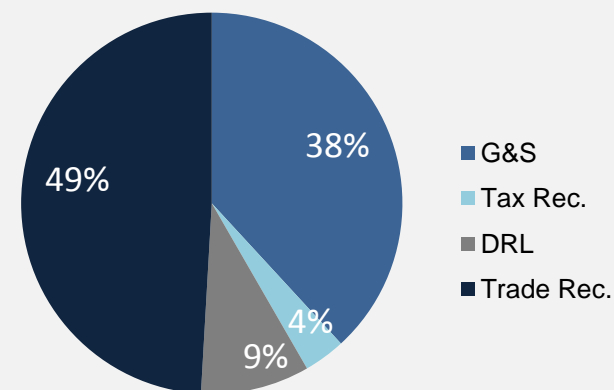
Trade receivables sector

Clients **+5%**

Turnover **5,7 mld +15,4%**

Trade Receivables KPI	2013	2012
NBI/ Turnover	2,3%	2,3%
NBI/ Loans	6,7%	6,5%

NBI 2013 Breakdown



NET RESULT OF FINANCIAL OPERATIONS

(Million Euro)

219,6 (191,2 in 2012)

+14,9% % Change 2013 / 2012

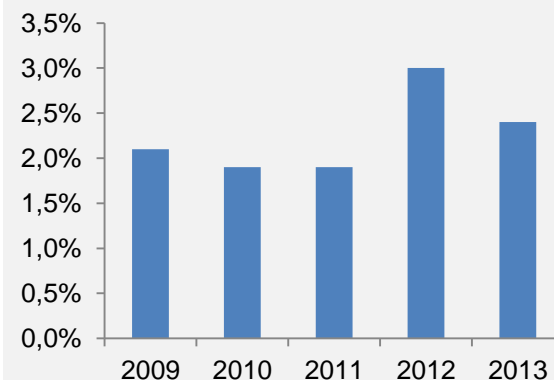
12 months data	Trade Receiv.	DRL	Tax Receiv.	G&S
2012	69,2	16,6	3,5	101,9
2013	81,3	27,8	9,7	100,8
Change	12,1	11,2	6,2	(1,1)
% Change	17,5%	67,3%	179,1%	(1,1%)

Net provisions

Equal to 44,6 vs 53,7 in 2013 vs 2012

Group KPI	2013	2012
Credit quality cost	2,4%	3,0%

Credit quality cost



NET PROFIT

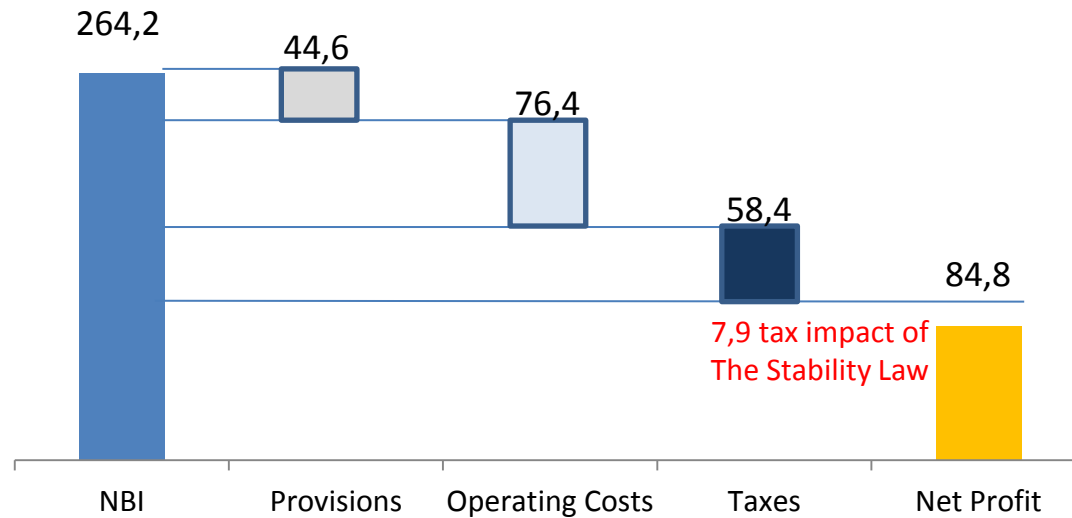
(Million Euro)

84,8

(78,2 in 2012)

+8,5%

% Change 2013 / 2012



Group KPI	2013	2012
Credit Quality Cost	2,4%	3,0%
Cost/Income ratio	28,9%	27,9%
Tax Rate	40,8%	36,4%

BALANCE SHEET – ASSET STRUCTURE

(Million Euro) % Change 2013 vs 2012

Loans to customers

2.296,9 +0,8%

of which

1.938,4 Trade receivables
127,9 DRL
90,2 Tax receivables

Other Financial Assets (AFS + HTM)

