BFF BANKING GROUP

BFF Group overview

December 2017

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Pursuant the consolidated law on financial intermediation of 24 February 1998 (article 154-bis, paragraph 2) Carlo Zanni, in his capacity as manager responsable for the preparation of the Company's financial reports declares that the accounting information contained in this Presentation reflects the Banca Farmafactoring S.p.A. documented results, financial accounts and accounting records.

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BFF Banking Group: A Bank Like No Other

Leading financial services provider to suppliers of the European Healthcare and Public Administration sectors

Market leader in large and underpenetrated markets	**€250bn market**
Solid and resilient business model with compelling assets and earnings growth	**>20% CAGR 2013-2016(1)**
Low risk profile coupled with solid capital position	**12bps Cost of Risk(2)** **19.4% TC ratio(3)**
Superior cash generation with proven track record of high profitability and dividend	**29% RoTE(4)** **100% payout**
Significant growth potential through excess capital, invested platform and access to funding	**Excess capital allows 30% RWA growth & 100% payout** **€0.8bn of liquidity**
Management fully aligned with public market shareholders	**7.6% direct stake post IPO** **8% hurdle rate on stock options**

Source: Annual Reports

Notes: (1) 2013 income statement normalised for change in LPI accounting; 2016 net income adjusted to exclude extraordinary costs and including 12 months of Magellan. (2) 9M17 annualised. (3) Referring to Banking Group as of 30/09/2017 (4) 9M17 annualised and based on net income adjusted to exclude extraordinary items

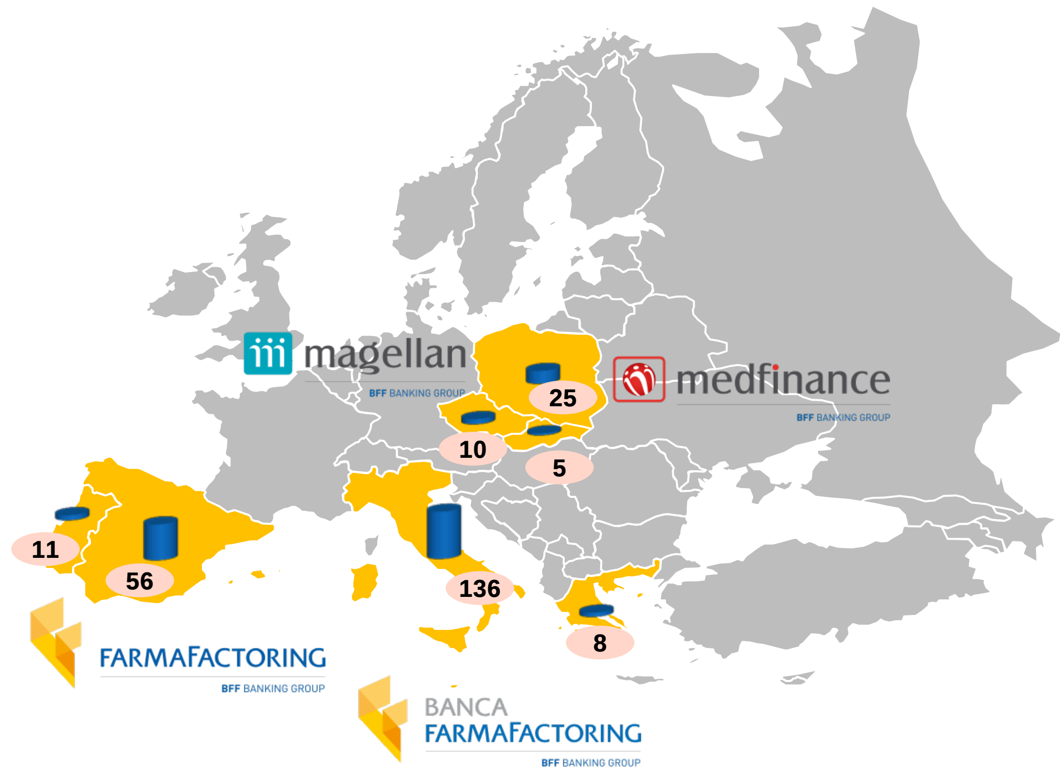
Leading Provider of Credit Management and Working Capital Solutions to Public Sector Suppliers, to Tackle the Payment Delays From the Public Administration in Southern Europe and CEE

Endemic Delay in Payments in the Public Sector

- Some European countries have endemic delays in payments due to Public Administration suppliers, because of:

1. Mismatch between centralised tax collection and decentralised public spending
   - Only 16% of total public expenditure for goods and services in Italy is controlled by Central Government
2. Administrative complexity: 22,948 Italian public entities[(1)], 18,838 Spanish public entities[(2)] and 4,069 Portuguese public entities[(3)]
3. Commercial debt not classified as public debt, allowing financial flexibility to governments

€250bn of Public Sector expenditures in the countries we operate in[(4)]



Public expenditure in good and services (€bn)[5]

