

BANCA IFIS

MAY 2017

PRESENTATION
1Q 2017
FINANCIAL RESULTS

VALUE TO YOUR BUSINESS

#RESULTS
1Q17



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HIGHLIGHTS

(Million Euro)

Net profit	32,7	(22,0 at 31/03/2016)	+48,3%
Equity	1.253,6	(1.218 at 31/12/2016)	+2,9%
Funding	7.207,4	(7.037,7 at 31/12/2016)	+2,4%
Loans	5.837,9	(5.928,2 at 31/12/2016)	-1,5%

GROUP KPIs	1Q2017	1Q2016
Cost of credit SMEs	48 b.p.	87 b.p.
EPS	0,61	0,42
Book value/share €	23,46	10,37



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	14,4	76,7
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*	2,9	-1,2	40,9	3,0	-4,2	88,2
Total	148,5	2,9**	-1,2**	148,3	13,4	14,1	326,0



MARGINS (NBI and NPFA)

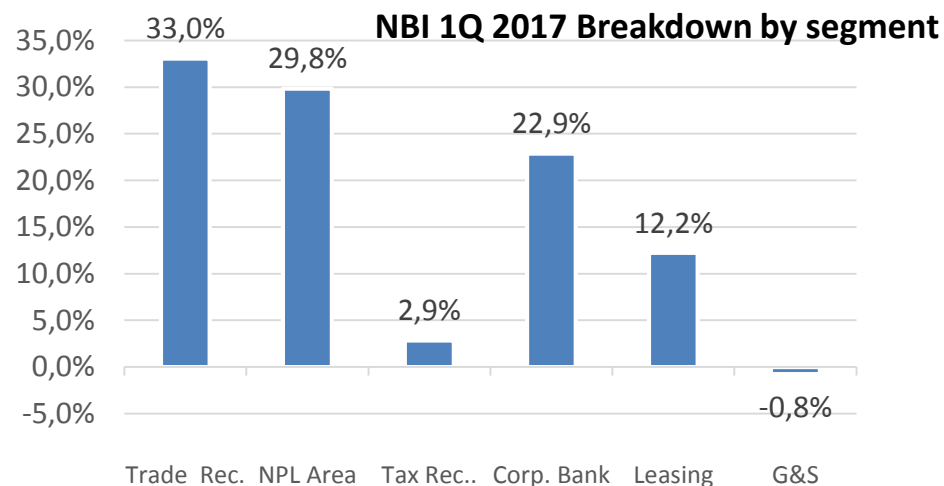
(Million Euro)

NBI: 102,3

(76,7 in 1Q 2016) +33,5%

NPFA*: 102,1

(68,3 in 1Q 2016) +49,4%



Data	Trade receivables	Corporate banking	Leasing	Area NPL	Tax receiv.	G&S	
NBI 2017	33,8	23,4	12,5	30,5	2,9	-0,8	102,3
NBI 2016	33,7	na	na	24,6	4,0	14,4	76,7
% Change	0,4%	na	na	24,0%	-26,9%	-111,0%	33,5%
NPFA 2017	29,4	27,8	12,4	30,5	2,8	-0,8	102,1
NPFA 2016	28,3	na	na	24,6	4,0	11,4	68,3
% Change	3,7%	na	na	24,0%	-28,7%	-107,4%	+49,4%

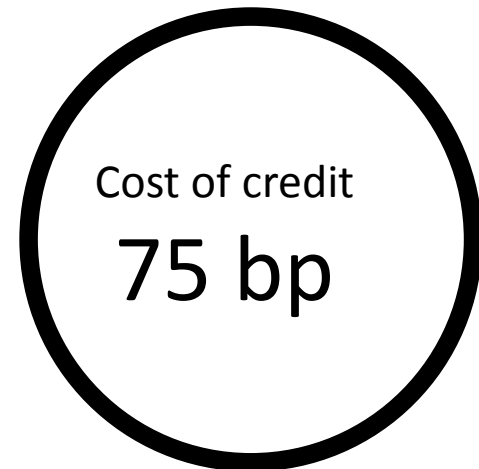
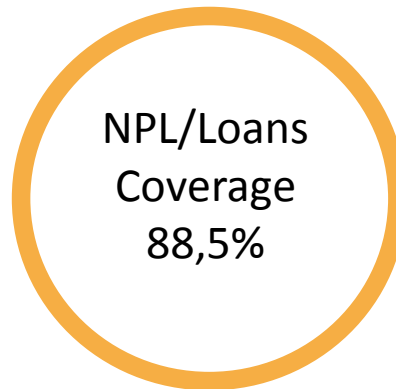
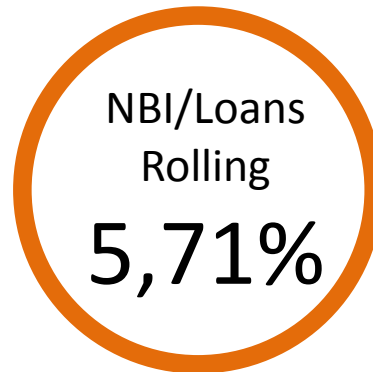


