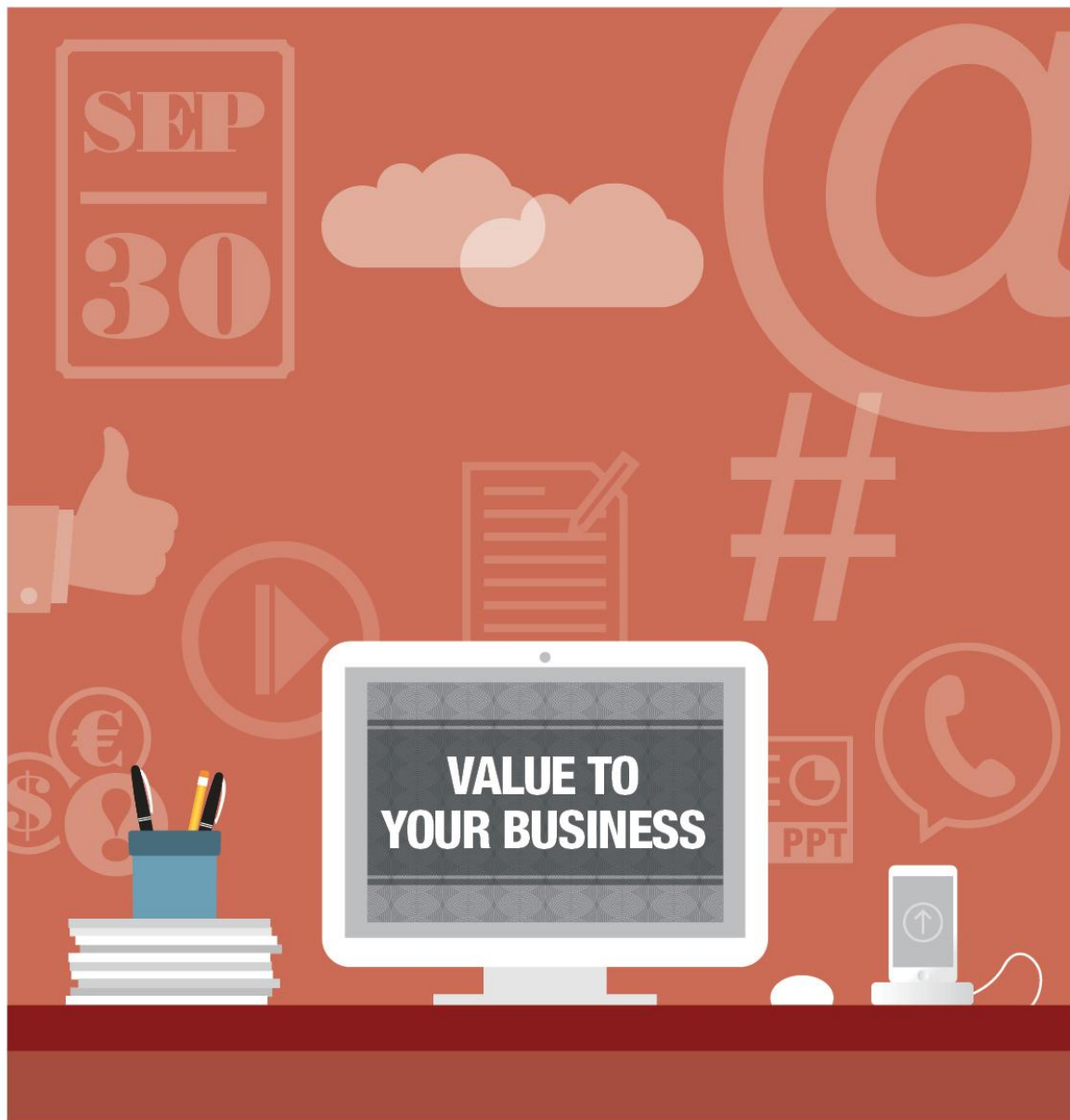


# NINE MONTHS RESULTS

---



---

*September 30<sup>th</sup>, 2014*

---

# HIGHLIGHTS

(million Euro)

