

BANCA **IFIS**

3Q 2017 FINACIAL RESULTS

3Q 2017

VALUE TO YOUR BUSINESS

BANCA IFIS



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HIGHLIGHTS

(Million Euro)

Net profit	149,1	(66,3 at 30/09/2016)	+125%
Equity	1.338,7	(1.228,6 at 01/01/2017*)	+9,0%
Funding	7.526,8	(7.037,7 at 31/12/2016)	+6,9%
Loans	5.961,3	(5.928,2 at 31/12/2016)	+0,6%

GROUP KPIs	30/09/2017	30/09/2016	
Cost of credit SMEs	-19 b.p.	+80** b.p	** 31/12/2016
EPS	2,79	1,25	
Book value/share €	25,06	11,05	



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)

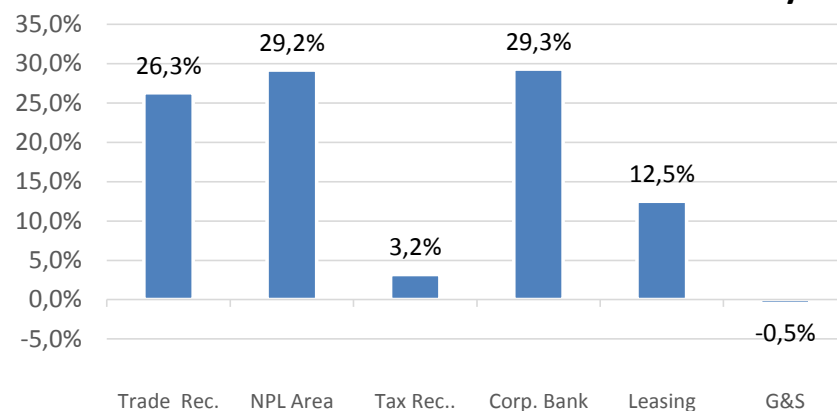
NBI: 371,3

(in 237,7 9M 2016) +56,2%

NPFA*: 391,7

(218,2 in 9M 2016) +79,5%

NBI 9M 2017 Breakdown by segment



Data 9M	Trade receivables	Corporate banking	Leasing	Area NPL	Tax receiv.	G&S	
NBI 2017	97,6	108,8	46,5	108,4	12,0	-2,0	371,3
NBI 2016	101,7	na	na	107,4	10,4	18,2	237,7
% Change	-4,0%	na	na	0,9%	16,2%	-110,9%	56,2%
NPFA 2017	83,4	147,7	42,5	108,4	11,8	-2,1	391,7
NPFA 2016	86,5	na	na	107,4	10,1	14,2	218,2
% Change	-3,5%	na	na	0,9%	17,2%	-114,9%	+79,5%