Source: Eurostat

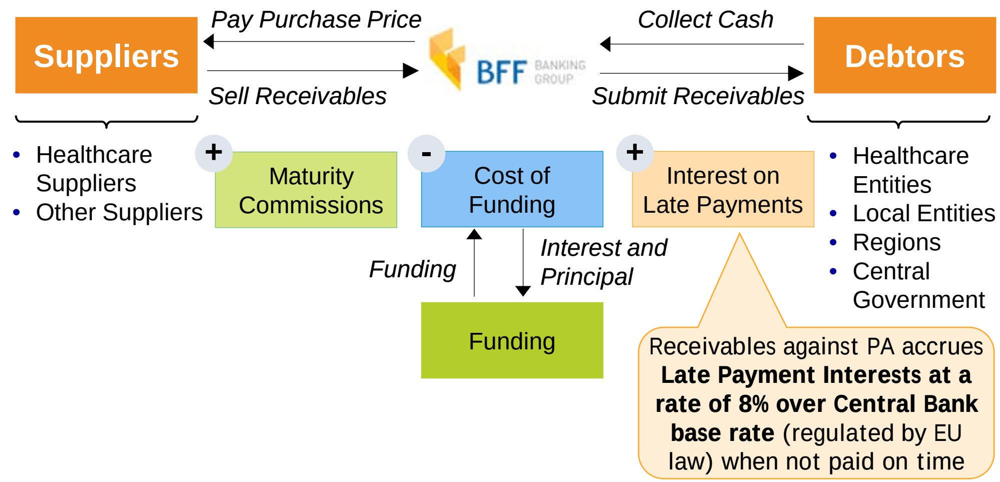
Notes: (1) Souce IPA, Indice delle Pubbliche Amministrazioni; (2) Source IGAE, Intervencion General de la Administracion del Estado; (3) Source Associação Nacional Municípios Portugueses, Direcção Geral do Orçamento and Commissao Nacional de Eleicoes; (4) Exchange rate as of 31/12/16; (5) Data as of 2016.

BFF Banking Group's Services Offered

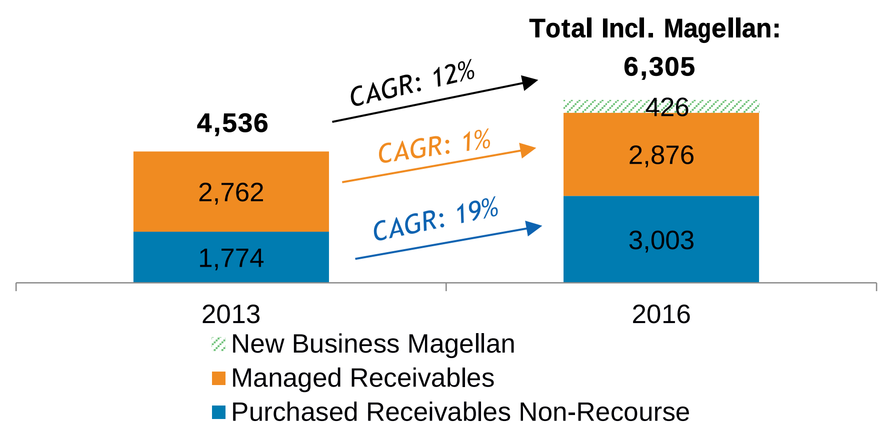
General Overview

- Three business lines:
  - **Non Recourse Factoring ("Purchased")** (Funded business, 82% of gross revenues[1])
  - **Credit Collection Management** (Unfunded business, 4% of gross revenues[1])
  - **Financing** to healthcare entities and Local Government in CEE (funded business, 12% of gross revenues[1])

Focus on Non-recourse Factoring - Revenues Model



Total New Business Volumes (€m)[2]



Source: Annual Report

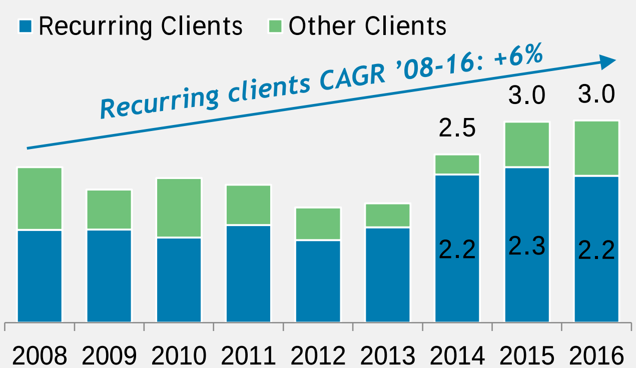
Notes: (1) Based on Banking Income gross of interest expenses and commission expenses and including Magellan only for 7 months. The remaining 2% is related to the interest income on financial assets (2) Data for Magellan are converted into EUR assuming an FX of 4.4103 (31/12/2016).

Solid Business Model…

Suppliers

- Long-standing relationship with top suppliers to the PA (leading multinational and national suppliers) → top 10 clients have been BFF clients for more than 16 years
- Majority of clients have outsourced their credit management activities to BFF → significant barrier to entry
- Significant recurring business with established clients

BFF excl. Magellan Non-Recourse Volumes (€bn)



Recurring clients[(1)] represented on average more than 70% of total volume

- **Highly experienced senior management team with a long tenure in the Group** (> 12 years on average)
- **Advanced and scalable IT platform developed in-house**

