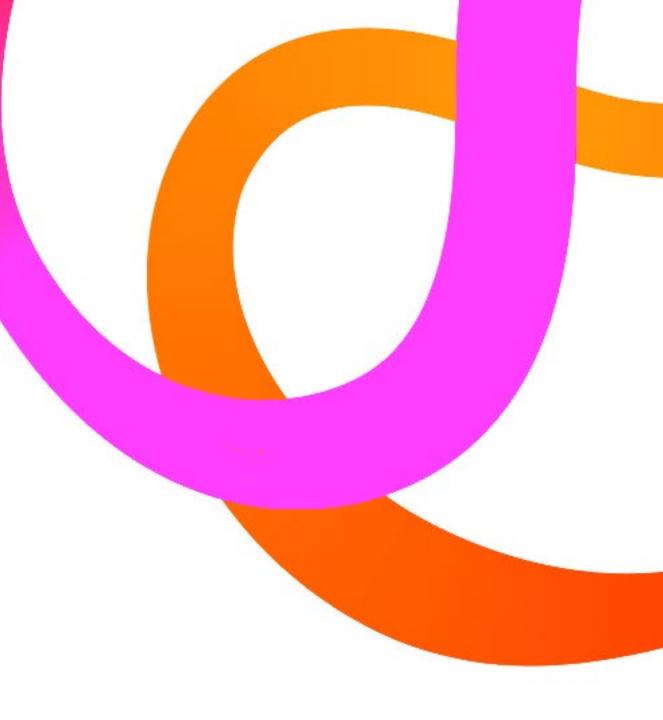


### *illimity* 2Q19 Results

August 2, 2019



## Key highlights Corrado Passera, CEO



## Illimity - The first Italian "New Paradigm Bank"

**No legacy** – now or in the future

Fully digital – with human touch

Our focus SME specialist Corporate NPL specialist State-of-the-art digital banking

Fully on cloud and capable to integrate fintech solutions

Significant and sustainable cost advantages

### Illimity - Business plan targets affirmed



## Illimity - Second Quarter fully on target **Business momentum accelerated** in 2Q19 and further in July **Direct Bank live** and ready to be launched by mid-September Two new strategic initiatives will advance our growth: **Azimut** and **IT Auction Economic results in line with expectations**

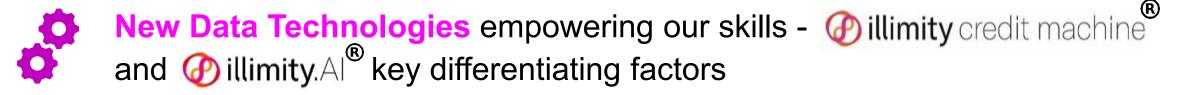
### Illimity - Business origination in line with target

Data in €mln Customer loans where no Non accounting figures	ot otherwise stated	A Originated Business <sup>(1)</sup> inception to date (July 31, 2019)	BCA+B+CTerms agreed <sup>(2)</sup> to be signedAdvanced pipeline <sup>(3)</sup> Total	Target 2020
	<b>Total Originated Business</b> (excluding Servicing)	~1,190	~364 ~709 ~2,262	~3,000-3,500
$\sim$	Cross-over & Acq. Fin.	295 <sup>(4)</sup>	~77 ~42 ~414 <sup>(4)</sup>	~300
SME	Turnaround	125 <sup>(5)</sup>	~12 ~89 ~226	600-700
Division	Factoring	37	~143 ~94 <sup>(6)</sup> ~275	~300
NPL I&S Division	NPL Investments	487	~9 ~352 ~848	1,700-2,000
	Senior Financing	246	~122 ~132 ~500	100-200
	Servicing <sup>(7)</sup> AUM (GBV/Managed assets)	~4,800	~30 ~2,100 ~6,900	5,100-6,300

Note: (1) Non accounting figures. This aggregate includes both the SME loans granted/purchased and the NPL investments booked in the period already income-producing, and the value of the deals signed but yet to be booked, owing to a settlement structure based on multiple tranches or to a time lag between the signing of the master agreement and the date of loan disbursement/onboarding. This aggregate additionally includes part of the net loans to existing customers of Banca Interprovinciale, due to their features considered consistent with illimity's SME segment for about €114mln; (2) Deals in final stage of the formalization of the agreement/contractual terms; (3) Specific business opportunities for which the bank envisages there is a reasonable expectation to close the transactions in the forthcoming months; (4) Including BIP Core SME loans for about €114mln; (5) It also includes financial instruments, such as quasi-equity instruments, which are included in the balance sheet item *"20. c) Other financial assets mandatorily at fair value"* for accounting purposes; (6) Credit line to be granted; (7) The AUM of the servicing unit includes the gross book value of NPL purchased and the value of property & capital goods managed by IT Auction

## Illimity - Realisation of the New Paradigm Bank accomplished on schedule

- Great team on board: ~300 illimiters coming from 109 different companies, 10 different industries and 10 different countries
- Migration to new operating system completed: first fully modular architecture
- **Direct Bank** third and last pillar of the bank **live** and ready to be launched in September. Testing period under way with Family&Friends



## Illimity - New strategic initiatives advance growth



- Agreement on the acquisition of a majority stake in IT Auction, Italian leader in online auctions of real estate & capital goods
  - IT Auction and Neprix combine strengths to create the **first end-to-end operator** specialising in **Corporate NPLs** with **€4.8 bn managed assets**



- **Partnership** with **Azimut Group**, fully operational from Sept-2019, to provide Azimut's 1,800 advisors with an innovative range of banking products and services to be offered to their clients
- This agreement will accelerate illimity's direct banking plan with access to diversified retail funding



- Partnership with **I raisin.** operational since May end
- Strong results achieved over a few months, with more than €100 mln deposits and nearly 4,100 customers