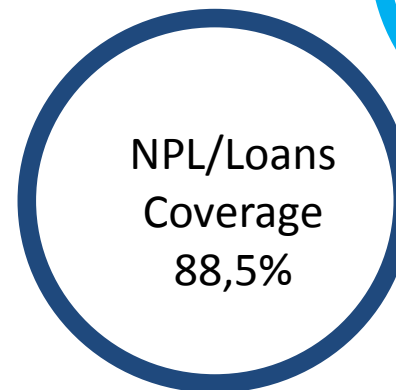
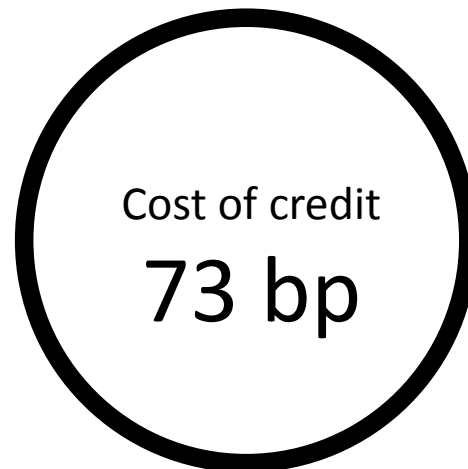
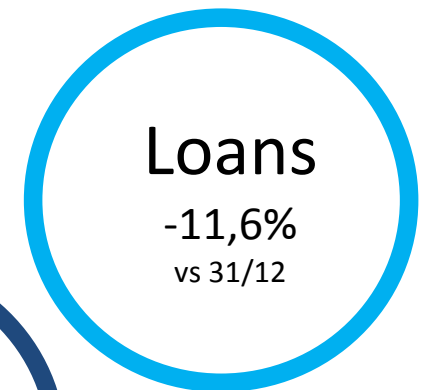
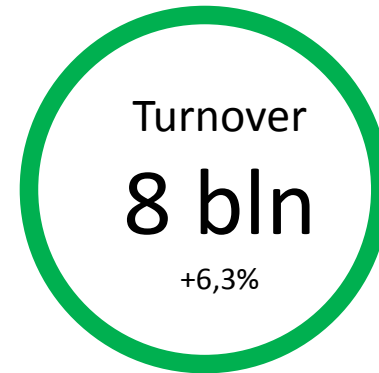
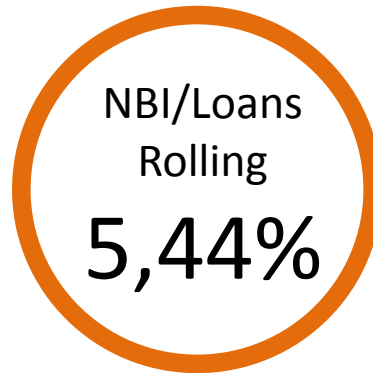
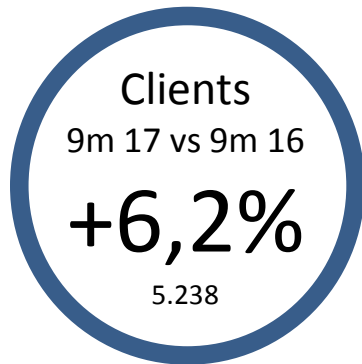


Data 2016 recalculated with the **new Internal Transfer Rates**

*NPFA= Net Profit from Financial Activities

INSIGHT ON TRADE RECEIVABLES SEGMENT

9M17 data



INSIGHT ON CORPORATE BANKING SEGMENT

9M17 data

New Loans
327,7 mln

Reversal PPA
79,0 mln

Loans
1.011,5 mln
+11,7%

NPL/Loans
Coverage
91,8%

Cost of credit
-273 bp
Positive due to release
of previous provision
and reversal of PPA

Provisions
39,0
Positive



INSIGHT ON LEASING SEGMENT

9M17 data

Clients
71.658

Market share
3,6%

Loans
1.323,5 mln
+7,1%

Reversal PPA
7,9 mln

NBI /Loans
Rolling
4,0%

Cost of credit
48 bp



INSIGHT ON NPL AREA


9M17 data

	Collection	NPL Gross Portfolio	Book Value	Book Value/NPL Portfolio
Internal and External Recovery Department	Non Judicial Payment Plans	572 mln	112 mln	20%
	Order of Assignment Wage	270 mln	95 mln	35%
Legal Recovery Department	Judicial ongoing workout	2.091 mln	254 mln	12%
	Processed at least one time	6.042 mln	133 mln	2%
Waiting for the workout		3.560 mln	122 mln	3%
		12,5 bln	716 mln	