Debtors

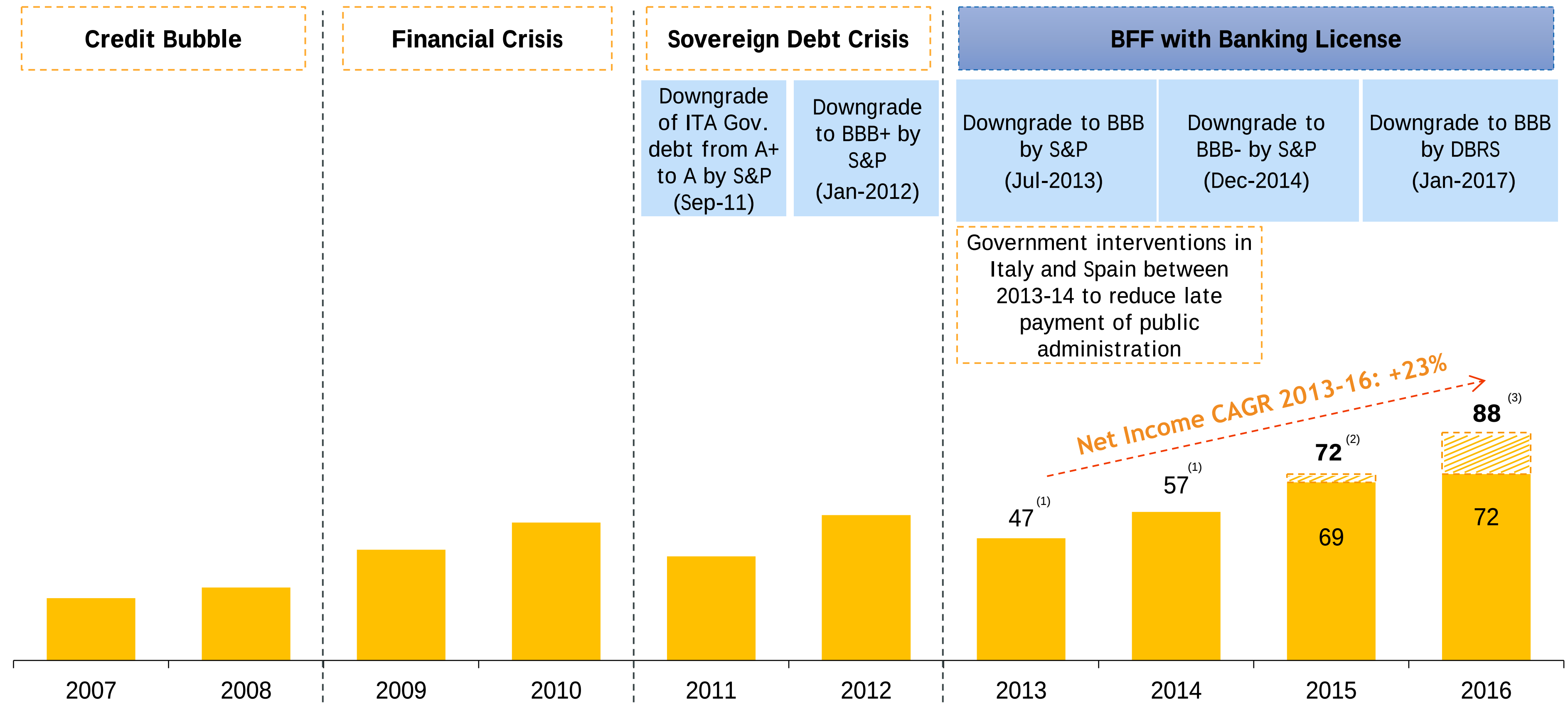
- Long track record in dealing with Public entities and deep knowledge of the payment dynamics → better collection
- A proprietary database built over 30 years of experience enabling for an accurate estimate of collection time and credit risk → better pricing
- Short term duration of the receivables purchased allowing constant repricing
- Negligible Cost of Risk
- Low risk of underlying receivables (commercial debt vs. sovereign debt)

Source: Company data

Note: (1) Recurring non-recourse clients defined as clients who concluded at least 1 transaction per year in the 2014 – 2016 period.

...Able to Grow Profitably through Every Season

Net Income (2007-2016)



IT Lira 500m (€260k) invested in 1985 - c.€450m dividend distributed

Source: annual reports, Factset.
Notes: (1) 2014 net income normalised for change in LPI accounting; (2) Adjusted to exclude extraordinary costs. For 2015 adjusted net income includes ca. €0.3m ordinary contribution to Fondo Interbancario and Resolution Fund and excludes €0.7m of extraordinary contribution to Resolution Fund; (3) Excluding €11m of extraordinary expenses and including €4m Magellan 5 months contribution.

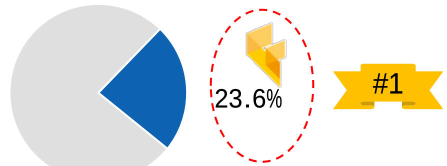
We Operate in an Underpenetrated €250bn Market, with Leadership Position in Many Geographies...

