

BANCA IFIS

2017 HALF YEARLY RESULTS

1H 2017

VALUE TO YOUR BUSINESS



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HIGHLIGHTS

(Million Euro)

Net profit	103,7	(39,1 at 30/06/2016)	+165,0%
Equity	1.283,3	(1.218,8 at 31/12/2016)	+5,3%
Funding	7.611,3	(7.037,7 at 31/12/2016)	+8,2%
Loans	6.084,1	(5.928,2 at 31/12/2016)	+2,6%

GROUP KPIs	30/06/2017	30/06/2016	
Cost of credit SMEs	-14 b.p.	*80 b.p	* 31/12/2016
EPS	1,94	0,74	
Book value/share €	24,02	10,59	



NET BANKING INCOME 2016 RESTATED by quarter (NBI)

(Million Euro)

Group's 2016 NBI recalculated with the **new Internal Transfer Rates (TIT)**. Due to external (market rates) and internal (composition and funding rates) changes, it has been necessary to revise and update the TIT calculation method.

	Trade receiv.	Corporate banking	Leasing	Area NPL	Tax receiv.	G & S	Total
1Q16	33,7			24,6	4,0	14,3	76,6
2Q16	34,3			33,8	3,7	2,5	74,3
3Q16	33,7			49,0	2,7	1,4	86,8
4Q16	46,8	3,0	-1,2	40,9	3,0	-4,2	88,3
Total	148,5	3,0	-1,2	148,3	13,4	14,0	326,0



MARGINS (NBI and NPFA*)

(Million Euro)

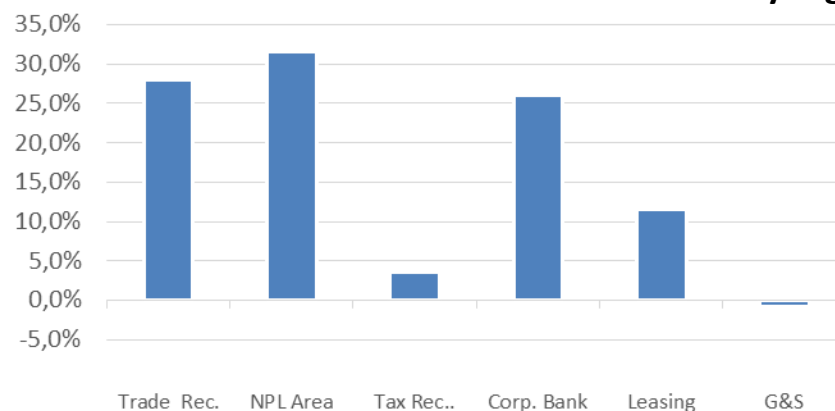
NBI: 250,0

(150,9 in 1H 2016) +65,7%

NPFA*: 268,5

(135,2 in 1H 2016) +98,7%

NBI 1H2017 Breakdown by segment



Data 1H	Trade receivables	Corporate banking	Leasing	Area NPL	Tax receiv.	G&S	
NBI 2017	70,1	65,1	29,0	79,0	8,8	-2,0	250,0
NBI 2016	68,0	na	na	58,4	7,7	16,8	150,9
% Change	3,2%	na	na	35,2%	14,2%	-111,8%	65,7%
NPFA 2017	58,5	96,9	27,9	79,0	8,6	-2,4	268,5
NPFA 2016	56,4	na	na	58,4	7,5	12,8	135,2
% Change	3,7%	na	na	35,2%	15,1%	-118,9%	+98,7%

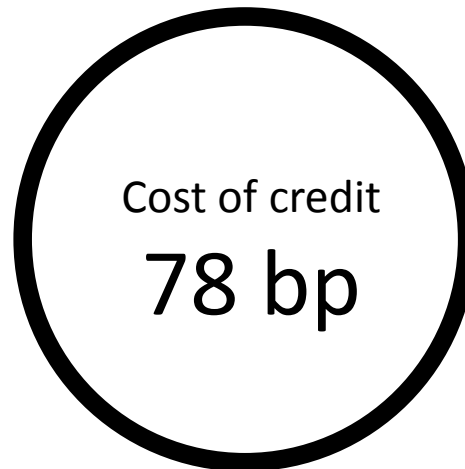
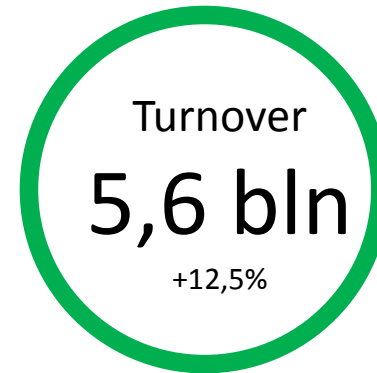
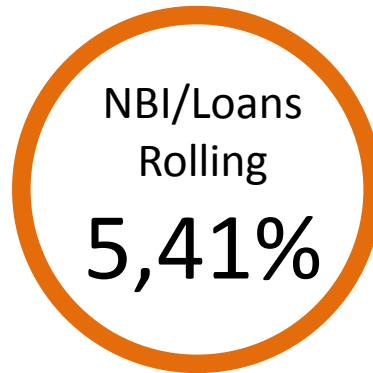