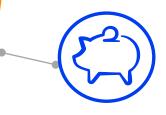
### 2Q19 Financial review Francesco Mele, CFO & Head of Central Functions



# illimity - 2Q19 results confirm business plan trajectory

Strong commercial momentum in late 2Q19 and increased in July

Revenue generation will accelerate over the following quarters based on business originated in the last part of 2Q19 and beyond



**Operating jaws** to become more visible from next quarters

**Funding diversification began: Raisin** for retail side, **EMTN program** for wholesale. Acceleration of wholesale funding in July

## illimity - Economic results in line with Plan

Reclassified Profit & Loss	1Q19	2Q19	Q/Q %	1H19
Net interest income	7.2	8.9	24%	16.1
Net fees and commissions	0.6	1.9	216%	2.5
Net result from trading	0.9	0.3	-63%	1.3
Net other income/expenses	0.3	0.1	-69%	0.4
Operating income	9.0	11.3	26%	20.3
Operating costs	(16.9)	(20.8)	23%	(37.6
Operating profit	(7.9)	(9.5)	20%	(17.3
Loan loss provisions	0.0	(2.7)	n.s.	(2.7
of which loan loss provision charges	(1.3)	(2.8)	n.s.	(4.1
of which value adjustments on NPL portfolios	1.4	0.1	n.s.	1.4
Other net provisions	(0.2)	0.2	n.s.	(0.1
Provisions for risks and charges	(0.2)	(0.2)	-6%	(0.5
Profit before tax	(8.3)	(12.2)	47%	(20.5
Income tax	2.4	6.8	n.s.	9.2
Net result	(5.9)	(5.4)	n.s.	(11.4

Amounts in million euro

Net interest income up 24% q/q – reflecting only part of the volume growth in 2Q19 as occurred at the end of the quarter

Strong contribution from the NPL I&S Division NPL cash collection significantly higher than expected

Acceleration in commission income driven by NPL senior financing and SME structuring fees

3

5

**Positive net trading result** from disposal of €27 mln worth of sovereign debt

Operating costs including **€1.1mIn** for completion of IT migration, branch closure and additional contribution to the Resolution Fund

Personnel costs up 37% q/q on planned **new hires** including €0.4mln for the ESOP plan

One-off costs totaled €3.7mln in 1H19

€2.7mln loan-loss provisions related to BIP legacy portfolio

**€3.8mln one-off income from taxes** following the positive ruling on SPAXS tax loss carry forwards and ACE benefit

## illimity - Business assets up 50% q/q

	Amounts in million of e			nillion of euro
	illimity - Reclassified Balance sheet	31/03	30/06	QoQ %
1	Cash and cash equivalent	171	42	-75%
	Due from banks	137	123	-11%
2	Customer loans	516	775	50%
	- NPL portfolio investment	109	158	46%
	- NPL senior financing	50	241	381%
	- SME <sup>(2)</sup>	219	247	13%
	- Non-core former Banca Interprovinciale	139	129	-7%
	Financial assets Held To Collect (HTC) <sup>3</sup>	114	103	-10%
3	Financial assets Held To Collect & Sell (HTCS) <sup>4</sup>	78	90	16%
	Financial assets measured at FVTPL <sup>5</sup>	17	17	2%
	Goodwill	22	22	-
	Intangible assets	6	9	59%
	Other assets	60	72	21%
	Total assets	1,120	1,253	12%
	Due to banks	71	239	235%
4	Direct customer funding	446	381	-15%
	Shareholders' Equity	552	549	-1%
	Other liabilities	50	84	69%
	Total liabilities	1,120	1,253	12%
5	Common Equity Tier 1 Capital	494	480	-3%
	Risk Weighted Assets	598	995	66%

~€85mln cash and net adjusted interbank position

- cash initially raised largely deployed in the business

Other **liquidity buffers** available for **~€95 mln** worth of HQLA and other marketable securities

Mostly unencumbered balance sheet

2

Customer loans up 50% q/q, with significant acceleration in the last part of the quarter, with €276mIn new business booked in 2Q



**Stable securities portfolio** at ~€200mln, with increased diversification

Direct customer funding progressively stabilizing thanks to contribution from pan-European open banking deposit platform - ~€107 mln end July

5

CET1 capital of €480 mln, RWA up to ~€1 bn reflecting growth in business

Note: Rounded figures (1) This figure includes part of the net loans to existing customers of Banca Interprovinciale, which due to their features are considered consistent with illimity's SME segment. (2) HTC: Financial assets measured at amortised cost. (3) HTCS: Financial assets measured at fair value through comprehensive income. (4) FVTPL: other financial assets at fair value through profit or loss. This item includes equity financial instruments purchased as part of a turnaround transaction and junior tranches acquired as part of senior financing transactions for a total of about €7mln. Any failure to reconcile the stated figures arise exclusively from rounding.

