

BANCA **IFIS**

3Q 2017 FINACIAL RESULTS

**3Q 2017**

VALUE TO YOUR BUSINESS

BANCA IFIS



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## HIGHLIGHTS

(Million Euro)

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

<b>GROUP KPIs</b>	<b>30/09/2017</b>	<b>30/09/2016</b>	
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
<b>1Q16</b>	33,7			24,6	4,0	14,3	<b>76,6</b>
<b>2Q16</b>	34,3			33,8	3,7	2,5	<b>74,3</b>
<b>3Q16</b>	33,7			49,0	2,7	1,4	<b>86,8</b>
<b>4Q16</b>	46,8	3,0	-1,2	40,9	3,0	-4,2	<b>88,3</b>
<b>Total</b>	<b>148,5</b>	<b>3,0</b>	<b>-1,2</b>	<b>148,3</b>	<b>13,4</b>	<b>14,0</b>	<b>326,0</b>



# MARGINS (NBI and NPFA\*)

(Million Euro)

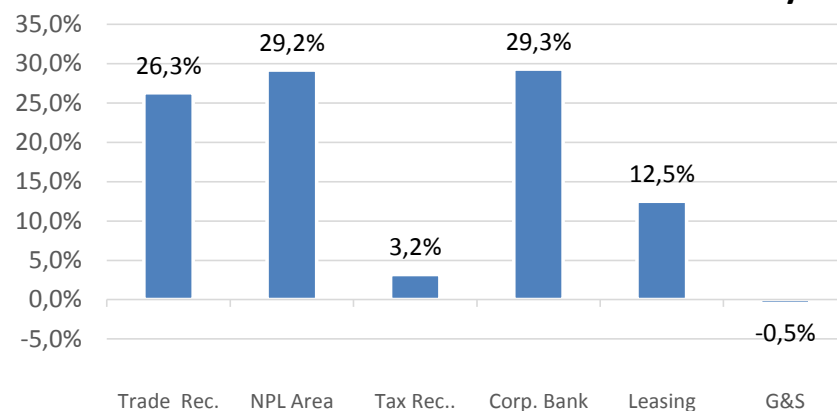
## NBI: 371,3

( 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%

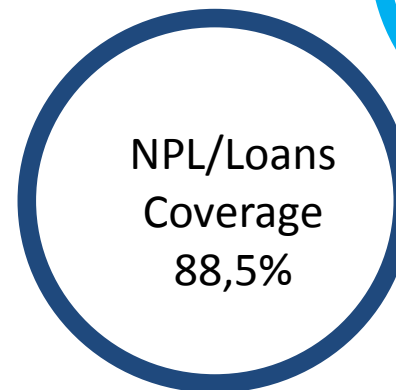
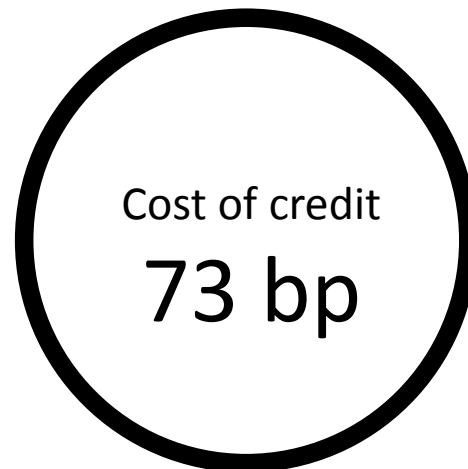
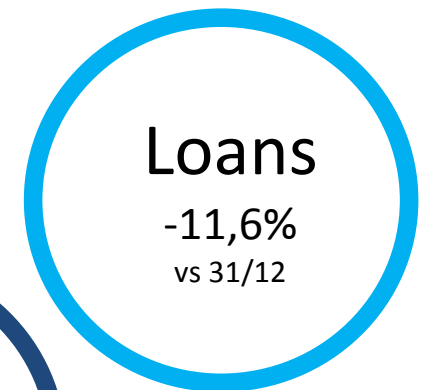
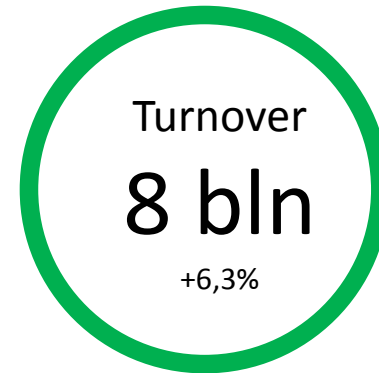
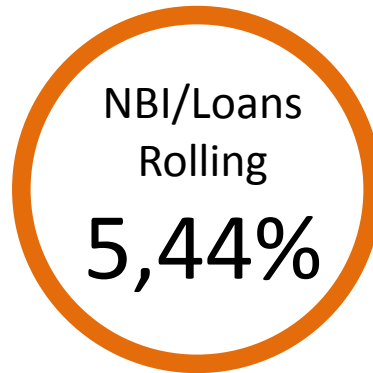
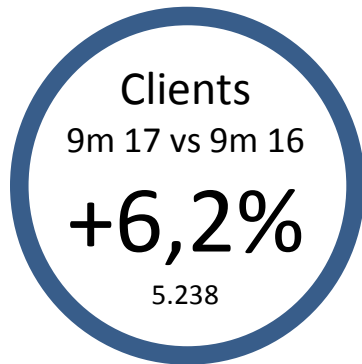