Key Considerations

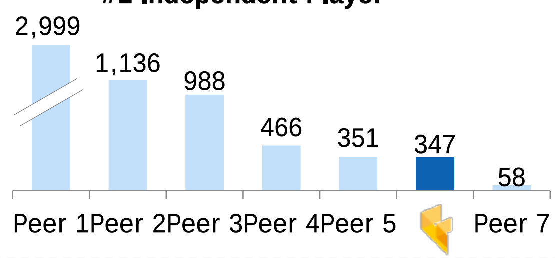
- **Total potential market is** the public sector expenditure in goods & services, **c. €250bn in Italy, Spain, Portugal, Poland, Slovakia, Czech Republic and Greece**
- In Southern Europe, stable expenditures despite austerity measures
- Growing market in CEE

BFF Positioning

Non-recourse Factoring outstandings with PA & NHS (€7.3bn)



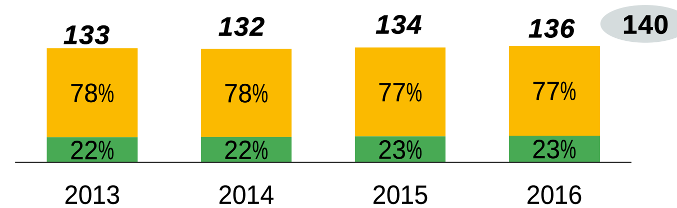
#1 Independent Player

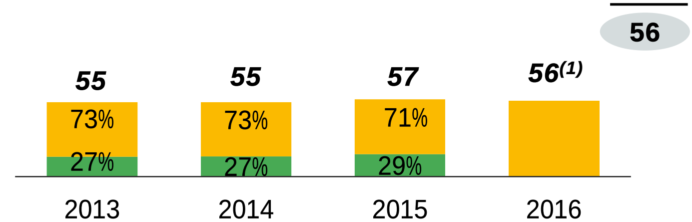


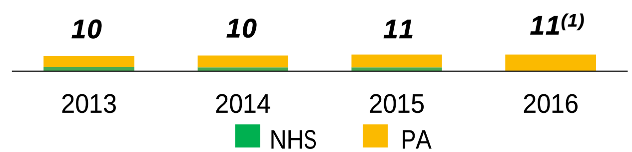
- **#1 Independent Player**
- **Sole specialised player in Portugal**

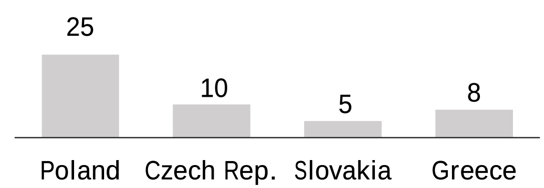
- **Leader in alternative financing in Poland**
- **Sole specialised player in Slovakia**
- **One of the few specialist in Czech Republic**
- **Sole specialised player in Greece**

Total Public Expenditure in Goods and Service (€bn)









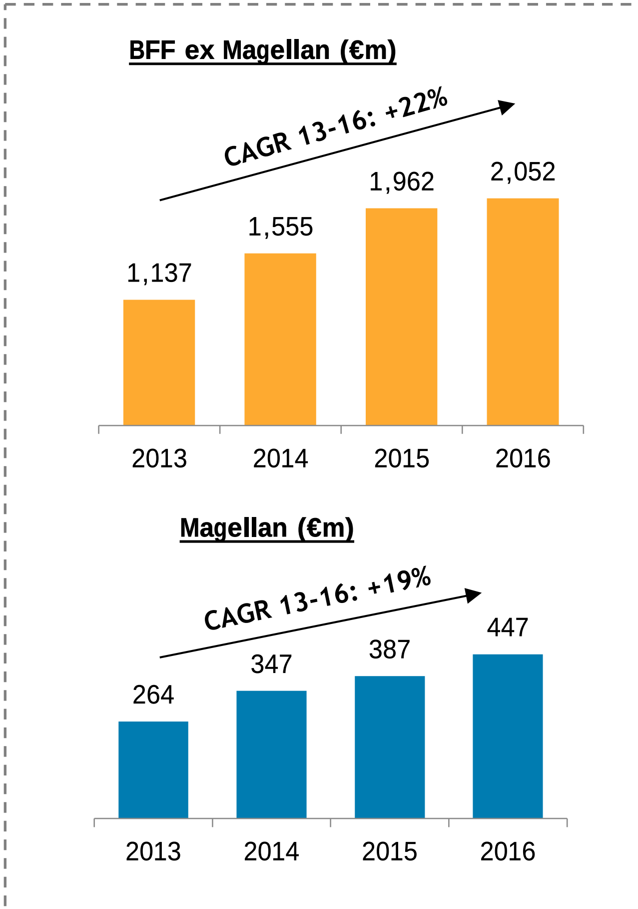
Source: PwC, IMF, DEF 2016 and 2017, Ministero de Sanidad, Servicios Sociales e Igualdad, Ministerio de Hacienda y Administraciones Públicas, and Actualizacion del Programa de Estabilidad 2016-2019 – Reino de Espana, Instituto Nacional de Estatistica – Portugal
Notes: (1) Breakdown not available.

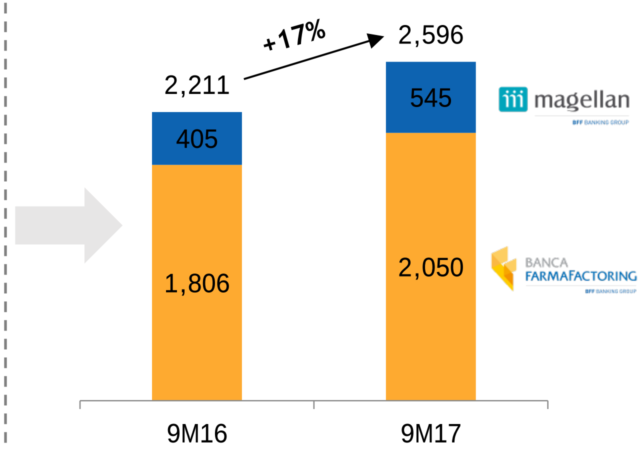
...With a Growing Business, Increasingly Diversified...