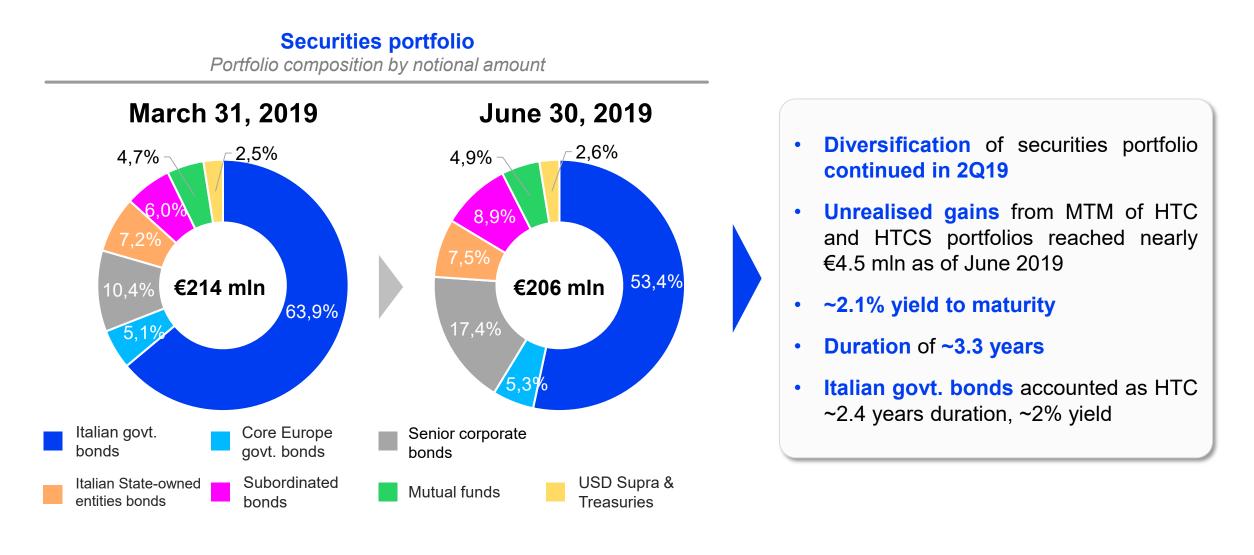
### illimity - KPIs in line with plan

	1Q19	2Q19	Target 2020
Cost-Income	187%	184%	<50%
Cost of Risk (bps) Annualised <sup>(1)</sup>	~124 bps	~190 bps	185 – 225 bps
Gross Organic NPE ratio <sup>(2)</sup>	8.2%	6.2%	5 - 7%
CET1 ratio	~83%	~48%	>15%
LCR	813%	~210%	>130%

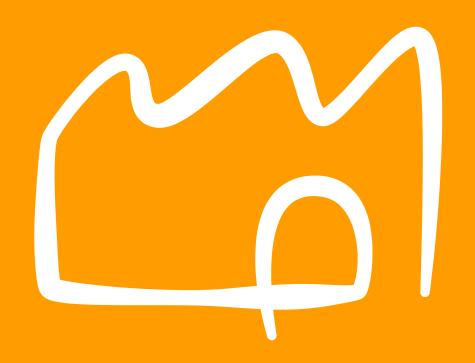
- Cost-Income ratio in line with expectations and reflects structure built-up
- 190bps cost of risk reflects impairments on the BIP legacy portfolio
- Organic NPE ratio down to 6.2%
- Robust CET1 ratio at ~48%
- LCR at ~210% confirming ample liquidity buffer

Note: (1) Ratio of loan loss provisions to net loans to customers end of period from factoring, cross-over, new finance, BIP legacy book and senior financing to non-bank NPL investors - thus excluding UTP loans purchased as part of the restructuring and refinancing business and the investments in NPL portfolios. (2) Ratio of gross NPE to total gross loans to customers from factoring, cross-over, new finance, BIP legacy book and senior financing to non-bank NPL investors - thus excluding UTP loans purchased as part of the restructuring and refinancing to non-bank NPL investors - thus excluding UTP loans purchased as part of the restructuring and refinancing business and the investments in NPL portfolios. (2) Ratio of gross NPE to total gross loans to customers from factoring, cross-over, new finance, BIP legacy book and senior financing to non-bank NPL investors - thus excluding UTP loans purchased as part of the restructuring and refinancing business and the investments in NPL portfolios. Any failure to reconcile the stated figures arise exclusively from rounding.

### Illimity - Well diversified securities portfolio



### SME Division Enrico Fagioli



## Illimity - Building the Italian SME specialist lender



### **Cross-over and Acquisition finance**

SMEs with industrial potential and corporates willing to pursue external growth strategies

- Cross-over
- Acquisition financing



#### **Turnaround finance**

Unlikely-to-pay corporate exposures with potential to return to a performing status

**Factoring** Support to industrial districts value chain

- Refinancing
- Restructuring
- New finance

Short-term financing through factoring



**~€300-350 bn** addressable market<sup>(1)</sup>

## Illimity SME Division - Encouraging volume

### **Deal focus**

- #185 deals analysed since inception worth
   ~€2.2 bn in nominal value
- #93 deals declined worth
   ~€977 mln
- 6 deals with terms agreed and to be signed shortly worth ~€89mIn
- 9 deals currently under evaluation in advanced status worth ~€131 mIn
- Other opportunities identified for additional ~€722 mln

21 deals signed since inception

Data in €mln Customer loans unless otherwise stated Non accounting figures

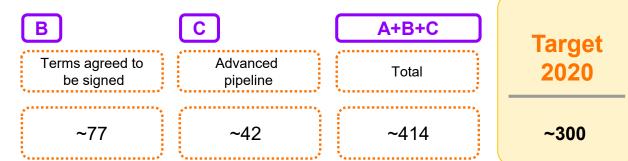
Non accounting figures		business <sup>(1)</sup>		A+B+C	
		Inception to date (July 31, 2019)	Terms agreed <sup>(2)</sup> to be signed pipeline <sup>(3)</sup>	Total	Target 2020
s	Cross-over & Acq. Finance	295(4)	~77 ~42	~414	~300
	Turnaround <sup>(5)</sup>	125	~12 ~89	~226	600 - 700
	Factoring	<b>T/O</b> <sup>(6)</sup> 78	~143 ~94 <sup>(7)</sup>	~275	~300
	Total SME Originated business	457	~232 ~225	~914	~1,200-1,300

Originated

Note: (1) This aggregate includes the loans originated/purchased in the period, thus already income-producing, and the deals signed but yet to be booked, owing to a settlement structure in multiple tranches or to a time lag between the signing and the date of loan disbursement; (2) Deals in final stage of the formalization of the agreement/contractual terms; (3) Specific business opportunities for which the bank envisages there is a reasonable expectation to close the transactions in the forthcoming months; (4) Including BIP core SME for about €114mln; (5) It also includes financial instruments, such as quasi-equity instruments, which are included in *"20. c) Other financial assets mandatorily at fair value"* for accounting purposes; (6) Turnover related to Factoring; (7) Credit line to be granted

