



illimity

BANCA OLTRE LA FORMA

Kepler Cheuvreux

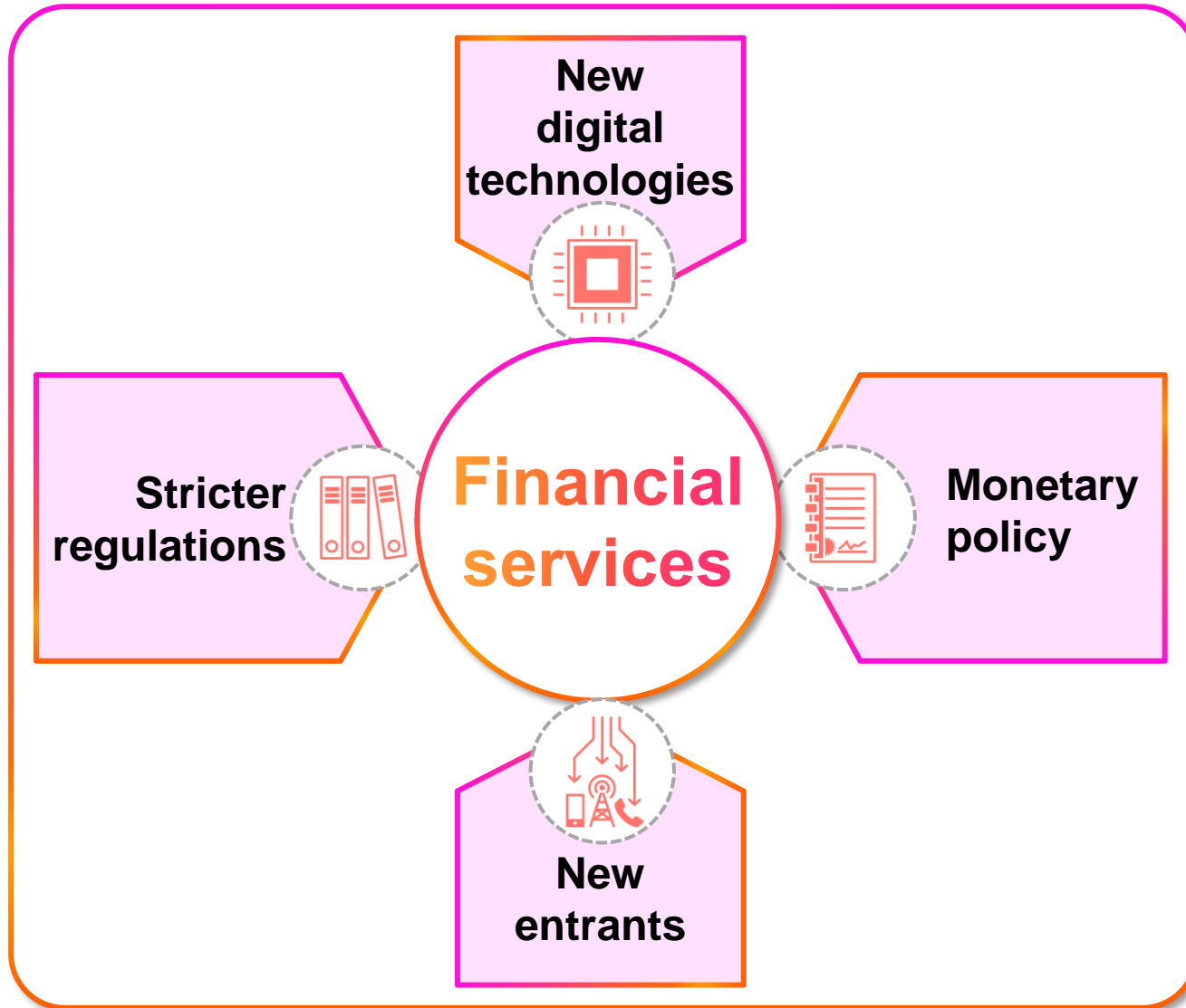
Italian Financials Conference

17 November 2021



New paradigm bank needed

illimity - Everything is changing in financial services



illimity - Highly attractive Italian SME market focus

— Immense and growing markets —

SME
Performing loans

~€710bn⁽¹⁾
stock

SME
UTP

>€35bn⁽²⁾
Expected cumulated transactions
2021-25 (GBV)