Key Considerations

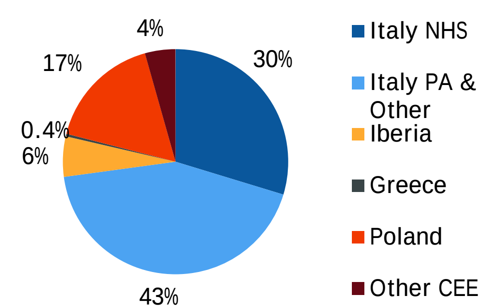
- Significant customer loans growth (CAGR 13-16 of +22%) **with higher contribution from less capital intensive segments** (non NHS public administration)
- **+17% y/y total customer loan growth in 9M17,** with Magellan up by 34%
- **Increased geographic diversification** with 27% exposures in non domestic markets
- **First deal in Greece completed** with the acquisition of a portfolio of invoices towards public sector hospitals **for €10m**
  - Initial focus on healthcare, planning to expand to rest of PA in 2018

Customer Loans Evolution (€m)





9M17 Customer Loans by geography



...and with a Fortress Balance Sheet and Low Risk Profile...

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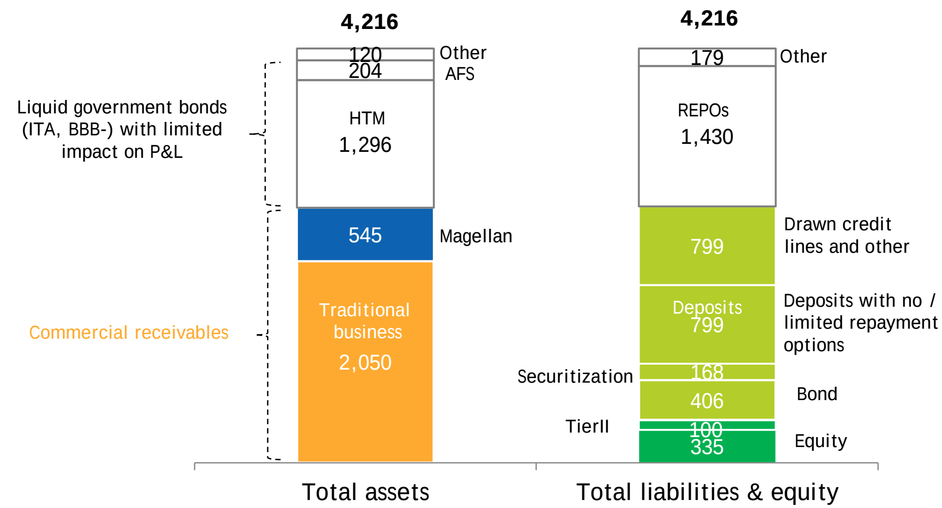
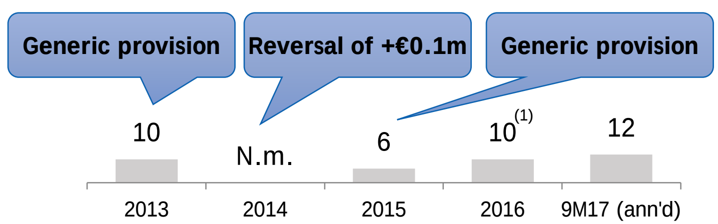
Key Considerations

- **A fortress balance sheet**
  - Conservative asset / liability management approach: loan book funding duration higher than that of receivables
  - Commercial receivables funded through a well diversified funding base with a short maturity of the asset side allowing for fast repricing
  - Strong liquidity position with a **LCR of 286%** as of September 2017
  - Decreasing government bond portfolio, now c. 1/3 of total assets
- **Low risk profile**
  - Negligible credit risk profile: **CoR at c.12 bps**
  - Historically recovery of the credit exposure also in default situations
- **High creditworthiness of the counterparties:**
  - Mostly multinational and large corporates

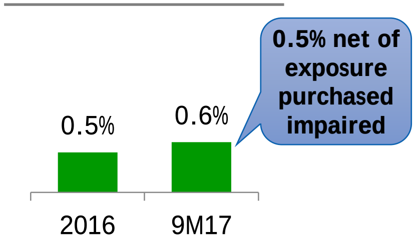
Breakdown of Balance Sheet 9M17 (€m)



Cost of Risk (bps)