# Willimity - Cross-over & Acq. Finance on track and robust pipeline ahead

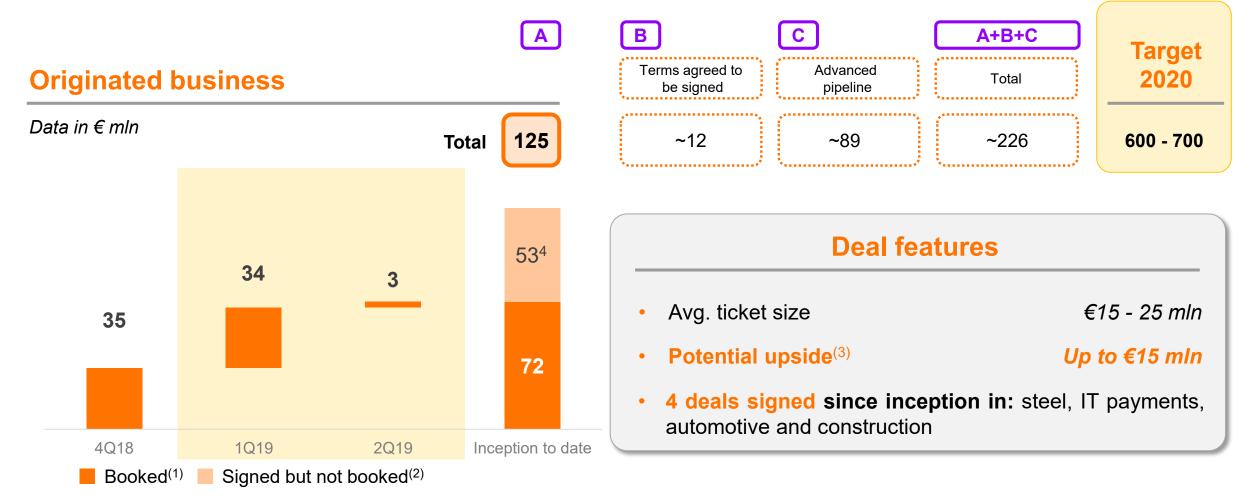




#### **Deal features**

- Avg. ticket size ~ €5 10 mln
- Mandate lead arranger on Acquisition Finance deals in only a few months since business launch
- 8 Cross-over + 9 Acquisition Finance deals signed since inception
- Industrial sectors: construction, food, industrial, pharma, shipping, fashion, services sector

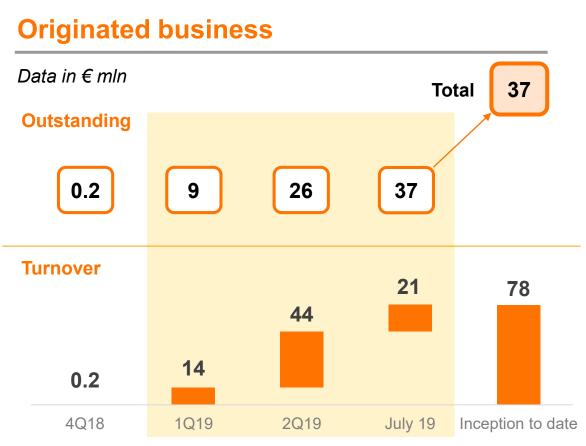
### Willimity - Ready to capture the robust pipeline in Turnaround

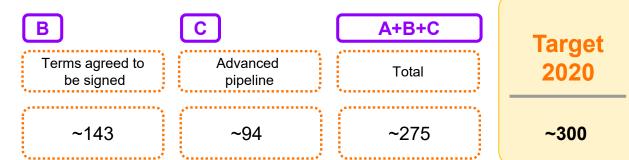


Note: (1) income-producing gross loans origination, including new finance, acquired credit and related instruments. It includes ~€7 mln of financial instruments, such as quasi-equity instruments, which are included in *"20. c) Other financial assets mandatorily at fair value"* for accounting purposes; (2) deals signed but not yet booked, owing to a time lag between the signing of the master agreement and the date of loan disbursement; (3) Additional potential revenue related to revaluation of equity and quasi equity instruments. (4) About €50mln expected to be signed by August 6.