INSIGHT ON AREA NPL


9M17 data



New portfolio
acquisition
4,0 bln



Gross Book Value
Portfolio
12,5 bln




Net Book
Value
Portfolio
715,9 mln
+27,4%




INSIGHT ON TAX RECEIVABLES


9M17 data



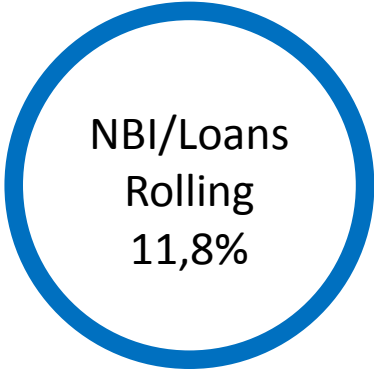
New portfolio
acquisition
40,7 mln



Net Book Value
Portfolio
132,3 mln
+6,1%



Cash-in
50,4 mln



NBI/Loans
Rolling
11,8%

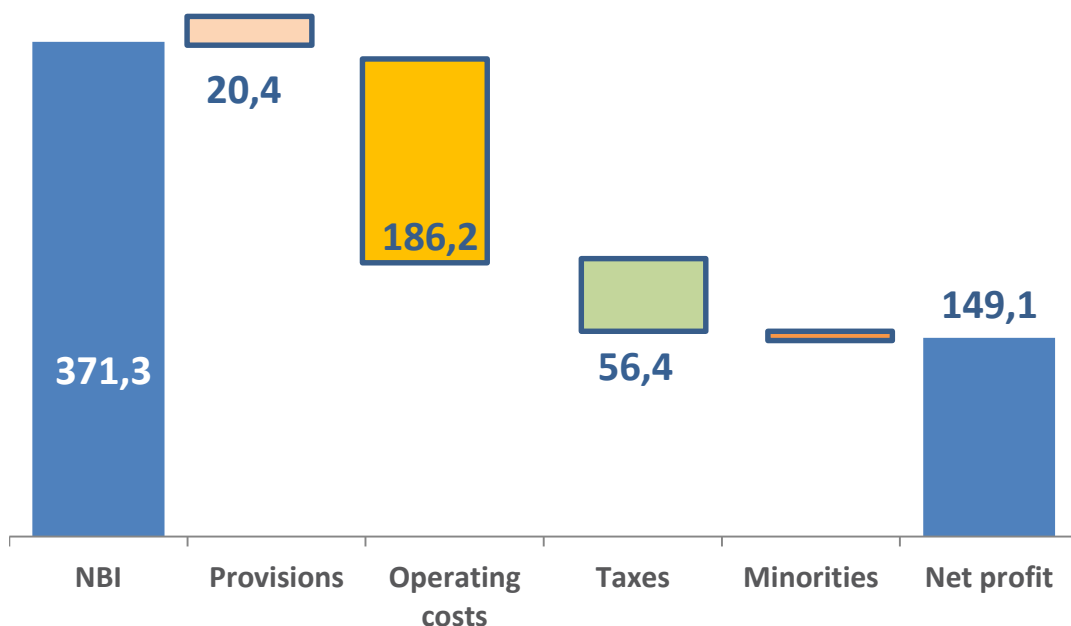


NET PROFIT

(Million Euro): 9m 17 data

149,1
+125,0%

(66,3 in 9M 2016)



Personnel	9m 2017	9m 2016	% Change
	73,8	41,9	+76,0%

22,7 ex GE Capital Interbanca*

Other expenses	9m 2017	9m 2016	% Change
	104,1	70,5	+47,7%

19,2 ex GE Capital Interbanca*

	9m 2017	9m 2016
Cost/Income	50,1%	49,9%
Tax rate	27,4%	33,4%

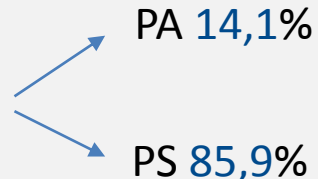


BALANCE SHEET – ASSET STRUCTURE

(Million Euro) % change 30.09.2017 vs 31.12.2016

Loans to customers

5.961,3 +0,6%



of which:

- 2.732,8 Trade receiv.
- 1.011,5 Corp. Banking
- 1.323,5 Leasing
- 715,9 Area NPL
- 132,3 Tax receiv.
- 45,2 G&S

AFS + HFT

516,9 +22,6%

Portfolio of Italian Government bonds : 194,7
Portfolio of Italian Bonds with government warranty: 265,3