NPL ratio



Source: Annual report and press release

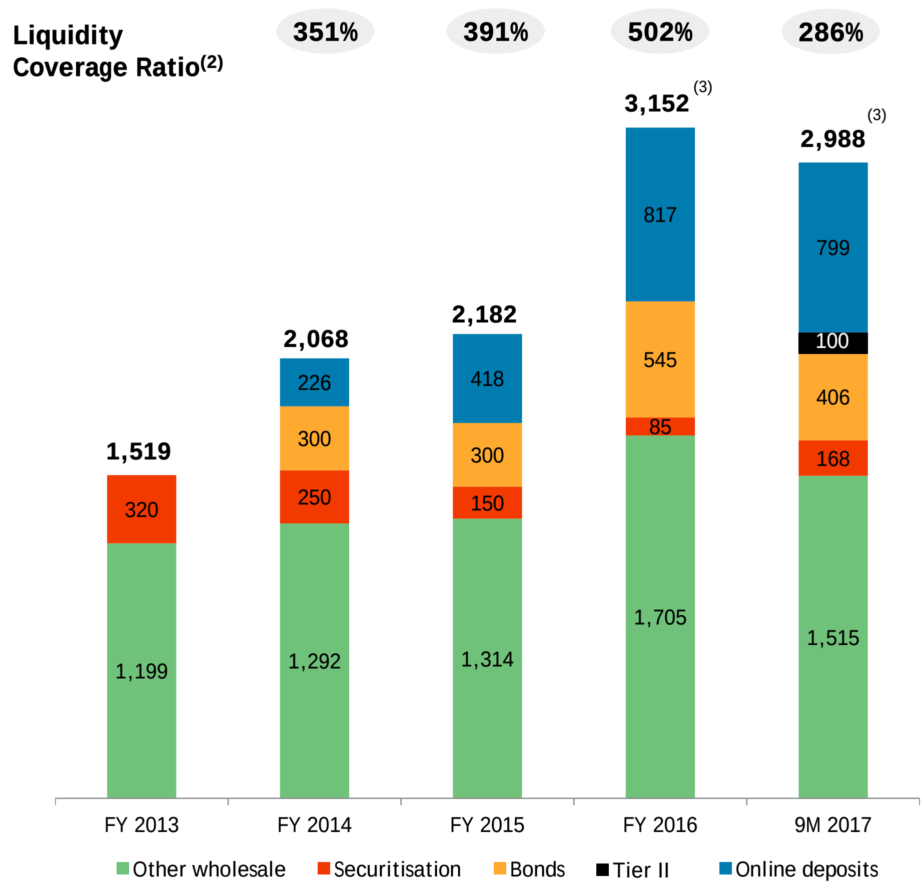
Notes: (1) Based on 2016 numbers including Magellan for 12 months (i.e. -€2.7m of total provisions).

... Couple With a Diversified Funding Base...

Key Considerations

- **Balanced funding profile with deposits accounting for 36% of drawn funds:**
  - **€799m deposits** gathered as of September 2017, c. 2x versus FY2015
- **Access to capital markets:**
  - **€100m Tier 2** 5.875% coupon bond issued on 2nd March 2017. **First unrated institutional issuance by an unlisted Italian bank**
  - **€200m 5Y senior unsecured** 2.0% coupon bond issued on 29th June 2017
  - **€200m 2.5Y senior unsecured** Euribor 3M + 1.45% coupon bond issued on 29th November 2017. **First unrated floater bond issued by a bank on the European market**
- **Group undrawn funding at c. €0.8 bn**

Available Funding[1] (€m)