Data 2016 recalculated with the **new Internal Transfer Rates**

*NPFA= Net Profit from Financial Activities

INSIGHT ON TRADE RECEIVABLES SEGMENT

1Q data



INSIGHT ON CORPORATE BANKING SEGMENT

1Q data

New Loans
116,5 mln

Loans
963,8 mln
+6,4%

Reversal PPA
22,7 mln

NPL/Loans
Coverage
94%

Cost of credit
-88 bp
Positive due
to revershal of PPA



INSIGHT ON LEASING SEGMENT

1Q data

Clients
72.899

Market share
3,9%

Loans
1.258,5 bln
+1,8%

Reversal PPA
2,7 mln

NBI /Loans
Rolling
3,18%

Cost of credit
45 bp



INSIGHT ON NPL AREA

1Q data

	Collection	NPL Gross Portfolio	Book Value	Book Value/NPL Portfolio
Internal and External Recovery Department	Non Judicial Payment Plans	586 mln	114 mln	19%
Legal Recovery Department	Order of Assignment	187 mln	63 mln	34%
	Judicial ongoing workout	1.739 mln	197 mln	11%
Assigned at least one time		5.543 mln	123 mln	2%
Waiting for the workout		2.390 mln	134 mln	6%
		10.4bln	631 mln	




INSIGHT ON AREA NPL


1Q data



New portfolio
acquisition
1,6 bn



Gross Book Value
Portfolio
10,4 bn




Net Book Value
Portfolio
631,4 mln
+12,3%




INSIGHT ON TAX RECEIVABLES


1Q data




New portfolio
acquisition
21,2 mln



NBI/Loans
Rolling
10,43%



Cash-in
14,0 mln



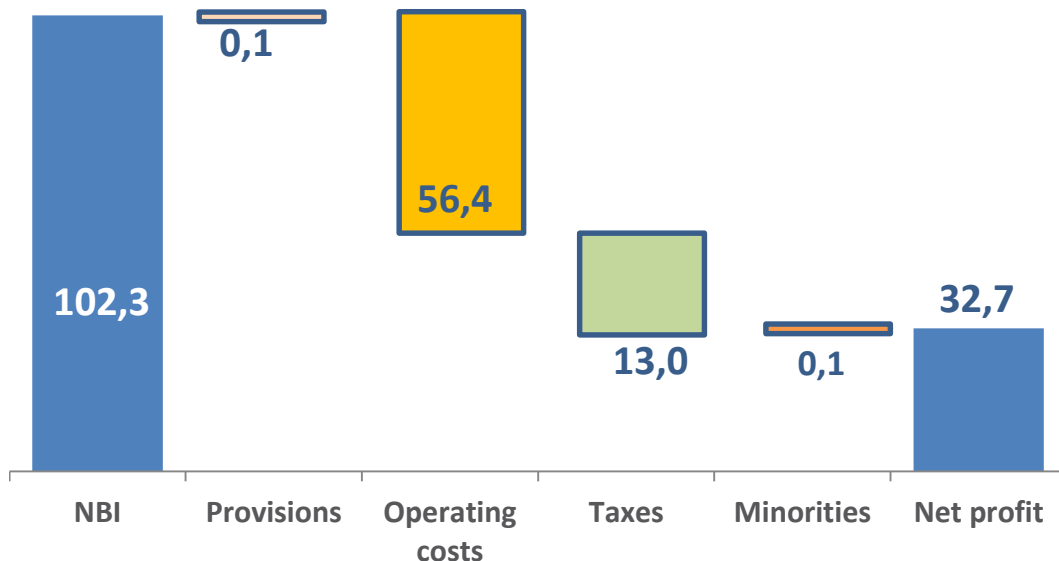
Net Book Value
Portfolio
132,8 mln
+6,5%



NET PROFIT

(Million Euro): 1Q data

32,7
 (22,0 in 1Q 2016)
+48,3%



Personnel	2017	2016	% Change
	24,1	13,4	+79,5%

8,9 ex GE Capital Interbanca

Other expenses	2017	2016	% Change
	31,1	18,4	69,0%

6,7 ex GE Capital Interbanca

	2017	2016
Cost/Income	55,1%	46,7%
Tax rate	28,5%	32,2%

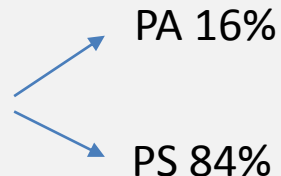


BALANCE SHEET – ASSET STRUCTURE

(Million Euro) % change 31.03.2017 vs 31.12.2016

Loans to customers

5.837,9 -1,5%



of which:

- 2.847,8 Trade receiv.
- 963,8 Corp. Banking
- 1.258,5 Leasing
- 631,4 Area NPL
- 132,8 Tax receiv.
- 3,6 G&S

Other Financial Assets (AFS)

635,5 +69,8%

Portfolio of Italian Government bonds : 353,3
Portfolio of Italian Bonds with government warranty: 260,9

Due from banks

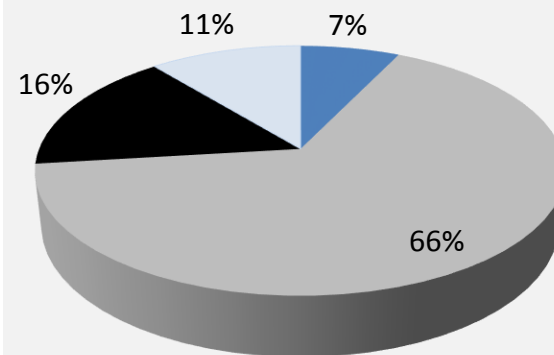
1.411,2 +1,3%

Other Assets

970,8 -3,2%

Fiscal Assets 571,9 of which:
Current tax assets: 79,4
DTA : 492,5

Total assets
8.855,4



- Financial assets
- Due from clients
- Due from banks
- Other assets



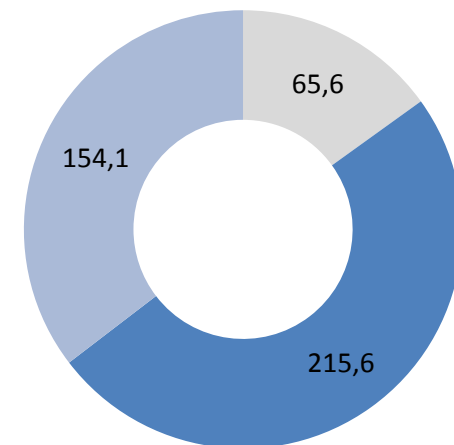
CREDIT QUALITY: SMEs LENDING

(Million Euro) % DATA 1Q 2017

Loans to customers : 5.070,1 -3,1%

1Q 2017	Trade Receivables	Corporate Banking	Leasing	Total SMEs Lending
Net NPL	31,9	27,3	6,4	65,6
% Net NPL/Loans	1,1%	2,8%	0,5%	1,3%
% Net NPL/ Equity	2,5%	2,2%	0,5%	5,2%
% Net Impaired assets/Loans	7,5%	18,5%	3,1%	8,5%
NPL COVERAGE	88,5%	94,0%	90,9%	91,9%
Total Coverage of Impaired Assets	57,0%	75,5%	74,7%	68,8%

Impaired assets



■ NPL ■ Unlikely to pay ■ Past-due exposures



BALANCE SHEET – LIABILITIES STRUCTURE

(Million Euro) % change 31.03.2017 vs 31.12.2016

**rendimax + contomax+
corporate time depo**

4.879,3 +5,6%

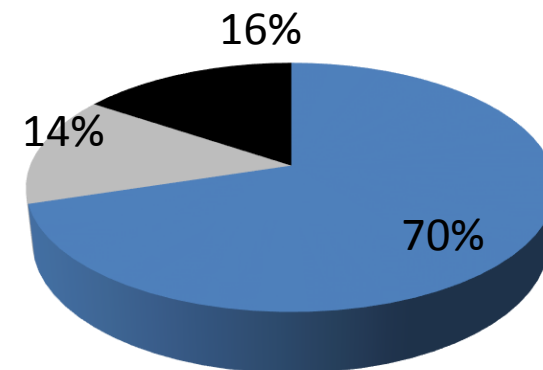
1.029,0 Due to banks

700,0 TLTRO n.a.

329,0 bank deposits -27,4%

Debt Securities**1.122,9** -24,6%84,2 Bonds
0,6 Certificates of deposit
1.038,1 Securitization**Total funding**

7.207,4 +2,4%



- Deposits
- Due to banks
- Debt securities



(Million Euro)

EQUITY: CHANGES	
Net equity at 31.12.2016	1.218,8
Increases	34,8
Profit for the period	32,7
Change of AFS reserve	2,0
Other	0,1
Minorities	0,0
Decreases	0,0
Net equity at 31.03.2017	1.253,6

Banca IFIS Group only KPIs	2017	2016
	31/03	31/12
Common Equity Tier 1 Ratio (CET1)	15,44%	15,71%
Tier 1 Capital Ratio	15,44%	15,71%
Total Own Fund Capital Ratio	15,44%	15,71%



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