SME
NPL

>€140bn⁽²⁾
Expected cumulated transactions
2021-25 (GBV)



Full banking licence
enables **complete**
interaction with
customers and **lower**
cost of funding than
non-bank operators



New paradigm bank needed

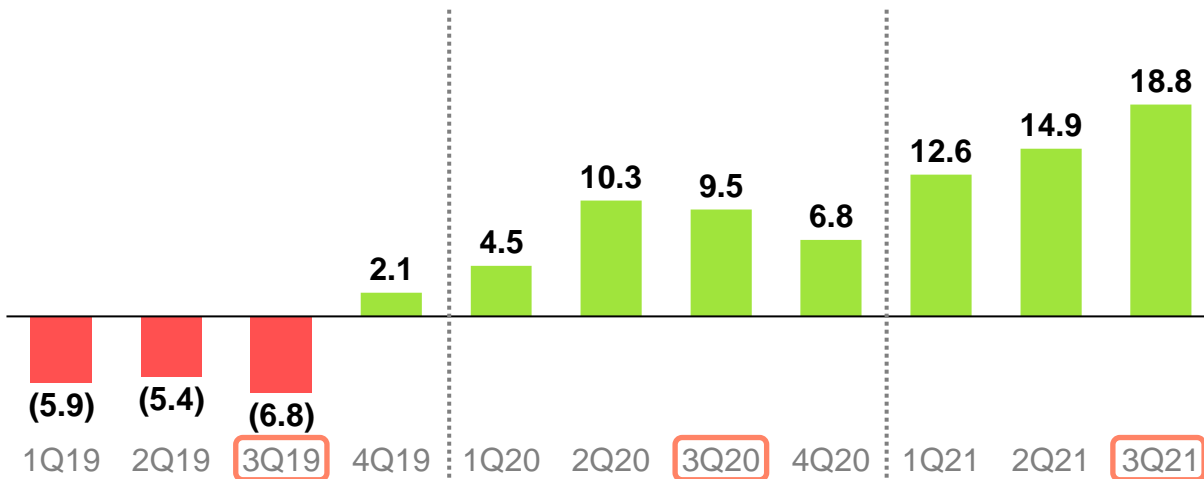


We are proud of our first 3 years results

illimity - From start-up to >9% ROE in 3 years

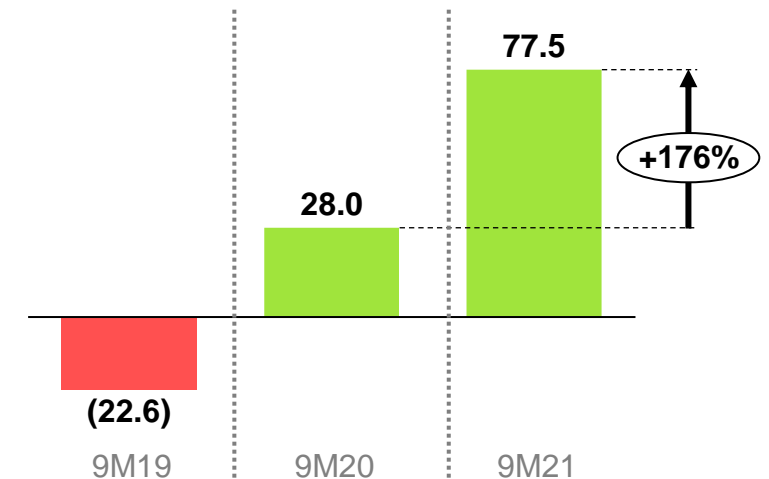
NET RESULT EVOLUTION

Data in €mln



OPERATING PROFIT

Data in €mln



3Q21 Highlights



9%

9M21 ROE⁽¹⁾ annualised



20.1%

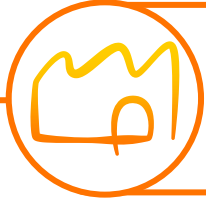
CET1 Ratio



0.5%

**Gross Organic
NPE ratio ⁽²⁾**

illimity - Significant market positions



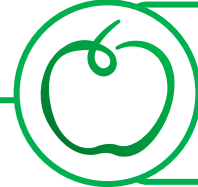
Growth Credit Division

Data at 31 Oct. 21

~€1.4bn

Originated business

Well-recognised player in SME market:
lead arranger on many **Acquisition Finance deals**