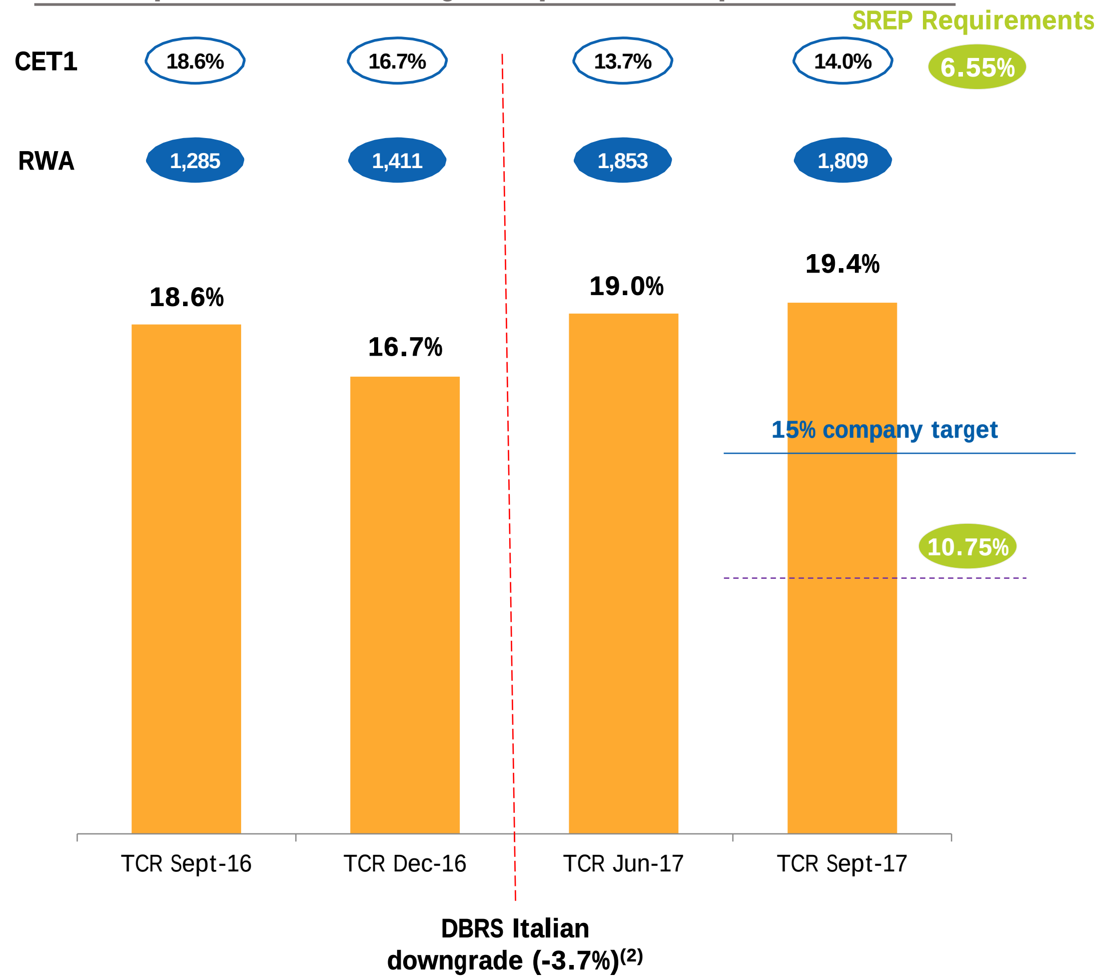


Notes: (1) Excluding ECB funds and REPOs. (2) Based on utilized credit lines; 2013, 2014 and 2015 excluding Magellan, December 2016 and 9M17 including Magellan; (3) Not considering financing for Magellan acquisition 355 m PLN.

… and Backed by a Strong Capital Position…

- Robust capital position maintained also after the cash acquisition of Magellan, the full 2016 net income pay-out and the DBRS Italian downgrade
- **Banking Group Total Capital ratio equal to 19.0%**
  - €55m adjusted net income not included in the capital ratios (equal to 302 bps of additional CET1 and total capital) available for dividend distribution
  - 4.4% Total Capital in excess of 15% target available to sustain RWA growth
- **Banking Group CET1 ratio of 14.0%,** 2x the CET1 SREP requirement of 6.55%
- **Higher capital ratios**, despite loan growth, **thanks to a better business mix**
- **Conservative RWA calculation** based on standard model and with Italian exposure to NHS and other PA risk weighted at 100%[2]. One Italian rating upgrade would move risk weighting to 50%
- **Operational risks RWA will decrease** by c.€38m at the end of 2017 (+0.4% impact on TC ratio and +0.3% on CET1 ratio)

Total Capital Ratio - Banking Group ex TUB Capital Ratio[1]



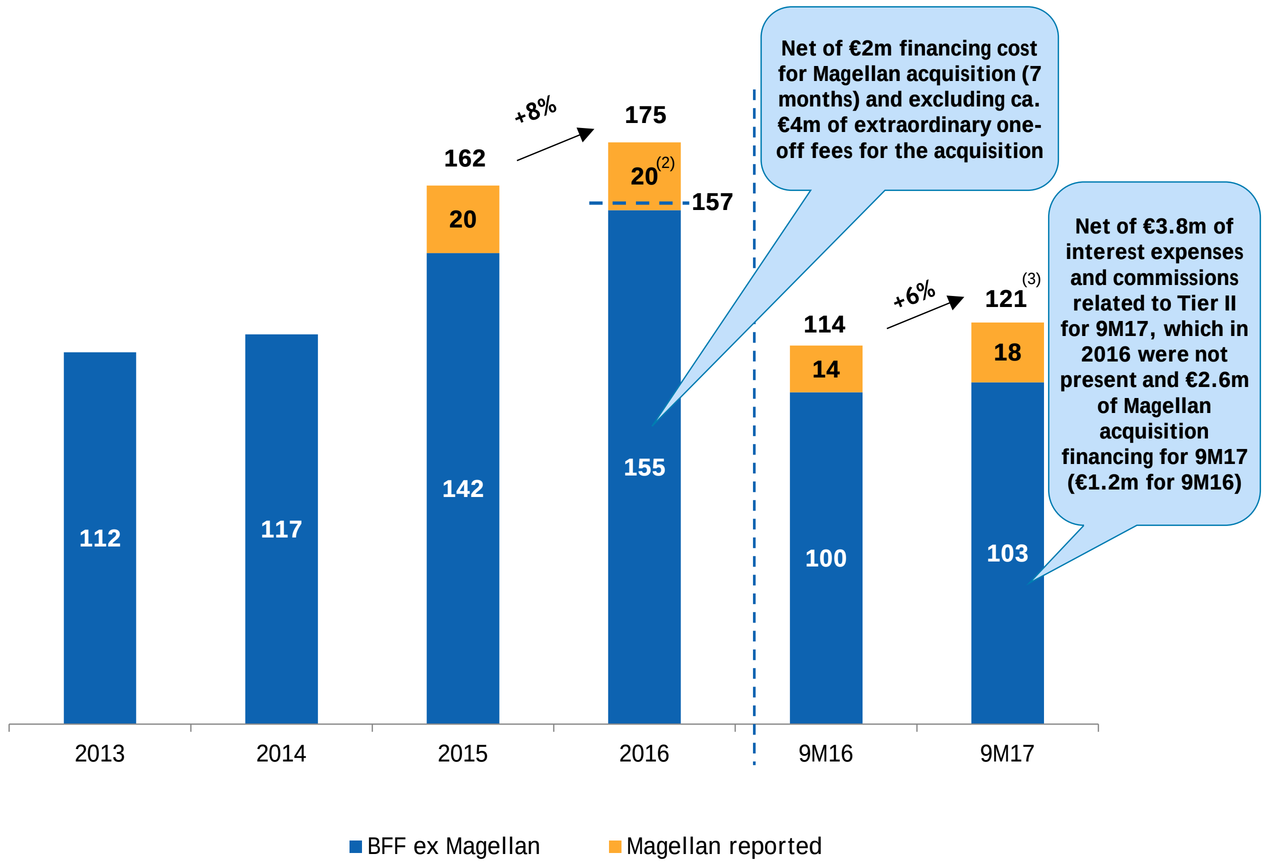
(1) CRR Total Capital Ratio and CET1 Ratio: 15.4% and 10.4%. These ratios are subject to approval by BFF Luxembourg S.àr.l. (2) Following the DBRS downgrade, starting from March 2017, capital ratios are calculated based on a higher risk weighting factor (from 50% to 100%) for the Italian exposure to NHS and other PA different from local and central government