# Willimity - Since July new platform accelerates Factoring business

Α

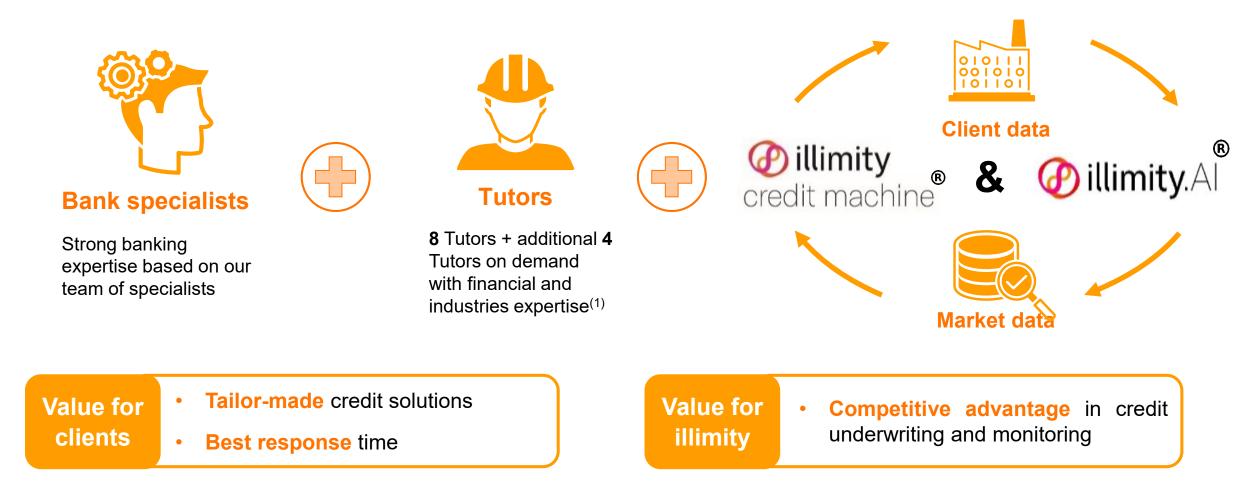




### **Key features**

- Focus on the promising segments of the supply chain factoring: 22 suppliers and 53 debtors for a total credit line granted of €70 mln as of end July
- **Credit insurance on factoring receivables** with Euler Hermes to enhance factoring profitability ahead of business plan projections
- New Factoring platform<sup>(1)</sup> designed on illimity priority segments

### Illimity - A distinctive business model in SME Top human expertise with top technologies



Note: (1) Construction, Energy & Utilities, Food & Beverage, Mechanics and Iron & Steel industry, Automotive, Shipping & Shipyards, Logistics, Ceramics, Electronic goods, Beauty, Healthcare, Fashion & Apparel

### NPL I&S Division Andrea Clamer



# Illimity - Building the Italian Corporate distressed credit champion



Acquisition of secured and unsecured Corporate distressed credit



**Financing solutions** for NPL non-bank investors

Servicing

**Workout services and remarketing** for captive and 3<sup>rd</sup> parties' corporate distressed credit



~€135 bn addressable market<sup>(1)</sup>

### Strong synergies across the 3 businesses

# illimity - Rapidly building volume, even with a selective approach



Data in €mln

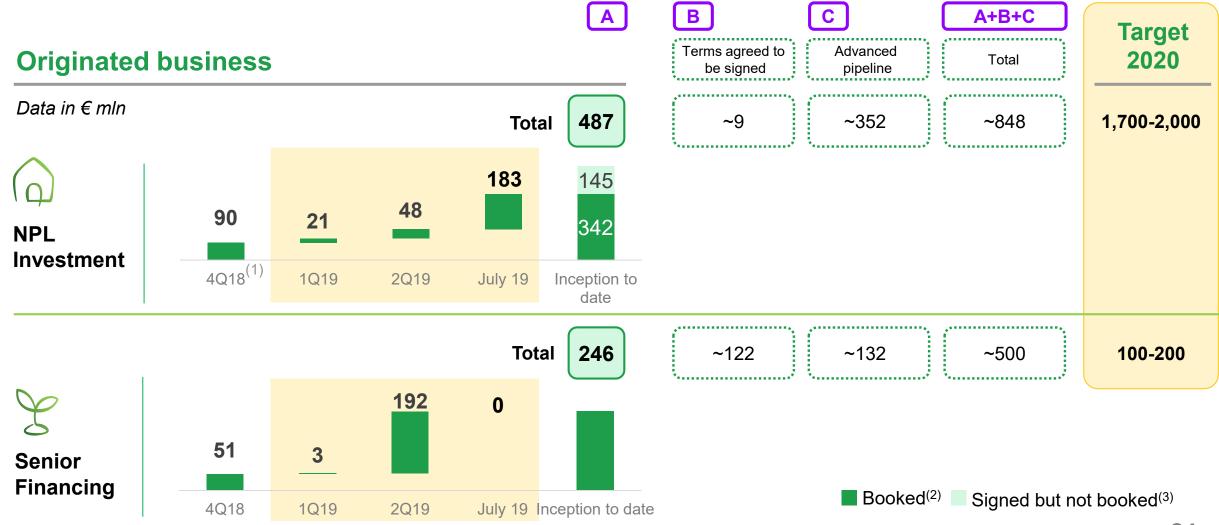
Customer loans unless otherwise stated

- ~ €34 bn of GBV analysed since inception
- ~ €23 bn of GBV declined/lost
- ~ €3 bn of GBV signed since inception
- ~ €8 bn of GBV currently under evaluation

Originated Non accounting figures В A+B+( business<sup>(1)</sup> Target Terms Inception to date Advanced agreed<sup>(2)</sup> to Total (July 31, 2019) <sup>b</sup> pipeline<sup>(3)</sup> 2020 be signed NPL 487 ~352 ~848 9 1,700-2,000 Investment Senior 246 122 ~132 ~500 100-200 Financing **Total NPL** 733 ~484 1,800-2,200 131 ~1.348 **Originated business** NV2 Servicing<sup>(4)</sup> ~2.100 ~6.930 ~4.800 ~30 5,100-6,300 AUM (GBV/Managed assets)