Due from banks

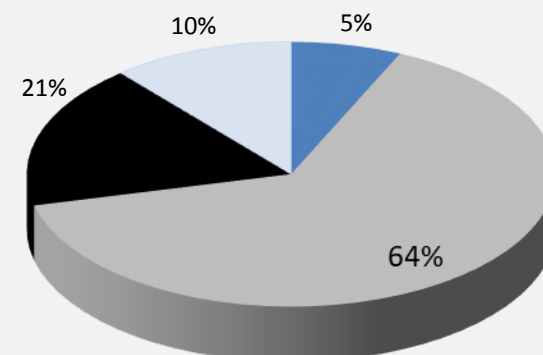
1.949,6 +39,9%

Other Assets

950,9 -1,5%

Fiscal Assets 510,4 of which:
Current tax assets: 79,5
DTA : 430,8

Total assets
9.378,8



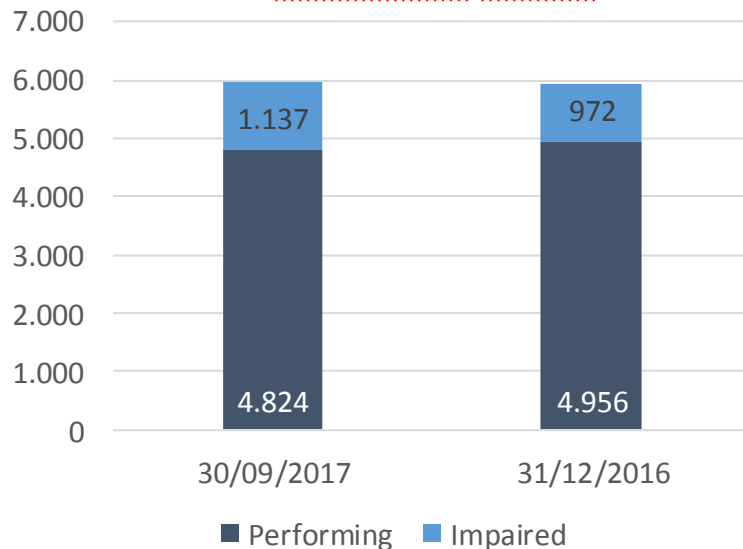
- AFS + HFT
- Due from clients
- Due from banks
- Other assets



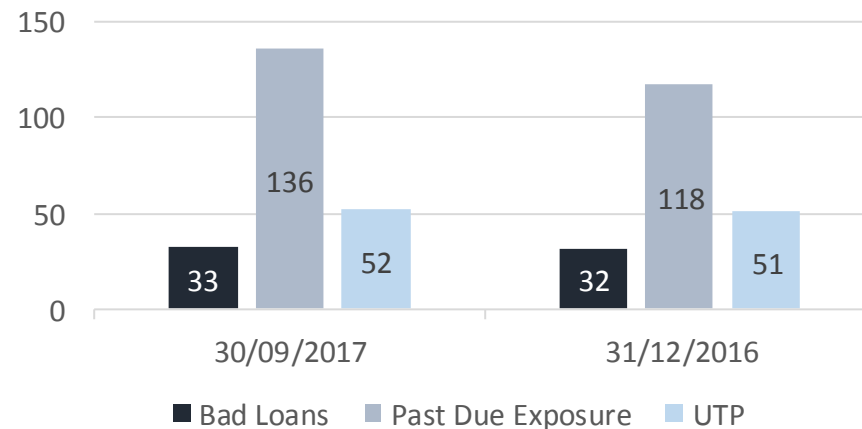
ASSET QUALITY & NPE TREND

(Million Euro)