Net profit	<b>74,2</b>	(67,1 at 9 months 2013)	<b>+10,5%</b>
Equity	<b>418,3</b>	(380,3 at 31/12/2013)	<b>+10,0%</b>
Funding	<b>7.950,1</b>	(10.844,1 at 31/12/2013)	<b>26,7%</b>
Loans	<b>2.588,0</b>	(2.296,9 at 31/12/2013)	<b>+12,7%</b>

<b>GROUP KPIs at 30/09/2014</b>	<b>2014</b>	<b>2013</b>
Credit quality cost	189 b.p.	333 b.p.
Cost/income ratio	33,1%	28,3%
Book value per share €	7,90	6,83

# NET BANKING INCOME

(million Euro)

# 210,8

(194,1 at 30/09/2013)

## +8,6%

% change 30/9 2014/2013

## Trade receivables sector

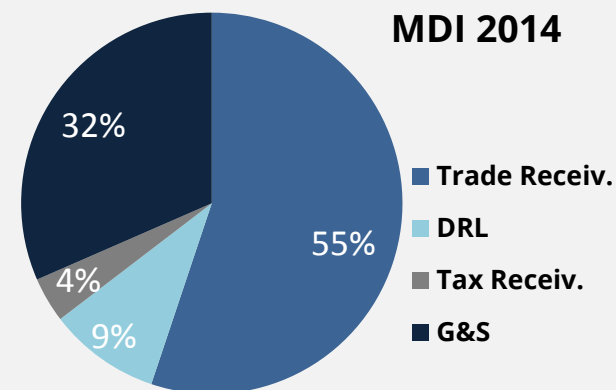
Clients **+14,2%** vs September 2013

Turnover **5,8 +48,6%**

Trade receivables KPIs	2014	2013
MDI/ Turnover	2,0%	2,3%
MDI/ Loans	8,6%	7,8%

9 months Data	Trade Receiv.	DRL	Tax Receiv.	G&S
2014	116,0	20,0	8,1	66,6
2013	90,7	19,4	7,6	76,5
<b>% Change</b>	<b>27,9%</b>	<b>3,3%</b>	<b>7,2%</b>	<b>-13,0%</b>

## Breakdown MDI 2014



# NET RESULT OF FINANCIAL OPERATIONS

(million Euro)

**181,1** (159,6 at 30/09/2013)  
**+13,5%** % change 30/09 **2014 / 2013**

9 months data	Trade receiv.	DRL	Tax receiv.	G&S
2014	86,0	20,3	8,3	66,6
2013	54,2	21,0	8,0	76,4
<b>% Change</b>	<b>58,8%</b>	<b>-3,4%</b>	<b>3,2%</b>	<b>-12,9%</b>