Distressed Credit Division

Data at 31 Oct. 21

~€1.8bn

Originated business

Within **top three private investors**
in Italian distressed credit market

illimity - Passionate and united team with key competences from other industries

Industry of origin



Banking



Financial Services



Insurance



Marketing



Design



Energy



Consulting



Legal



Education/
Training



Healthcare



HR



IT



Real Estate



TLC



Manufacturing



E-commerce



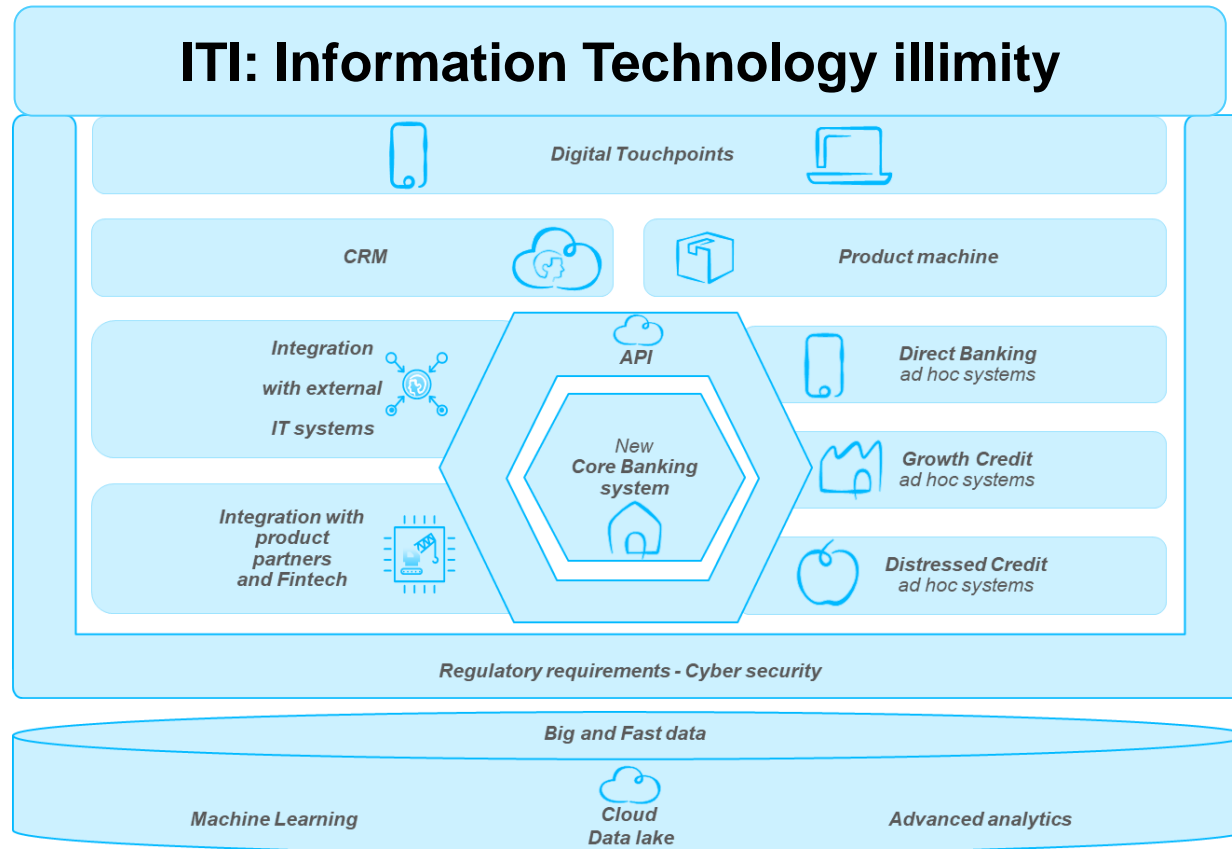
Other

>700 illimiters

70% from industries other than banking

>300 organisations

illimity - The first new complete banking IT architecture



 **Fully Digital**

 **Fully Modular**

 **Fully In-cloud**

illimity - Strong ESG responsibility: ESG purpose to unlock SME's and individuals' potential