Data 2016 recalculated with the **new Internal Transfer Rates**

\*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**  
Negative due to release  
of previous provision  
and reversal of PPA

Provisions  
39,0  
Positive



# INSIGHT ON LEASING SEGMENT

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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

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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

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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%

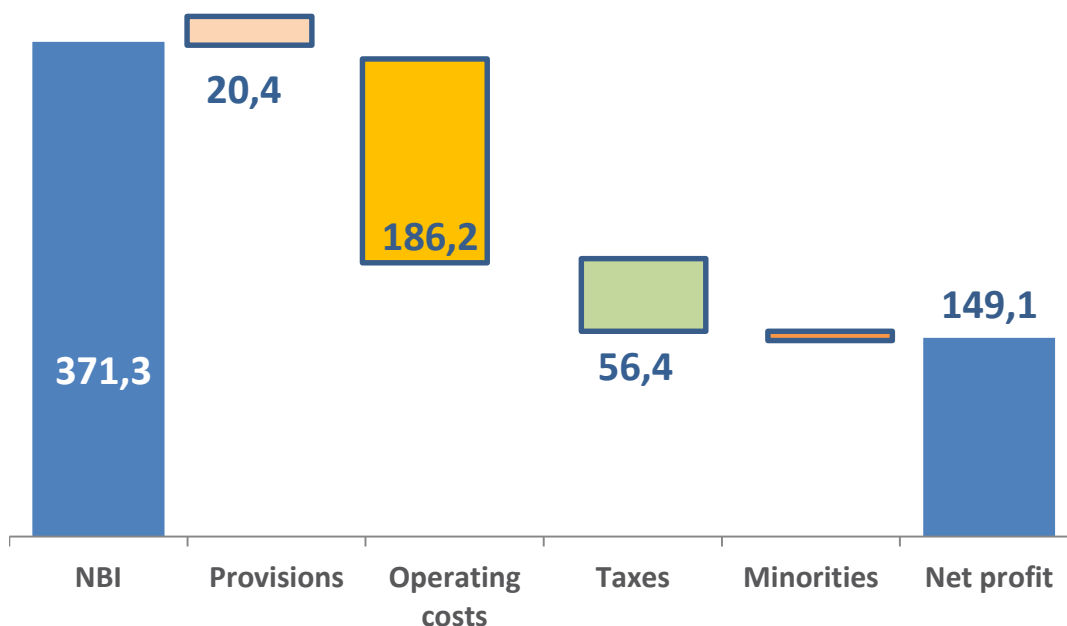


# NET PROFIT

(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%

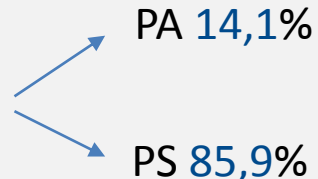


# BALANCE SHEET – ASSET STRUCTURE

(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**

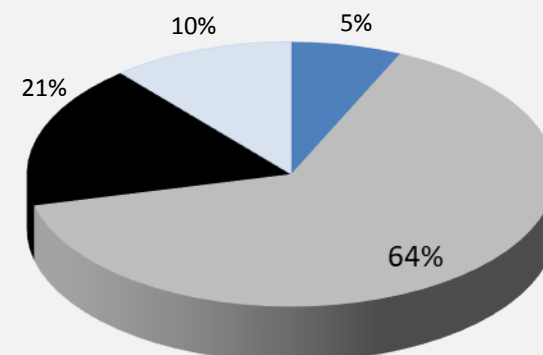
**1.949,6** +39,9%

**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**



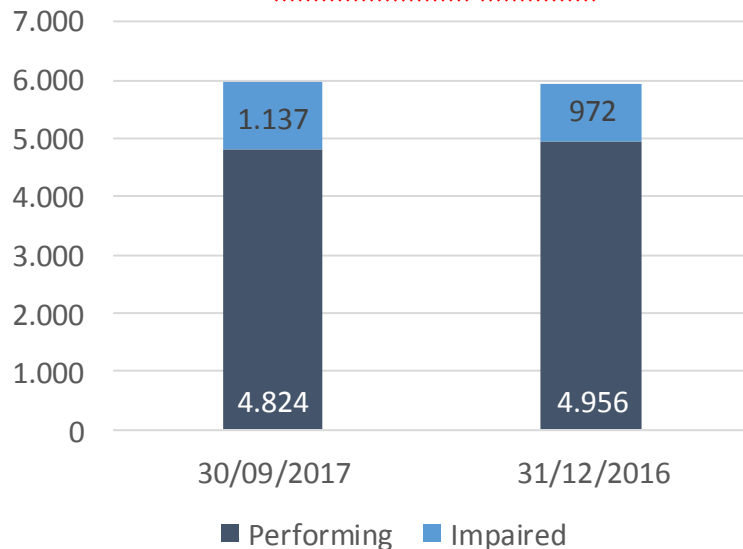
- AFS + HFT
- Due from clients
- Due from banks
- Other assets



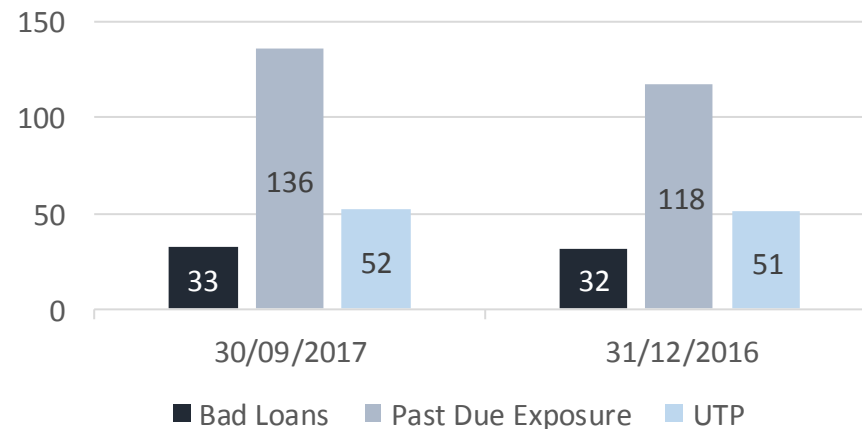
# ASSET QUALITY & NPE TREND

(Million Euro)