Data 2016 recalculated with the **new Internal Transfer Rates**

*NPFA= Net Profit from Financial Activities

INSIGHT ON TRADE RECEIVABLES SEGMENT

1H17 data



INSIGHT ON CORPORATE BANKING SEGMENT

1H17 data

New Loans
212,4 mln

Reversal PPA
59,7 mln

Loans
972,5 mln
+7,4%

NPL/Loan
Coverage
93%

Cost of credit
-329 bp

Positive due to release
of previous provision
and reversal of PPA

Provisions
31,8
Positive



INSIGHT ON LEASING SEGMENT

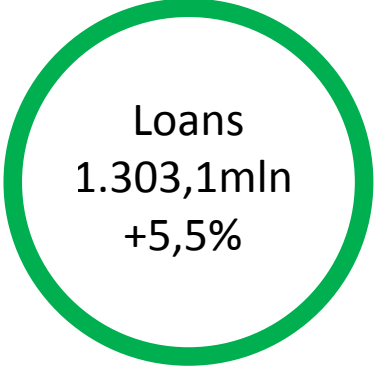
1H17 data



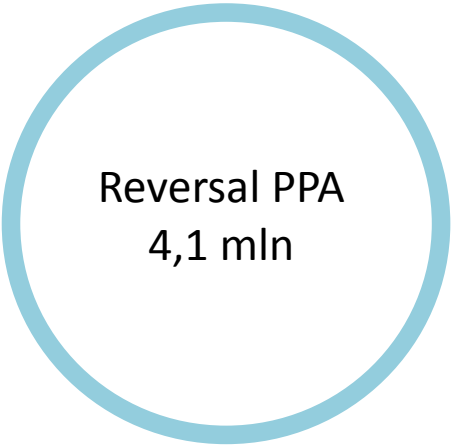
Clients
72.496



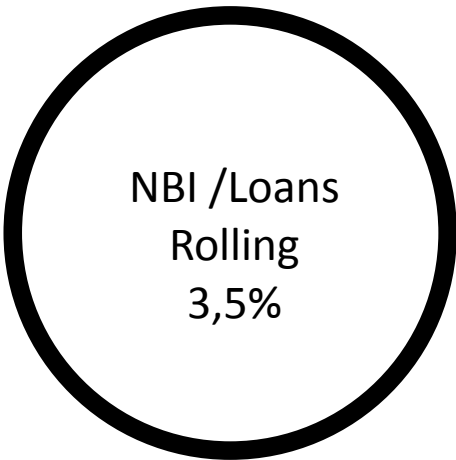
Market share
3,6%



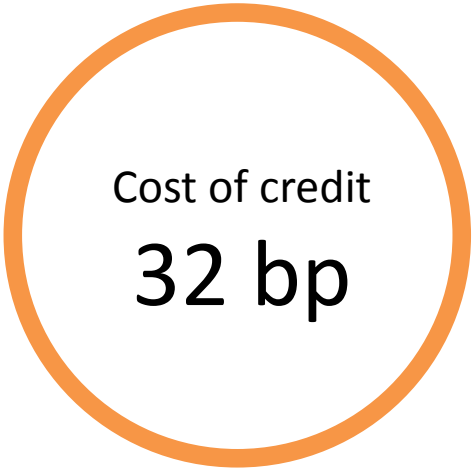
Loans
1.303,1mln
+5,5%



Reversal PPA
4,1 mln



NBI /Loans
Rolling
3,5%



Cost of credit
32 bp



INSIGHT ON NPL AREA


1H17 data

	Collection	NPL Gross Portfolio	Book Value	Book Value/NPL Portfolio
Internal and External Recovery Department	Non Judicial Payment Plans	629 mln	125 mln	20%
Legal Recovery Department	Order of Assignment Wage	237 mln	83 mln	35%
	Judicial ongoing workout	2.012 mln	242 mln	12%
Processed at least one time		5.908 mln	132 mln	2%
Waiting for the workout		2.238 mln	120 mln	5%
		11.0 bln	701 mln	