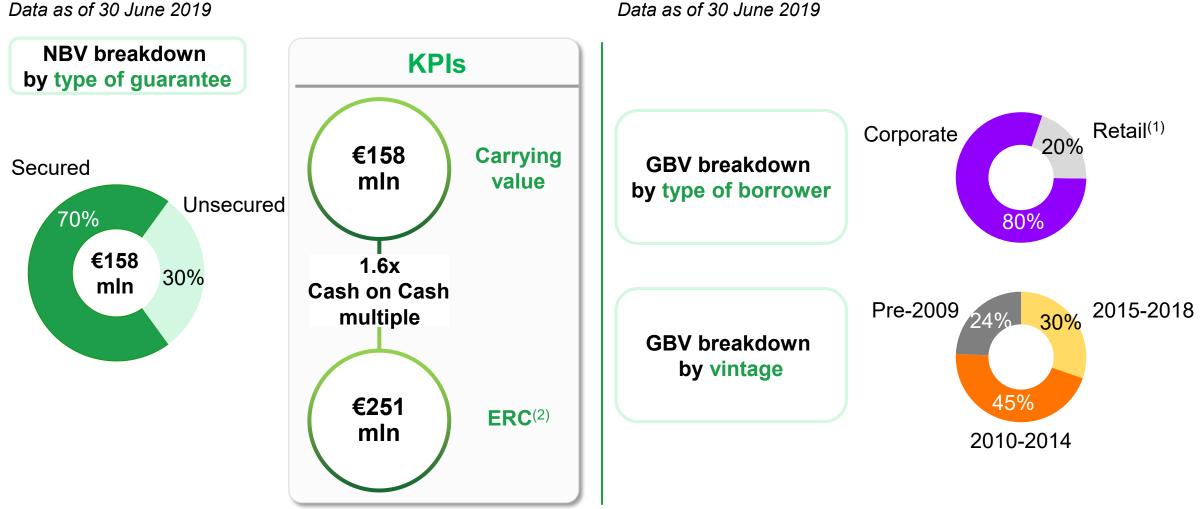
Note: (1) This aggregate includes the origination/purchase of income-producing loans and NPL investments, and deals signed but yet to be booked, owing to a settlement structure in multiple tranches or to a time lag between the signing of the master agreement and the date of loan disbursement/onboarding; (2) Deals in final stage of the formalization of the agreement/contractual terms; (3) Specific business opportunities for which the bank envisages there is a reasonable expectation to close the transactions in the forthcoming months; (4) The AUM of the servicing unit includes the gross nominal value of NPL purchased and the value of property & capital goods managed by IT Auction

# illimity - Business momentum accelerated in 2Q19 and further in July



Note: rounded figures. (1) Including September 2018; (2) Income-producing gross loans origination (NPL senior financing) and NPL investments (portfolios including leasing and single name); (3) Deals signed but not yet booked, owing to a settlement structure in multiple tranches or to a time lag between the signing of the master agreement and the date of loan disbursement/purchase.

## Optimity - Specialist player in Corporate NPL

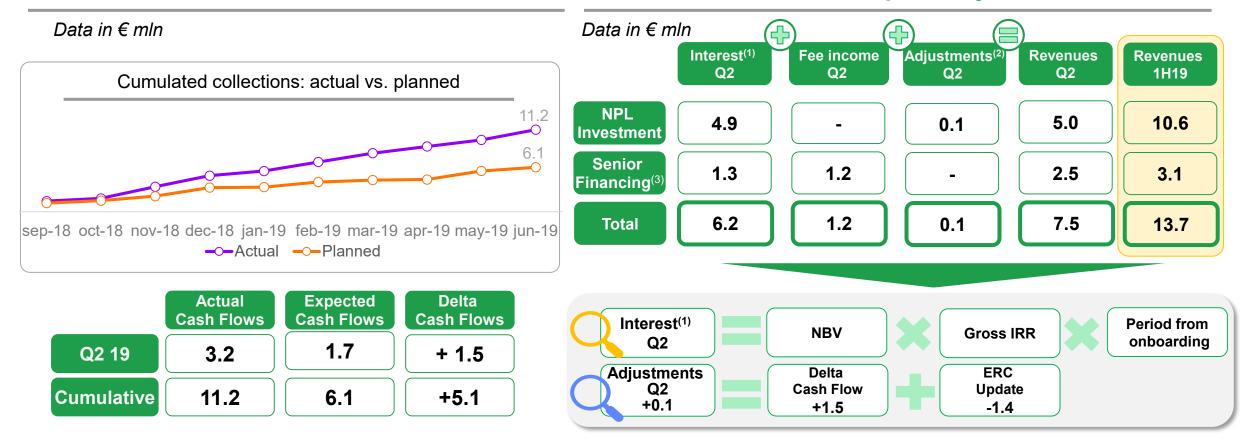


Data as of 30 June 2019

## Illimity - Building on revenue and cash collection

**Cash Flow view** 

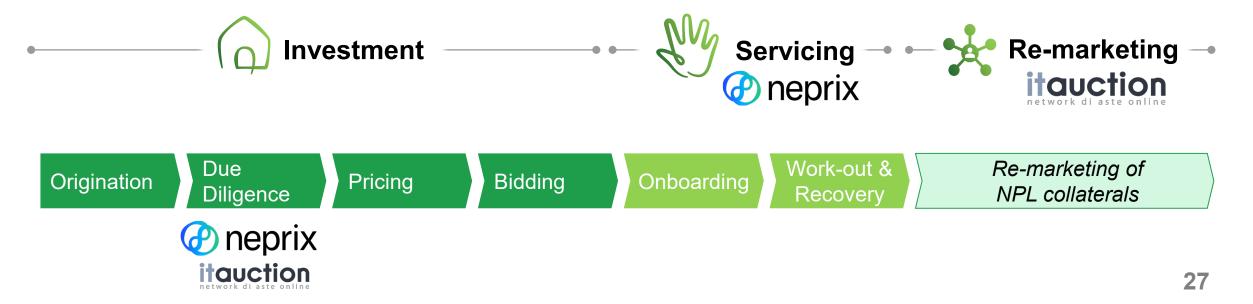
#### Economic quarterly view



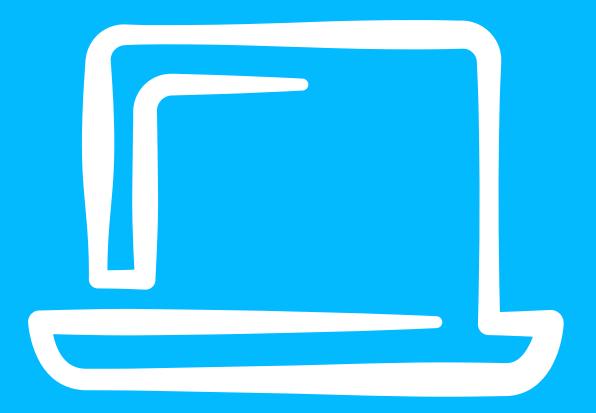
Note: rounded figures. (1) Measured based on amortized cost; (2) Outcome of NPL business plan periodic review; for accounting purposes, this is classified in the P&L item "130. a) Net write-downs / write-backs for 26 credit risks relating to financial assets measured at amortized cost"; (3) Non accounting figures.