Main achievements

Commitment 2021-25



Environment

- **Carbon Neutral** as of **2020**
- **100% renewable energy** for main office buildings
- **ESG Rating** for SME
- **Commitment to finance green projects**, circular economy projects etc



Social

- **Diversity & Inclusion** by **gender** (44% vs 56%), **age** (4 generations), **23 nationalities**, from over **300 organizations**
- Capable of up to **100%** smart working
- **100%** recipients of flexben and stock ownership plans
- **Gender Pay Gap** less than 4%
- Full **Gender Equity** in **talent pool** distribution
- **Great Place to Work®** and **Best Workplace**



Governance

- **44% Board Gender Equality** (45% vs 55%)
- **Sustainability Committee**
- **2020 Voluntary Consolidated Non-Financial Statements**
- **illimity way policy**



- Embed ESG in **credit risk assessment** and in the **Risk Appetite Framework**
- Maintain **Group Carbon Neutrality** (Scope 1 and 2), **assess** and **address financed emissions** (Scope 3)
- Exploit energy desk by re-activating **renewable energy plants**

- **Gender equity**: double the number of **women managers** ("dirigenti")
- Maintain full gender equity in the **talent pool** distribution and in the **pay range with a maximum deviation of 5%**
- **Employee Engagement Index** above **70%**
- Real estate impact projects through **illimity Foundation**

