



NINE MONTHS RESULTS
BANCA IFIS
2015



HIGHLIGHTS

(Million Euro)

Net profit	148,8	(74,2 at 30/09/2014)	+100,6%
Equity	557,0	(437,8 at 31/12/2014)	+27,2%
Funding	6.438,4	(7.742,4 at 31/12/2014)	-16,8%
Loans	3.176,2	(2.814,3 at 31/12/2014)	+12,9%

GROUP KPIs at 30/09/2015	2015	2014
Credit quality cost trade receivables	79 b.p.	231 b.p.
Book value/share €	10,50	7,90

NET BANKING INCOME (NBI)

(Million Euro)

327,1 (210,8 at 9 months 2014)

+55,2% % change 9 months 2015/2014

9 months data	Trade receiv.	DRL	Tax receiv.	G&S
2015	118,9	29,8	11,5	166,8
2014	116,0	20,0	8,1	66,6
% Change	2,5%	49,0%	41,5%	150,6%

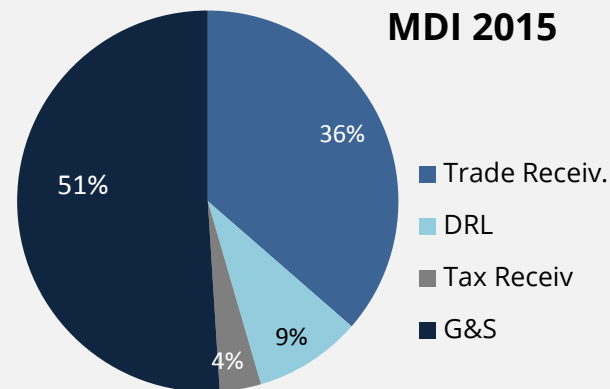
Trade receivables sector

Clients **+5%** vs September 2014

Turnover **7,3 bln +25,1%**

Trade receivables KPIs	2015	2014
NBI/ Turnover	1,6%	2,0%
NBI/ Loans	4,5%	4,7%

Breakdown MDI 2015



NET RESULT OF FINANCIAL OPERATIONS

(Million Euro)

305,0 (181,1 at 9 months 2014)

+68,4% % change 9 months 2015/2014

9 months data	Trade receiv.	DRL	Tax receiv.	G&S
2015	104,2	30,9	11,4	158,6
2014	86,0	20,3	8,3	66,6
<i>% Change</i>	21,1%	52,2%	37,9%	138,2%

9 months 2015 Net Provisions trade receivable sector

Equal to 14,8 vs 30,0 mln in first nine months 2014

Group KPI	9 months 2015	9 months 2014
Cost of credit quality trade receivables	79 b.p.	231 b.p.

Total Provisions 9 months 2015

22,1 vs 29,7 in 9 months 2014

NET PROFIT

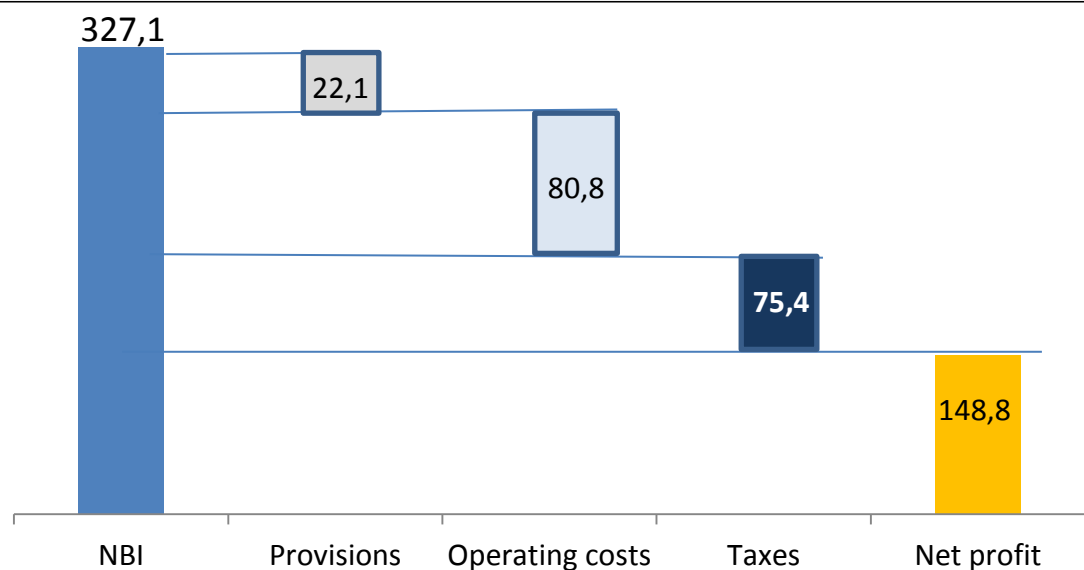
(Million Euro)

148,8

(74,2 at 9 months 2014)

+100,6%

% change 2015/2014



Group KPIs 9 months data	2015	2014
Normalized Cost income ratio	39,8%	33,1%
Cost Income	24,7%	33,1%
Tax rate	33,6%	33,4%

BALANCE SHEET – ASSET STRUCTURE

(Million Euro) % change 30/09/2015 vs 31/12/2014

Loans to customers

3.176,2 +12,9%

of which:

2.658,7 trade receiv.
261,9 DRL
113,9 tax receiv.
141,7 g&s

Other Financial Assets (AFS+HTM)