# Opillimity - First end-to-end corporate NPL player Agreement to purchase itauction

- Agreement on the acquisition of a 70% stake in ITAuction for €10.5 mln a leading player in management & remarketing of real estate and capital goods
- Acquisition to provide significant synergies with skills and data on times and costs regarding valuation of real estate assets & capital goods
- Peprix becomes the first fully-integrated servicer with €4.8 bn managed assets between loans, real estate and capital goods



### Direct Banking & Digital Operations Carlo Panella



## illimity - IT architecture ready

In less than 10 months we have built an enabling **architecture**:

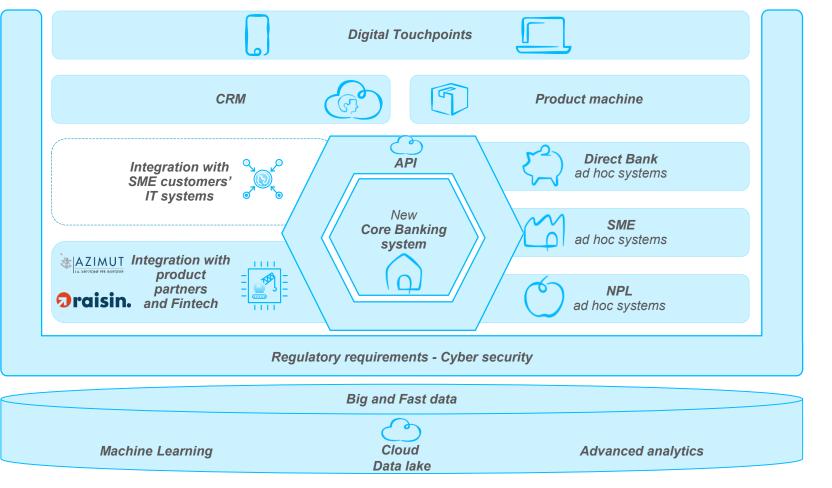
fully digital



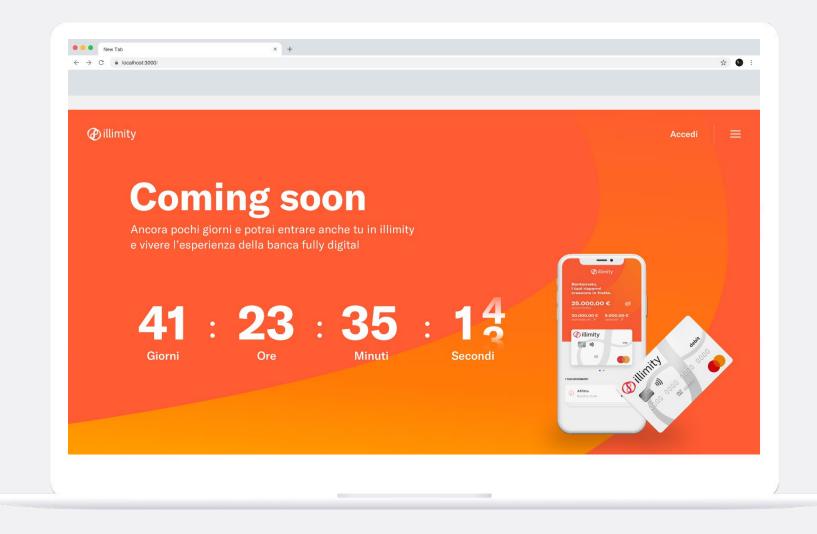
completely modular

fully on cloud

### Illimity new core banking system and open platform completed



### illimity - Direct Bank launch in September



- State of the art Direct Bank for individuals, families and companies
- Already up and running with two months testing underway
- Unique experience with complete and differentiating offer, to be further enhanced in time

### Illimity - Designed also with our web Community



Our Direct Bank built also thanks to the contribution of our web community:

43k Members

### +200k

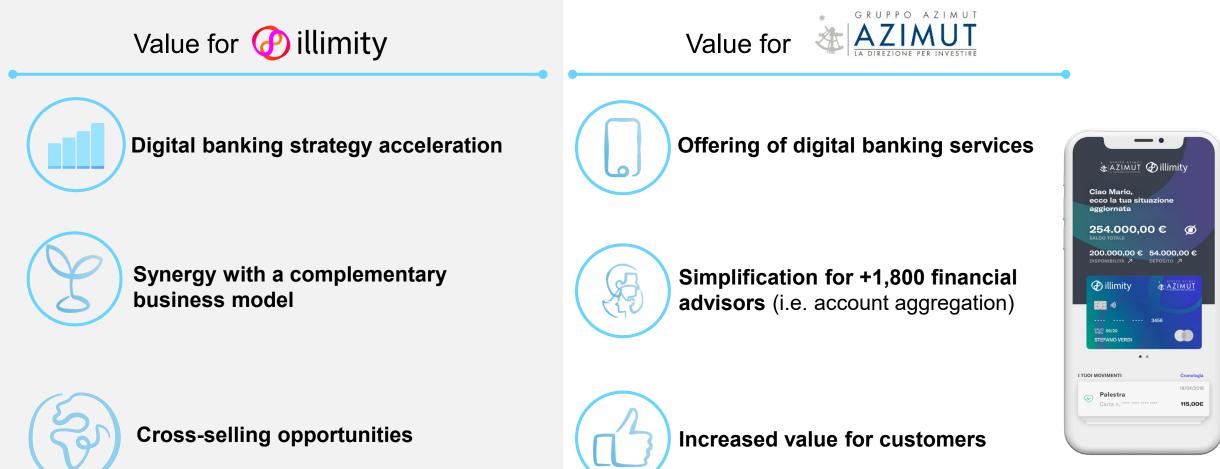
Feedback collected through +40 surveys on products, communication and channels