- Enhance illimity **ESG Ratings**
- Integrate **ESG Goals** in incentive plans



New paradigm bank needed

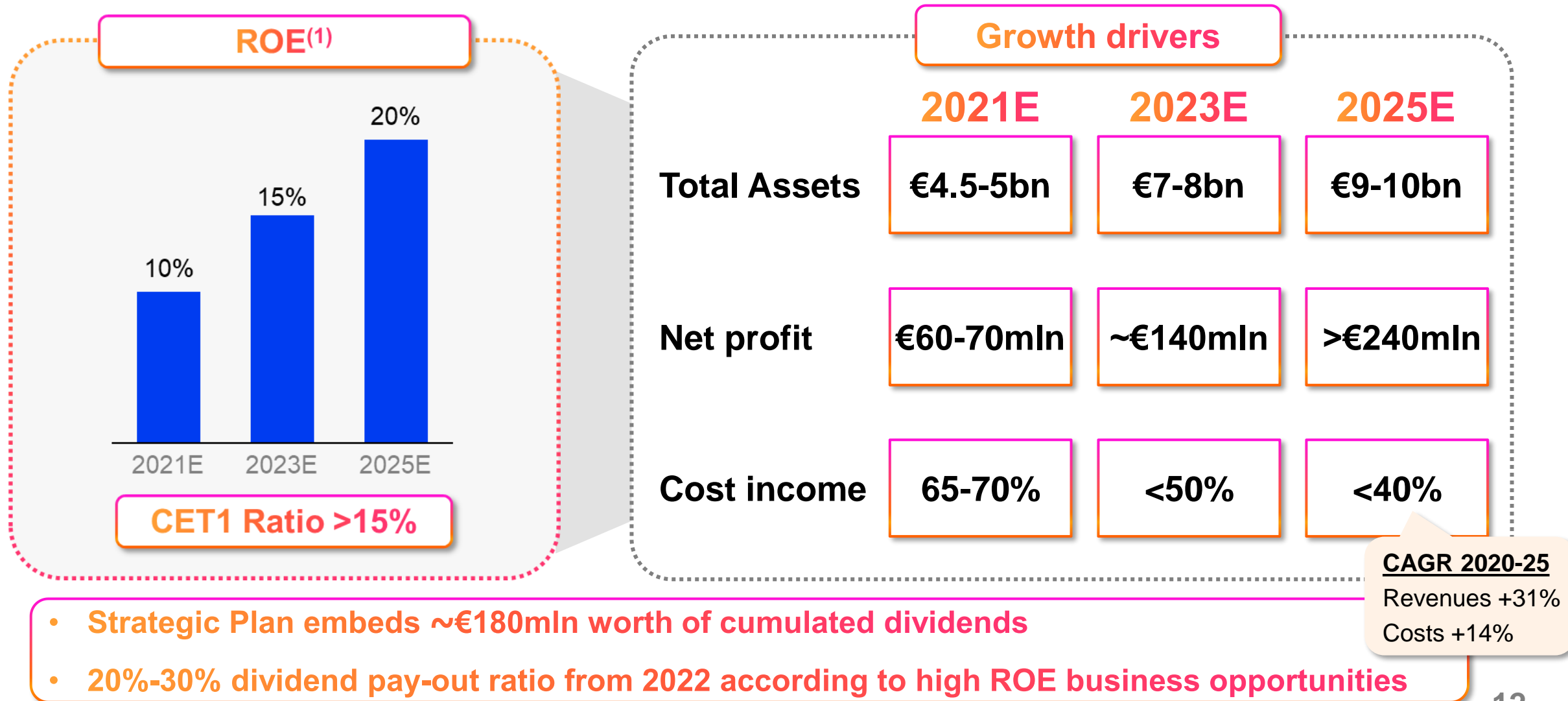


We are proud of our first 3 years results



2021-25 Strategic Plan makes illimity an even stronger investment case

illimity - 2021-25 targets underline impressive growth ahead





New paradigm bank needed



We are proud of our first 3 years results



2021-25 Strategic Plan makes illimity an even stronger investment case



New strategic initiatives with huge potential

illimity - **HYPE** : fintech market leader

Data as of 30 September 2021

€9.2mIn