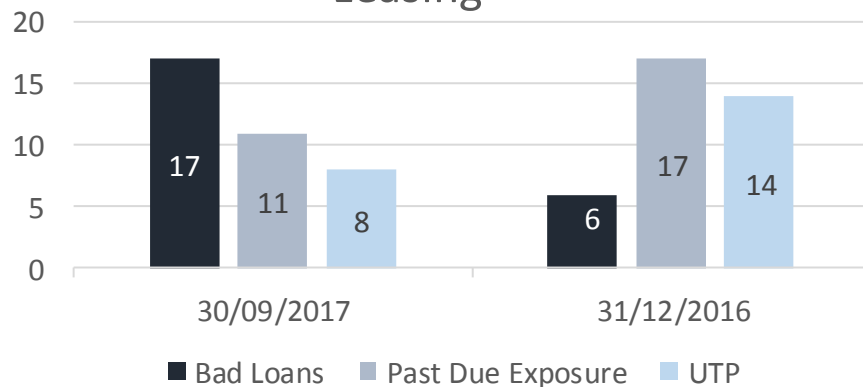
## Net Customer Loans



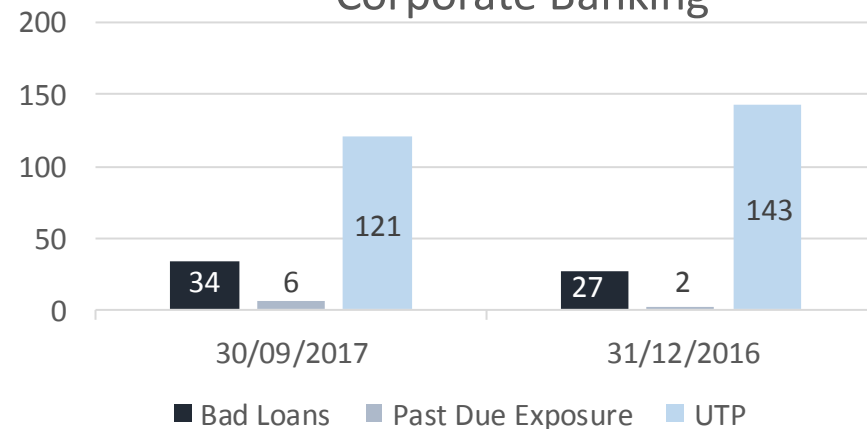
## Trade Receivables



## Leasing



## Corporate Banking



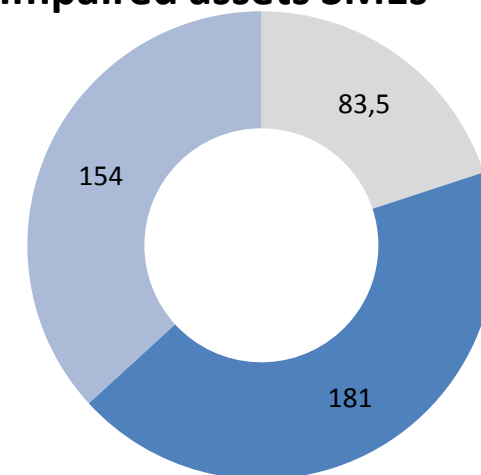
# CREDIT QUALITY: SMEs LENDING

(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**

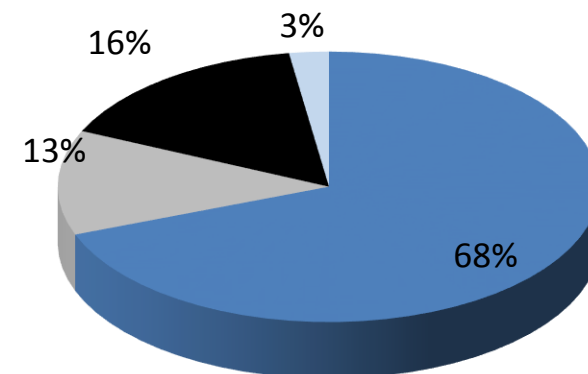
5.155,3 +11,6%

**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)

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

<b>Banca IFIS Group only KPIs</b>	<b>2017</b>		<b>2016</b>
	<b>30/09</b>		<b>31/12</b>
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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