INSIGHT ON AREA NPL

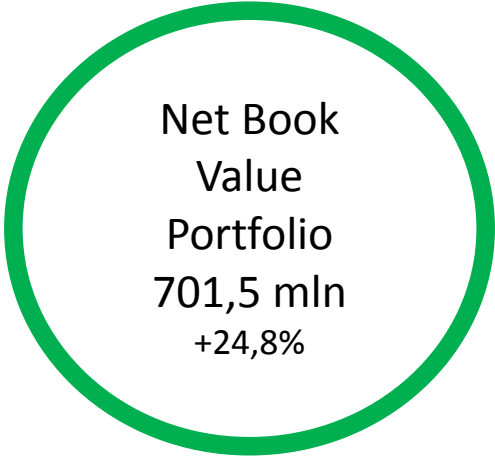
1H17 data



New portfolio
acquisition
2,3 bln



Gross Book Value
Portfolio
11,0 bln




Net Book
Value
Portfolio
701,5 mln
+24,8%




INSIGHT ON TAX RECEIVABLES


1H17 data



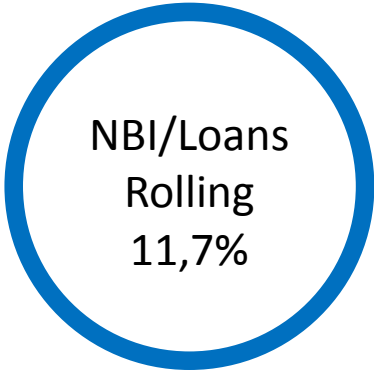
New portfolio
acquisition
32,4 mln



Net Book Value
Portfolio
133,8 mln
+7,3%



Cash-in
33,0 mln



NBI/Loans
Rolling
11,7%

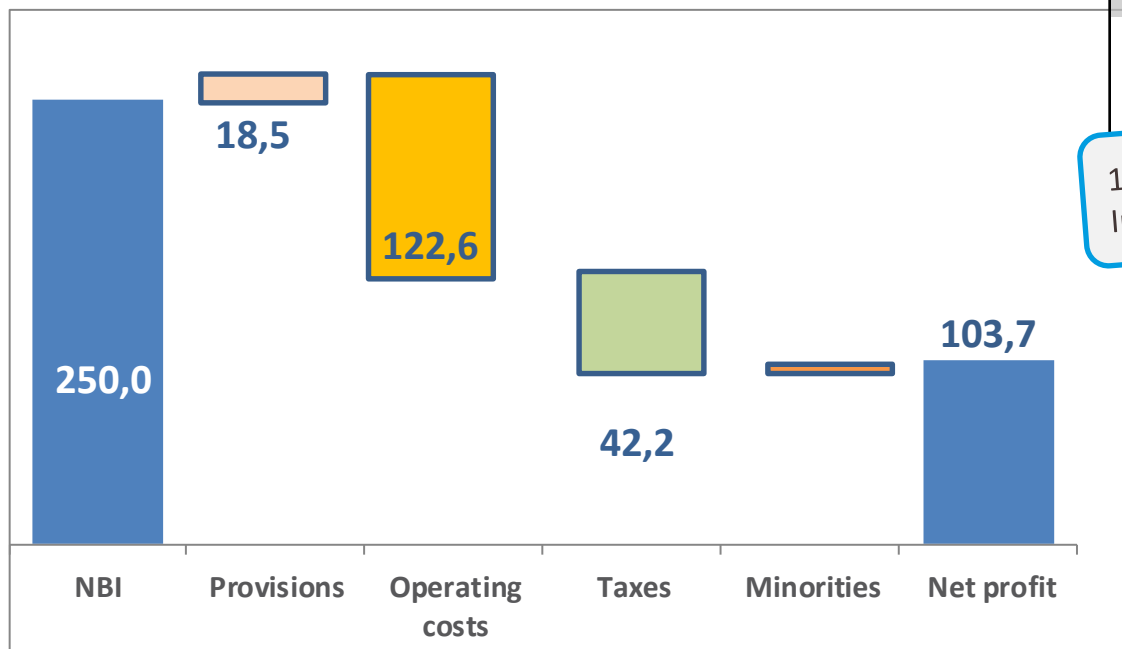


NET PROFIT

(Million Euro): 1H17 data

103,7
+165,0%

(39,1 in 1H 2016)



Personnel	1H 2017	1H 2016	% Change
	49,5	27,6	+79,3%

16,6 ex GE Capital Interbanca

Other expenses	1H 2017	1H 2016	% Change
	69,9	46,5	50,3%

14,7 ex GE Capital Interbanca

	1H 2017	1H 2016
Cost/Income	49,0%	50,9%
Tax rate	28,9%	33,0%

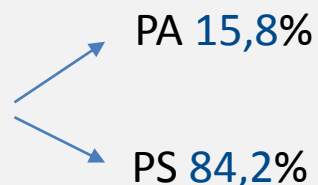


BALANCE SHEET – ASSET STRUCTURE

(Million Euro) % change 30.06.2017 vs 31.12.2016

Loans to customers

6.084,1 +2,6%



of which:

- 2.970,3 Trade receiv.
- 972,5 Corp. Banking
- 1.303,1 Leasing
- 701,5 Area NPL
- 133,8 Tax receiv.
- 2,9 G&S

AFS

639,1 +70,8%

Portfolio of Italian Government bonds : 353,2
Portfolio of Italian Bonds with government warranty: 263,9

Due from banks

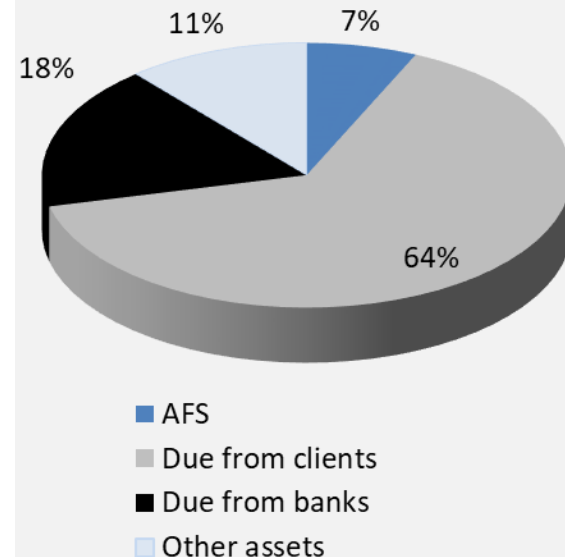
1.667,5 +19,7%

Other Assets

1.053,4 +5,0%

Fiscal Assets 545,7 of which:
Current tax assets: 81,6
DTA : 464,1

Total assets 9.444,1



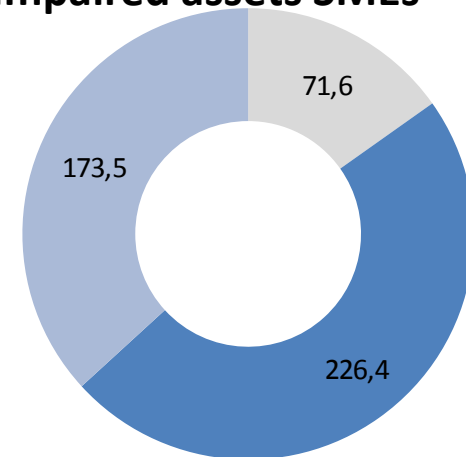
CREDIT QUALITY: SMEs LENDING

(Million Euro) % DATA 1H17

Loans to customers : 6.084,1 +2,6%

1H2017	Trade Receivables	Corporate Banking	Leasing	Total SMEs Lending
Net NPL	35,1	29,9	6,6	71,6
% Net NPL/Loans	1,2%	3,1%	0,5%	1,4%
% Net NPL/ Equity	2,7%	2,3%	0,5%	5,6%
% Net Impaired assets/Loans	8,2%	19,5%	2,9%	9,0%
NPL COVERAGE	87,7%	93,0%	89,2%	90,7%
Total Coverage of Impaired Assets	54,1%	73,1%	71,3%	65,5%

Impaired assets SMEs



■ NPL ■ Unlikely to pay ■ Past-due exposures



BALANCE SHEET – LIABILITIES STRUCTURE

(Million Euro) % change 30.06.2017 vs 31.12.2016

rendimax + contomax+ corporate time depo

5.070,6 +9,7%

967,3 Due to banks

700,3 TLTRO n.a.

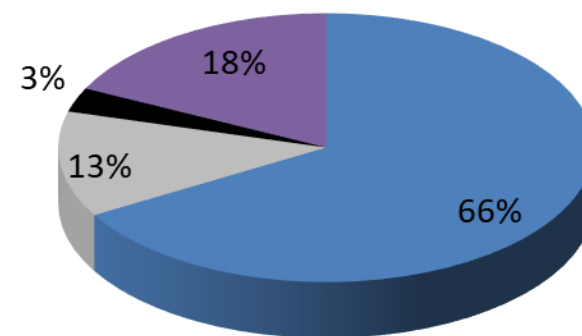
Debt Securities

1.352,4 -9,1%

382,9 Bonds
0,6 Certificates of deposit
968,9 Securitization

Total funding

7.611,3 +8,2%



■ Deposits ■ Due to banks
■ Other liabilities ■ Debt securities



(Million Euro)

EQUITY: CHANGES	
Net equity at 31.12.2016	1.218,8
Increases	108,3
Profit for the period	103,7
Change of AFS reserve	2,8
Other	1,8
Minorities	0,0
Decreases	43,8
Dividends	43,8
Net equity at 30.06.2017	1.283,3

Banca IFIS Group only KPIs	2017	2016
	30/06	31/12
Common Equity Tier 1 Ratio (CET1)	16,38%	15,71%
Tier 1 Capital Ratio	16,38%	15,71%
Total Own Fund Capital Ratio	16,38%	15,71%



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