gross
revenue YTD

+82%
YoY

1.5mIn
number of
customers

+15%
YoY

22%
subscriber
customers

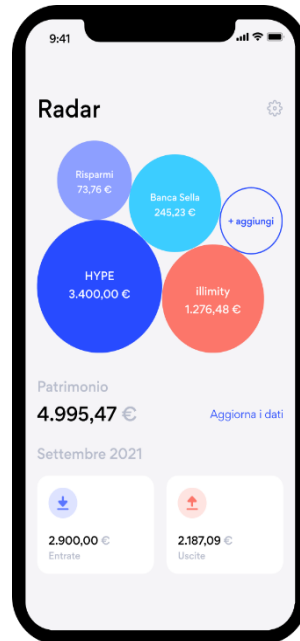
+3pp
YoY

4.0
avg.
transactions
per customer
in Sept-21

+26%
YoY

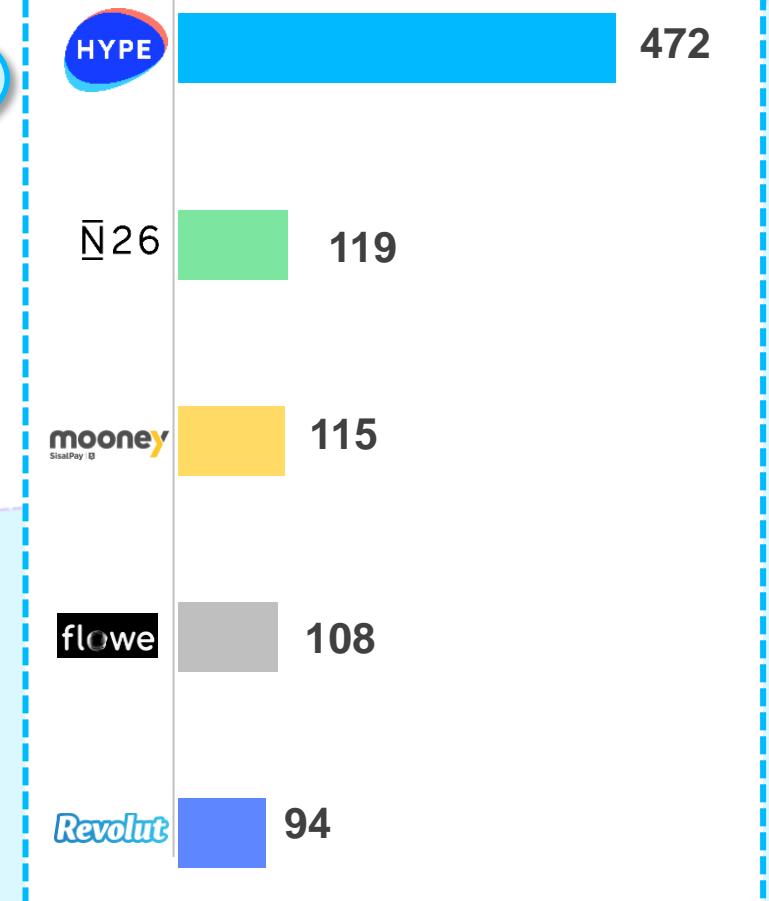
~5.9mIn
transactions
in Sept-21

+46%
YoY



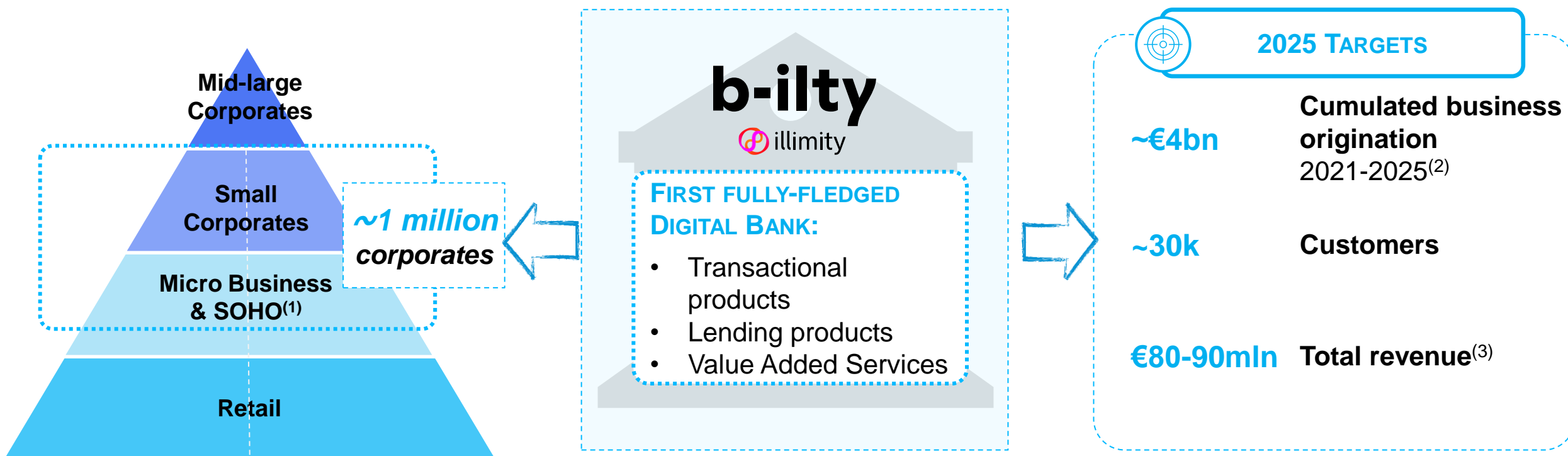
MONTHLY ACTIVE USERS IN ITALY⁽¹⁾

Data in thousands



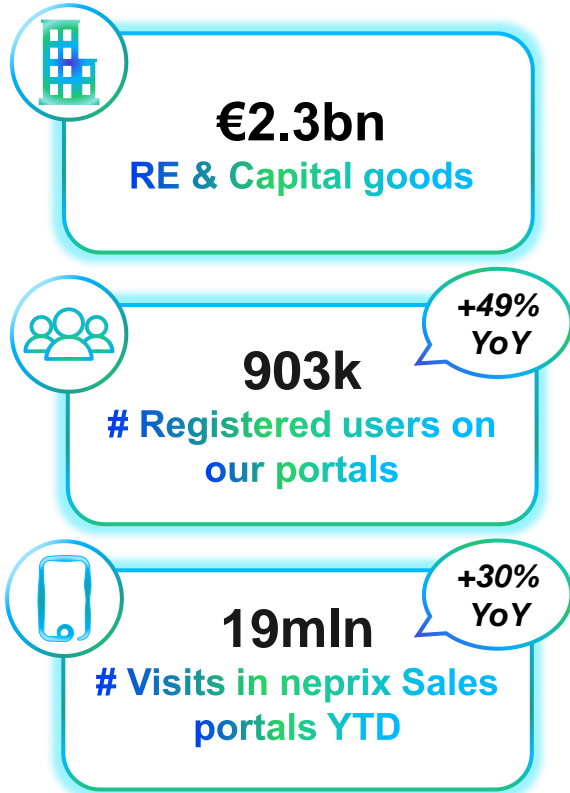
Note: (1) Data in thousands as of September 2021. Data provided by SimilarWeb and based on android users – MAUs defined as users having used the app at least one time during the month.