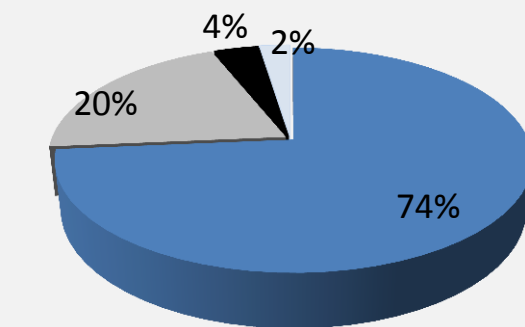
8.347,2 +63,8%

Italian Government bond
portfolio
8.357,9

Due from banks

415,8 - 23,8%

Total assets 11,337.8

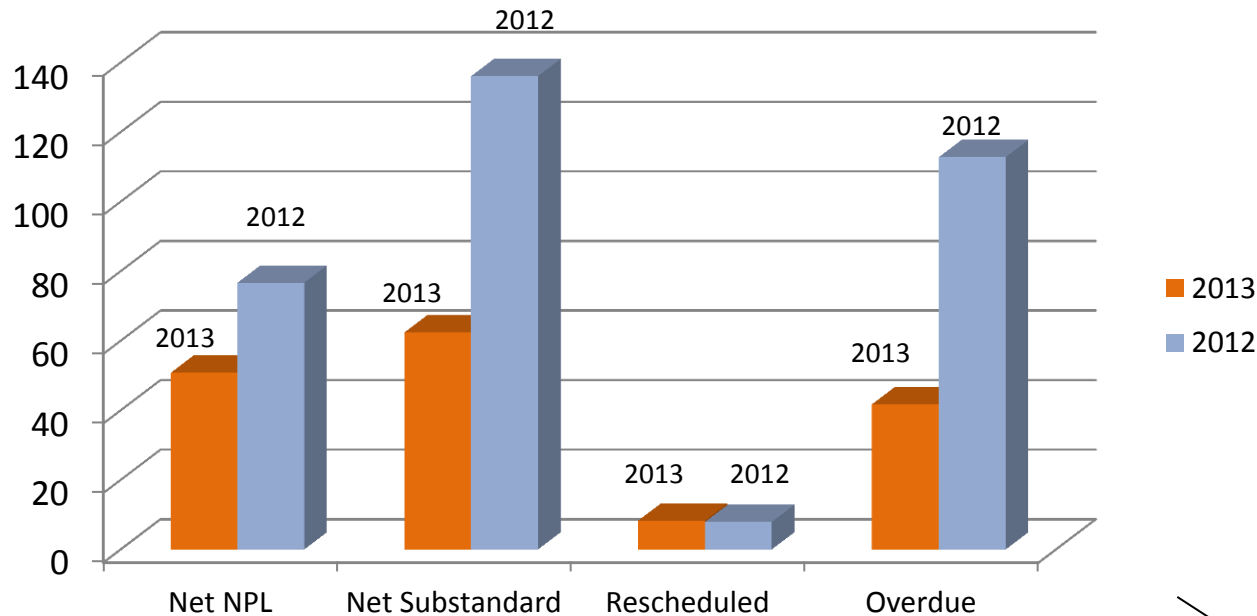


■ Financial assets ■ Due from clients
■ Due from banks ■ Other assets

CREDIT QUALITY

(Million Euro) % Change 2013 vs 2012

Loans to customers: 1.938,4



% Net NPLs / Total trade receivables loans
2,6% vs 4,3%

% Net Substandard / Total Loans
3,2% vs 7,7%

% Net Impaired assets / Total loans
8,4% vs 18,9%

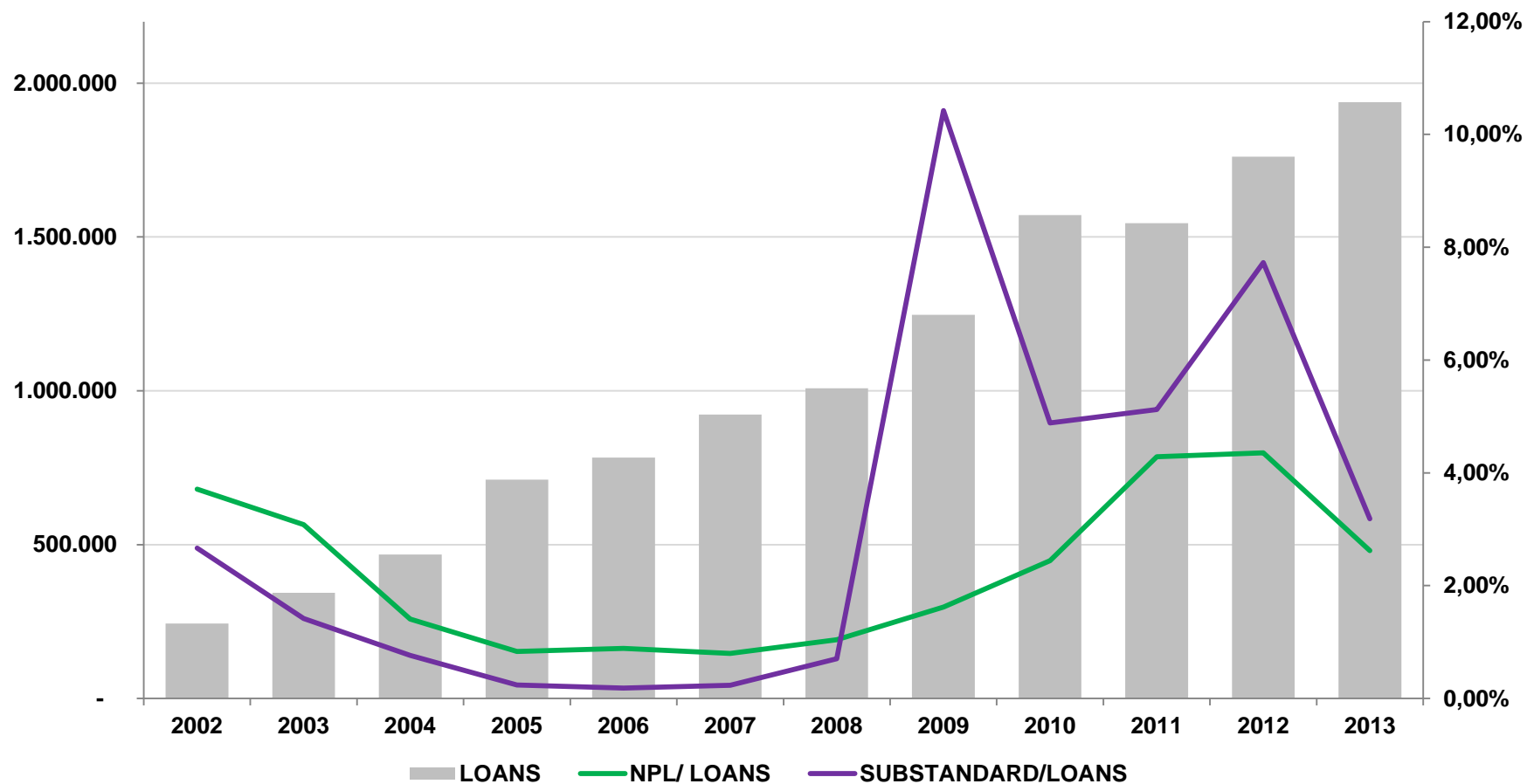
~~Consolidated~~

~~**% Net NPLs / Total trade receivables loan**
5,1% vs 5,0%~~

~~**% Net Substandard / Total Loans**
5,4% vs 8,9%~~

~~**% Net Impaired assets / Total loans**
12,7% vs 19,2%~~

Loans , NPLs, Substandard trends in Trade Receivables Segment



DEBT SECURITIES PORTFOLIO

(Million of Euro)

	up to 3 months	from over 3 months to 6 months	from over 6 months to 1 year	from over 1 year to 2 years	from over 2 to 5 years	Total