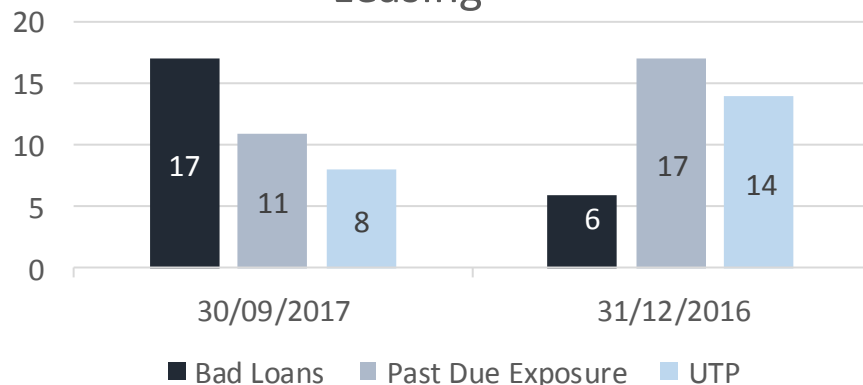
Net Customer Loans



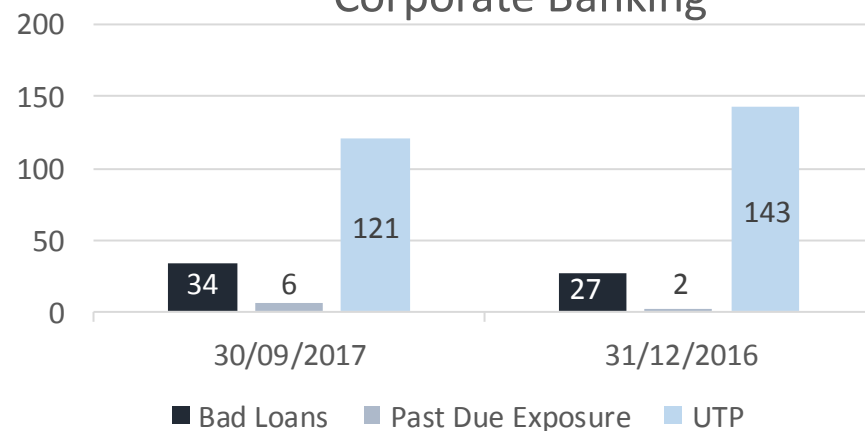
Trade Receivables



Leasing



Corporate Banking



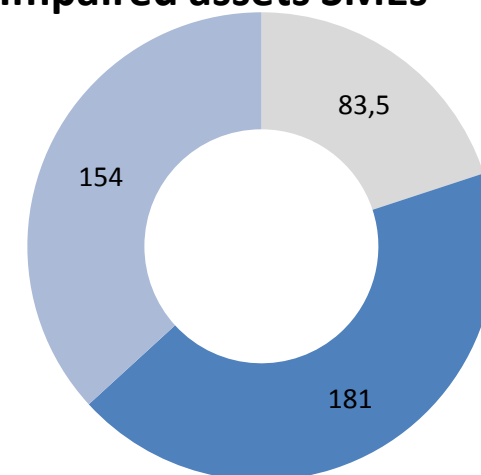
CREDIT QUALITY: SMEs LENDING

(Million Euro) % 9M17 data

Loans to customers : 5.067,9 -3,2%

9M2017	Trade Receivables	Corporate Banking	Leasing	Total SMEs Lending
Net NPL	33,0	33,8	16,6	83,5
% Net NPL/Loans	1,2%	3,3%	1,3%	1,6%
% NPE/Loans	8,1%	15,9%	2,7%	8,3%
NPL COVERAGE	88,5%	91,8%	79,1%	89,3%
NPE COVERAGE	56,6%	74,9%	71,9%	67,4%

Impaired assets SMEs



■ NPL
 ■ Unlikely to pay
 ■ Past-due exposures



BALANCE SHEET – LIABILITIES STRUCTURE

(Million Euro) % change 30.09.2017 vs 31.12.2016

rendimax + contomax+ corporate time depo

5.155,3 +11,6%

Due to banks

965,2 +91,5%

700,3 TLTRO n.a.

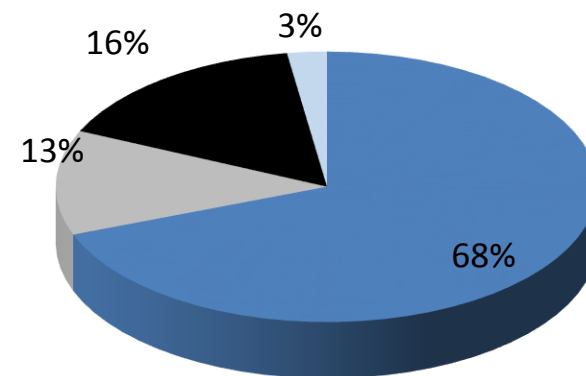
Debt Securities

1.224,0 -17,8%

385,4 Bonds
0,6 Certificates of deposit
838,0 Securitization

Total funding

7.526,8 +6,9%



- Deposits
- Due to banks
- Debt securities
- Other



(Million Euro)

EQUITY: CHANGES	
Net equity at 31.12.2016	1.218,8
Difference on the acquisition price of Interbanca Group	9,8
Increases	153,9
Profit for the period	149,1
Change of AFS reserve	4,5
Other	0,3
Minorities	0,0
Decreases	43,8
Dividends	43,8
Net equity at 30.09.2017	1.338,7

Banca IFIS Group only KPIs	2017		2016
	30/09		31/12
Common Equity Tier 1 Ratio (CET1)	17,14%		15,71%
Tier 1 Capital Ratio (T1)	17,14%		15,71%
Total Own Fund Capital Ratio	17,14%		15,71%



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