illimity - **B-ILTY: small corporates game changer**



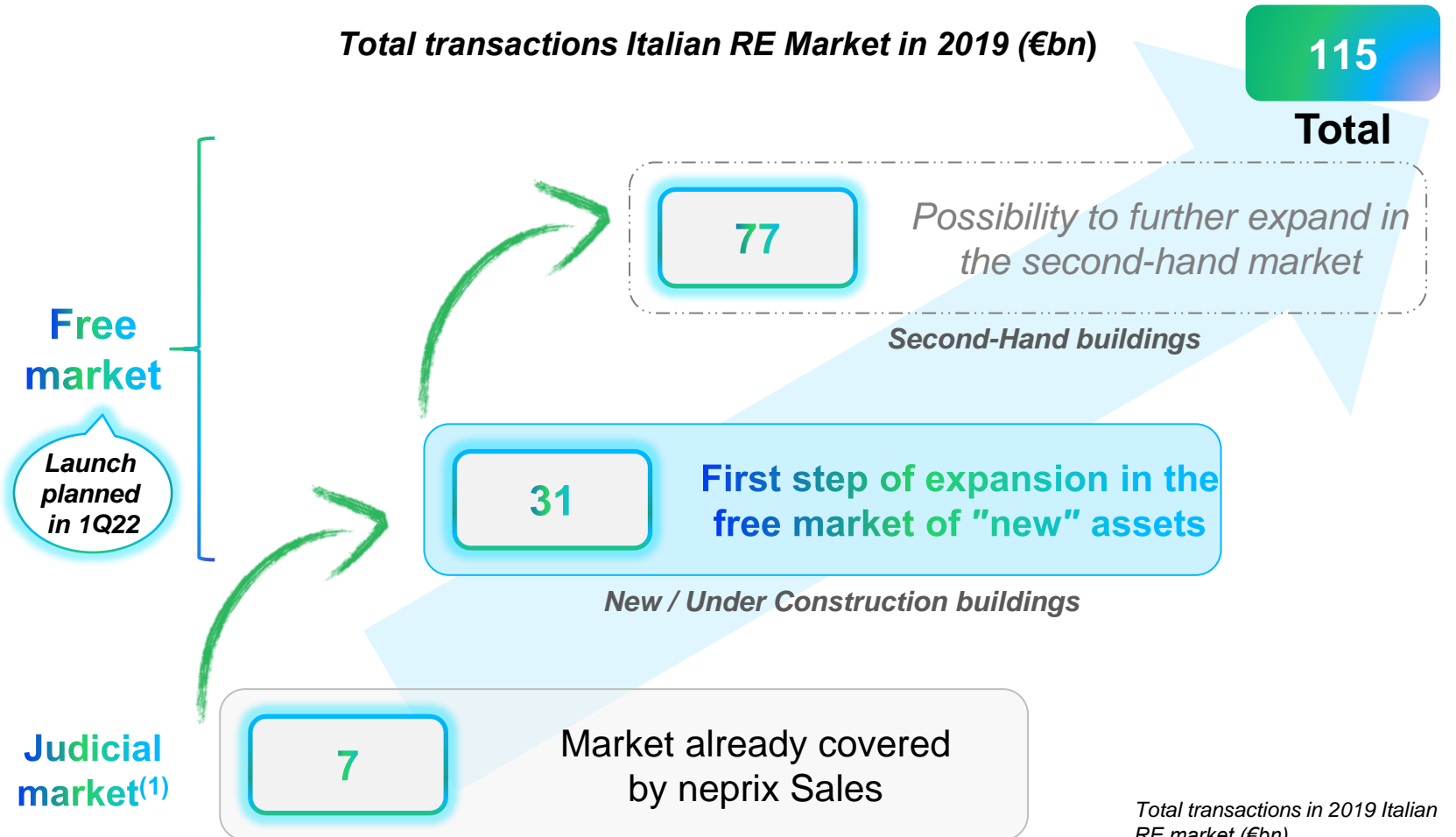
neprix Sales - Leader in digital real estate remarketing platforms

Leveraging on our leadership position in remarketing of judicial assets...