## Net provisions

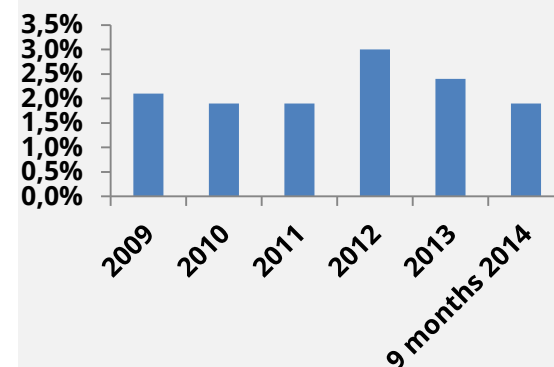
Equal to **29,7 vs 34,6**

in the first 2014 nine months

VS 2013

Group KPI	2014	2013
Credit quality cost	189 bp	333 bp

## Credit quality cost



# NET PROFIT

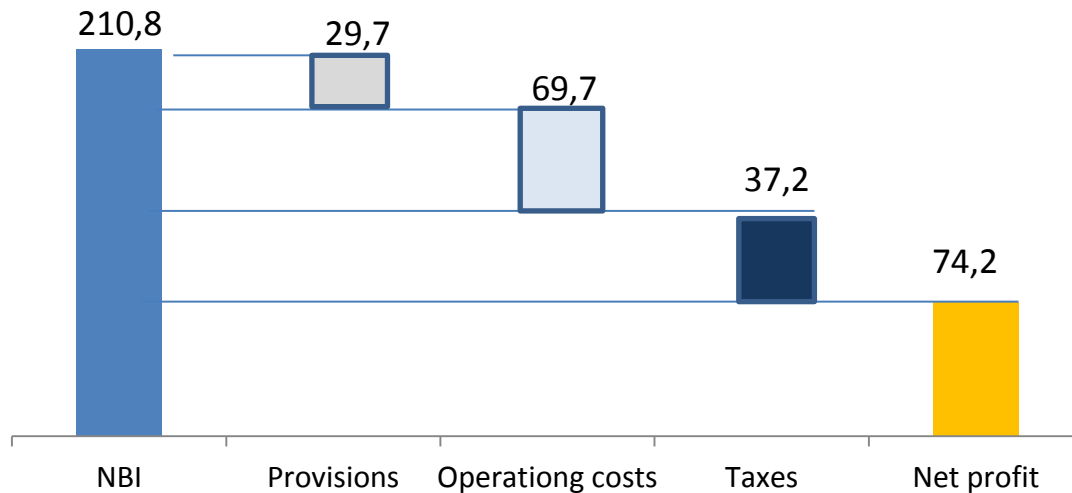
(million Euro)

# 74,2

(67,1 at 30.09.2013)

# +10,5%

% change 2014 / 2013



Group KPI	2014	2013
Credit quality cost	189 bp	333 bp
Cost/Income ratio	33,1%	28,3%
Tax Rate	33,4%	35,9%

# BALANCE SHEET – ASSET STRUCTURE

(million Euro) % change 30.09.2014 vs 31.12.2013

## Loans to customers

2.588,0 **+12,7%**

of which

2.143,3 CC  
166,8 DRL  
114,4 Tax rec.

## Other Financial Assets (AFS + HTM)

5.509,8 **-34,0%**

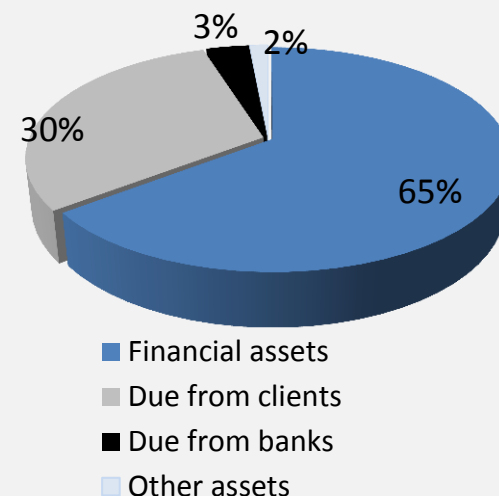
Portfolio of Italian government  
bonds  
5.507,9