Total	998,7	1.232,6	1.311,2	1.979,4	2.835,9	8.357,9
% on total	11,9%	14,7%	15,7%	23,7%	34,0%	100,0%

Breakdown	31.12.2013	31.12.2012	% Change
AFS	2.515,8	1.961,6	28,3%
HTM	5.818,0	3.120,4	86,4%
Receivables due from banks -bonds	24,0	58,1	(58,7)%
Total	8.357,9	5.140,1	62,6%

BALANCE SHEET – FUNDING STRUCTURE

(Million Euro) % change 31.12.2013 vs 31.12.2012

rendimax & contomax

3.868,1

+27,0%

Wholesale funding

6.665,8

due to banks +1096,0%

Wholesale funding

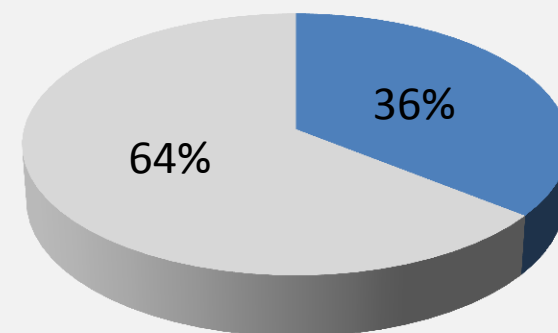
263,7 PCT

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

Total funds

10.844,1

+41,3%



■ retail ■ wholesale

BANCA IFIS GROUP: EQUITY BREAKDOWN

(Million of Euro)

EQUITY : CHANGES	
NET EQUITY AT 31.12.2012	309,0
Increases:	100,3
Profit for the period	84,8
Sale of treasury shares	4,7
Change valuation reserve:	10,8
- AFS asset	10,7
Decreases:	(29,0)
Dividends	(19,5)
Change valuation reserve:	(0,6)
- Currency changes	(0,6)
Purchase of treasury shares	(8,9)
NET EQUITY AT 31.12.2013	380,3