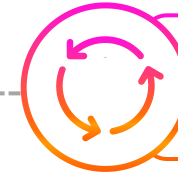
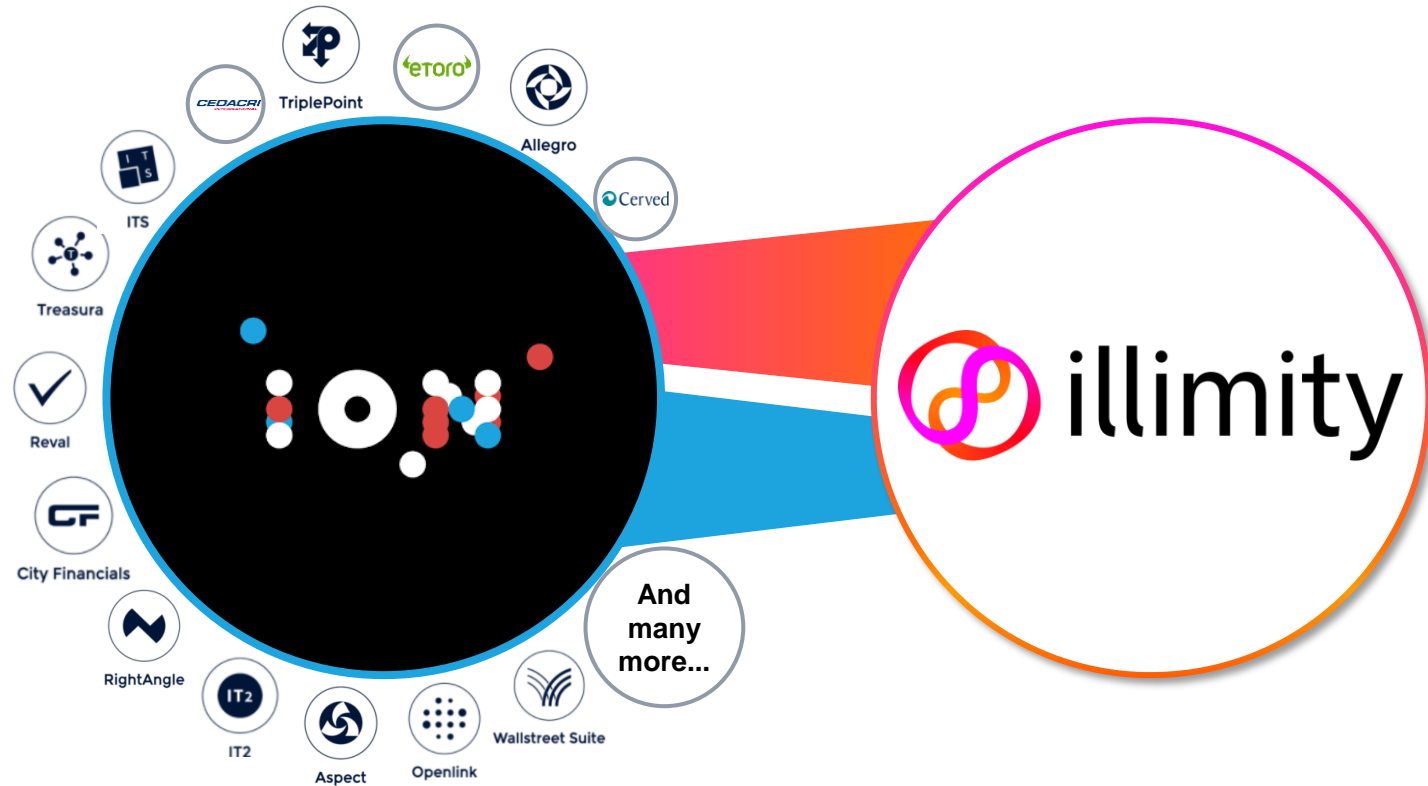


Data as of 30 September 2021

....to enter a huge market



illimity - Strong potential synergies not factored in 2021-25 Strategic Plan



SYNERGIES IN:

- Credit scoring
- Data analytics
- Software development
- Market intelligence
- Co-marketing

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