## Due from banks

294,8 **-29,1%**

## Total assets

8.519,2

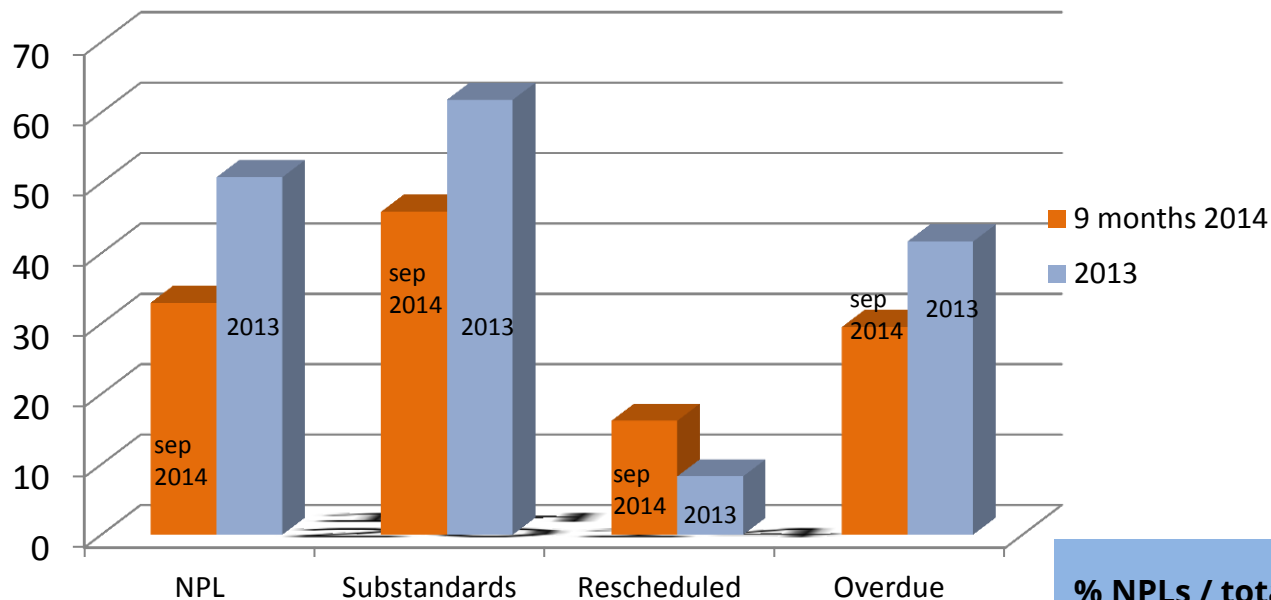


# CREDIT QUALITY

(million Euro) % change 30.09.2014 vs 31.12.2013

**Loans to customers: 2.143,3**

+10,6%



## NPL Coverage ratio

86,6% at 30/09 2014

Vs

78,4% at 12/2013

## % NPLs / total trade receivables

1,5% (30/09/14) vs 2,6% (31/12/2013)

## % Substandard / total trade receivables

2,1% (30/09/14) vs 3,2% (31/12/2013)

## % Impaired assets / Trade receivables

5,8% (30/09/14) vs 8,4% (31/12/2013)

# DEBT SECURITIES PORTFOLIO

(million Euro)

	up to 31.12.2014	from january to december 2015	from january To december 2016	from 2017 to 2018	Total
<b>Total</b>	<b>427,6</b>	<b>2.225,3</b>	<b>761,6</b>	<b>2.093,4</b>	<b>5.507,9</b>
<b>% on total</b>	<b>7,8%</b>	<b>40,4%</b>	<b>13,8%</b>	<b>38,0%</b>	<b>100,0%</b>

<b>Breakdown</b>	<b>30.09.2014</b>	<b>31.12.2013</b>	<b>% Change</b>
Available for sale financial assets	<b>401,9</b>	<b>2.515,8</b>	<b>-84,0%</b>
Held to maturity financial assets	<b>5.095,0</b>	<b>5.818,0</b>	<b>-12,4%</b>
Receivables due from banks - bonds	<b>11,0</b>	<b>24,1</b>	<b>-54,1%</b>
<b>Total</b>	<b>5.507,9</b>	<b>8.357,9</b>	<b>-34,1%</b>



# BALANCE SHEET – ASSET STRUCTURE

(million Euro) % change 30.09.2014 vs 31.12.2013

**rendimax and contomax**

**3.636,9**

**-6,0%**

**Wholesale funding**

**632,5**

**due to banks**

**-90,5%**

**Wholesale funding**

**3.607,0 PCT**

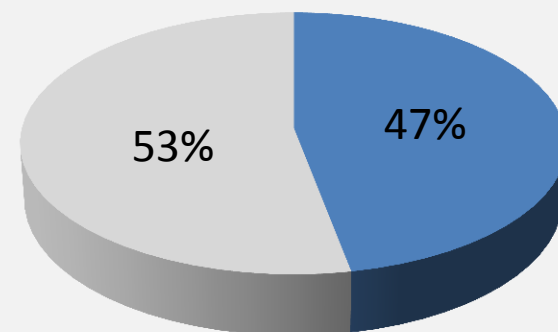
**+1.268,0%**

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

**Total funds  
and  
deposits**

**7.950,1**

**-26,7%**



■ retail ■ wholesale

# BANCA IFIS GROUP: EQUITY BREAKDOWN

(million Euro)

EQUITY: CHANGES		
Net equity at 31.12.2013		380,3
Increases:		77,1
Profit for the period		74,2
Sell of treasury shares		2,8
Other changes		0,1
Decreases:		-39,1
Valuation reserve		-8,9
- Exchange differences		-0,2
- Valuation reserve AFS		-8,7
Dividends		-30,2
Net equity at 30.09.2014		418,3

KPI DI GRUPPO	2014	2013
	30/09*	31/12
Common Equity Tier 1 Ratio (CET1)	14,57%	13,68%
Tier 1 Capital Ratio	14,66%	13,68%
Total Own Fund Capital Ratio	14,89%	13,48%

\*Data calculated on different company framework