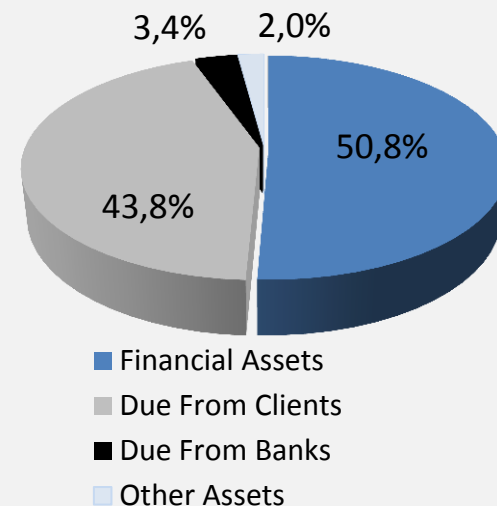
3.677,9 -27,5%

Portfolio of Italian bonds
3,7 bln

Due from banks

247,0 -10,1%

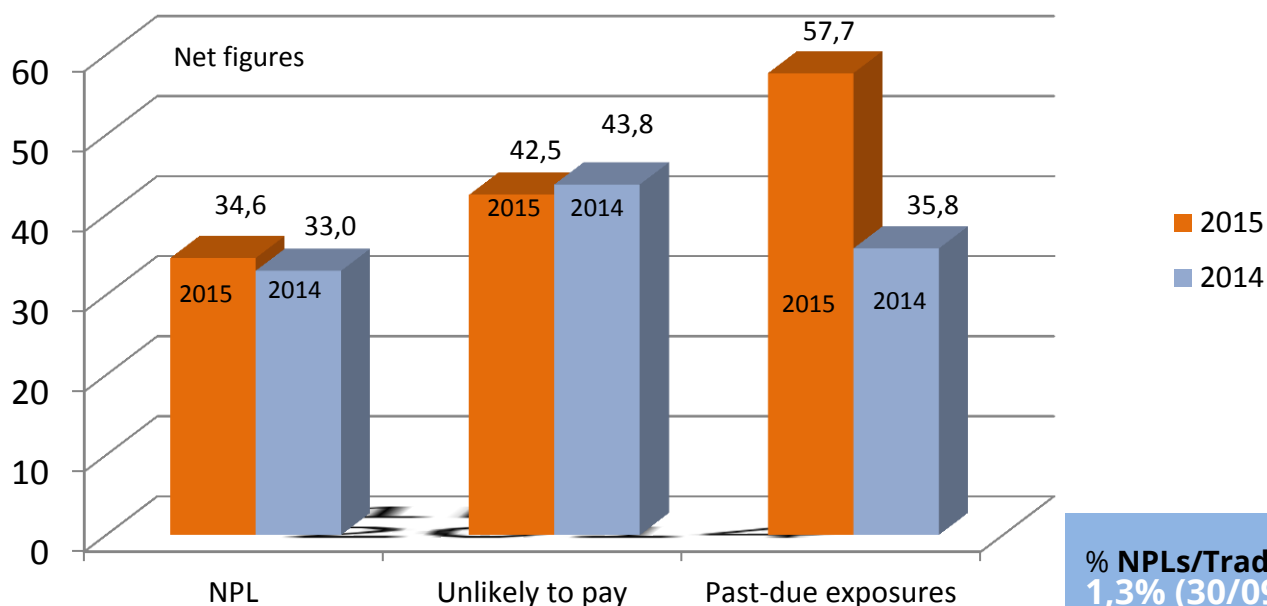
**Total
assets
7.244,7**



CREDIT QUALITY

(Million Euro) % change 30/09/2015 vs 31/12/2014

Loans to customers: 2.658,7 +8,3%



NPL Coverage ratio

86,7% September 2015

VS

86,4% December 2014

% NPLs/Trade receivables

1,3% (30/09/2015) vs 1,3% (31/12/2014)

% NPLs/Equity

24,2% (30/09/2015) vs 25,7% (31/12/2014)

% Impaired assets/ Trade receivables

5,1% (30/09/2015) vs 4,6% (31/12/2014)

BALANCE SHEET – ASSET STRUCTURE

(Million Euro) % change 30/09/2015 vs 31/12/2014

rendimax and contomax

2.947,4 -11,1%

Wholesale funding

537,9 due from banks -76,2%

Wholesale funding

2.840,5 PCT +36,4%

Total funds
and
deposits

6.438,4 -16,8%

GOVERNMENT BONDS PORTFOLIO at **September 30**

(Million Euro) Nominal Value

	By December 2015	from January to December 2016	from January To December 2017	from January to December 2018	from January to December 2019	from January to December 2020	Total
Total amount	713,0	735,5	0	1.280,0	650,0	190,0	3.568,5
% on total amount	20,0%	20,6%	0%	35,9%	18,2%	5,3%	100%

BANCA IFIS GROUP: EQUITY BREAKDOWN

(Million Euro)

Equity Changes	
Equity 31/12/2014	437,8
Increase:	154,2
Profit of the period	148,8
Sale of treasury shares	2,6
Valuation reserve	2,8
Decrease:	35,0
Dividend distributed	35,0
Equity 30/09/2015	557,0

Group KPIs	2015	2014
	30/09/15	31/12/14
Common Equity Tier 1 Ratio (CET1)	15,34%	13,89%
Tier 1 Capital Ratio	15,63%	13,98%
Total Own Fund Capital Ratio	16,02%	14,21%