#### +500

Suggestions posted o/w 70% in pipeline

### illimity and a construct a win-win partnership

Our Direct Bank recently announced another strategic partnership with Azimut, one of Italian leading asset management and financial advisory firms



### () illimity & **Praisin**. Partnership producing valuable results

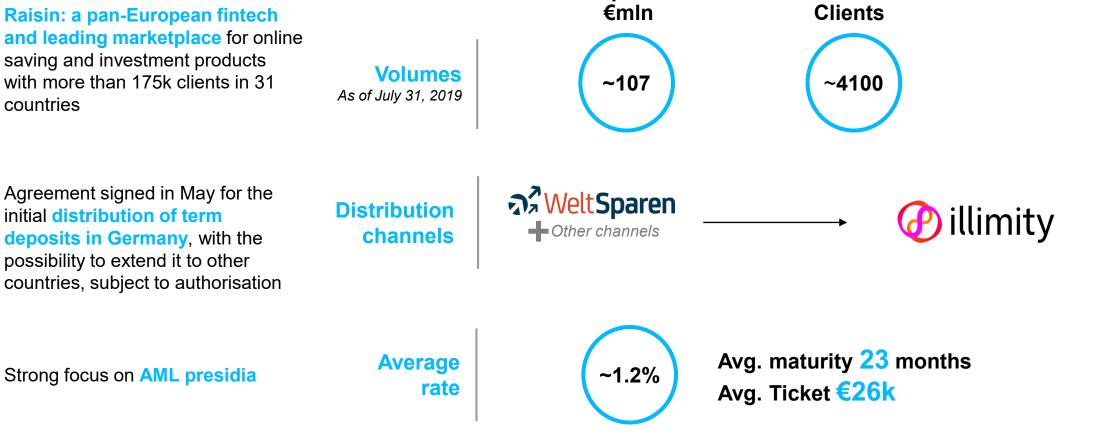
### **Key features**



**Raisin: a pan-European fintech** and leading marketplace for online saving and investment products with more than 175k clients in 31 countries

#### Main achievements

Number of



Deposits



Silvia Benzi Head of Investor Relations & Strategic Planning Mobile: +39 349 7846537 - +44 7741 464948 Email: silvia.benzi@illimity.com

## Annex I Accounting explained

### NPL accounting explained

#### **IRR ~ 10-12%\*** Cash on Cash multiple 3 1,5x 150 4 **Anterest** income 100 **Purchase Y1 Y2 Y3 Y4 Y6 Y7** ERC **Y5** price 2 Cash collections run typically over a 7-year lifetime

Acquisition of an NPL portfolio at a purchase price of 100

Illustrative

**Cash collection distributed** according to collection curves (which vary depending on the type of NPL portfolios) over the entire life of the portfolio, for a total of 150 (ERC)

2

3

50

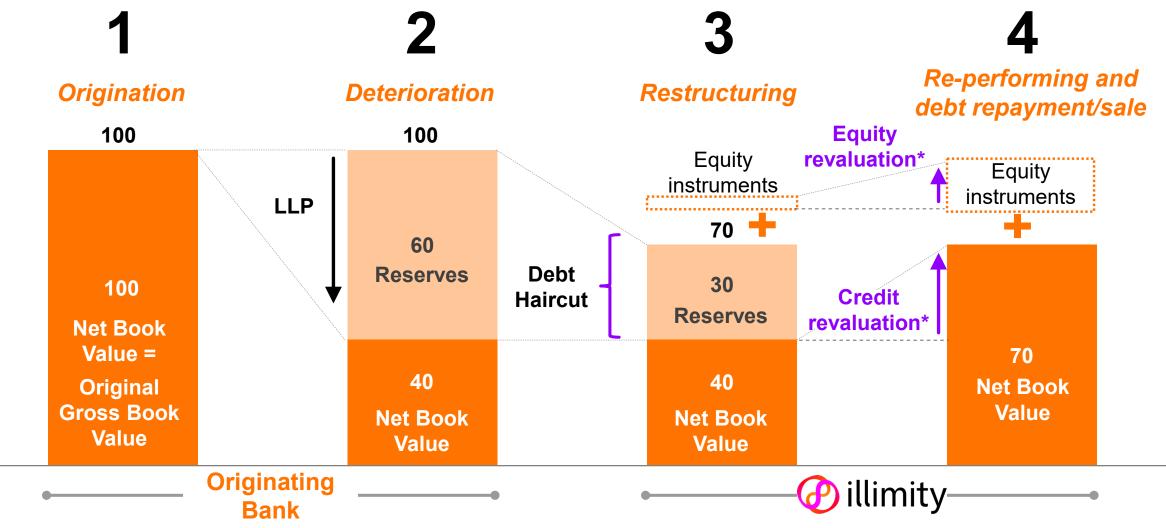
1,5x Cash on Cash multiple equals to a Gross Unlevered IRR in the 10-12% range

For accounting purposes, cash 4 flows are reported based on the amortised cost method and accounted for as interest income. It follows that, over the lifetime of the portfolio, cumulated cash flows equal cumulated interest income albeit with a different timing (see next slide for details)

#### Illustrative NPL accounting – key accounting elements IRR ~10-12%\* **Interest income is Gross Cash Collections** Interest income calculated based on the amortised cost method: Carrying value of the NPL portfolio X IRR of the portfolio The carrying value of he NPL portfolio in each period is equal to: Carrying amount of the previous period + interest income Year 1 Year 2 Year 3 Year 4 Year 5 Year 6 Year 7 - cash collections

### In this example, in the first two years Gross Cash Collections are slightly below net interest income and become higher from year 3

## Four steps to understanding restructuring accounting



Illustrative

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