Positive Trend in Revenues

Key Considerations

- **Net banking income adjusted increased by 8% in 2016 to €175m (including Magellan and €2m financing costs)**:
  - **c.11% increase of net banking income for BFF only** (net of one-off and financing costs of Magellan) thanks to higher average outstanding and to lower interest expense driven by a diversified funding base
- **+6% growth in 9M17 vs. 9M16** thanks to:
  - Higher average stock of loans
  - Good LPI collection

Adjusted Net Banking Income[1] (€m)



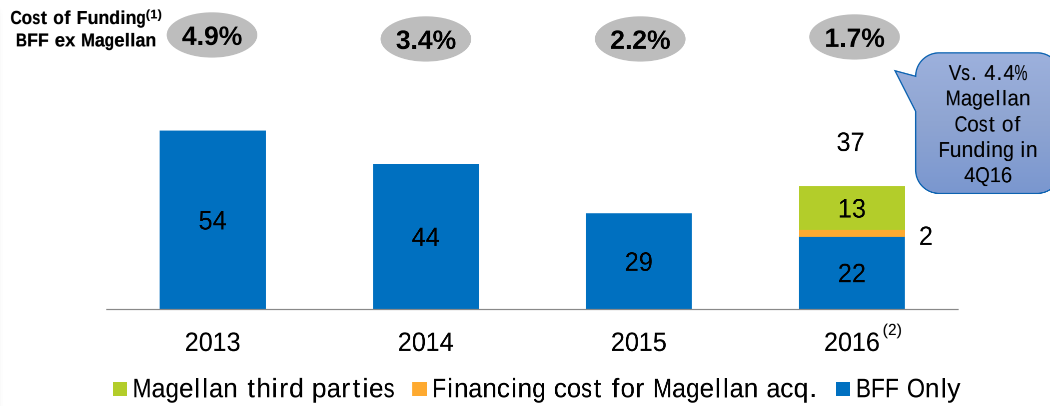
Notes: (1) Including 12 months of Magellan for 2015 and 2016 data and adjusted for extraordinary items; (2) €20m Magellan NBI (i) includes €12m relative to the 7 months post BFF's acquisition (as in BFF reported consolidated accounts) and (ii) pro-forma for €8m relative to the 5 months before the acquisition; (3) Does not include €25.2m one-off impact of change in LPI accounting from 40% to 45% on 1/1/2017, -€2.0m of change in exchange rates impact for 9M17 (-€2.2m in 9M2016) and -€3.2m commissions costs (including waiver) related to Magellan acquisition for 9M16. Includes €3.8m of interest expenses and commissions related to Tier II for 9M17, which in 16 were not present and €2.6m of Magellan acquisition financing for 9M17 (€1.2m for 9M16).

Potential for Further Funding Cost Optimization

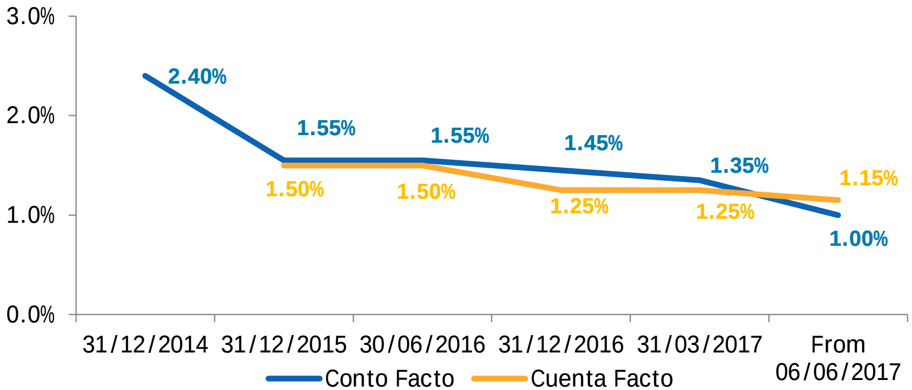
Key Considerations

- **Reduction in cost of funding continued** with an average cost of funding of 2.03% in 9M17, more than offsetting Tier 2 issuance and Magellan acquisition cost
- **Good visibility on further cost of funding reduction**
  - From 6th June 2017, 12m interest on online deposits offered dropped to 1.00% in Italy and 1.15% in Spain
  - Repayment at maturity of €300m 2.75% coupon 3y bond on 12th June 2017, new €200m 2.0% coupon 5y bond issued on 29th June
  - Further funding synergies at Magellan level thanks to renegotiation of terms and conditions of local funding: 13% of Magellan funding still to be refinanced due to maturity structure

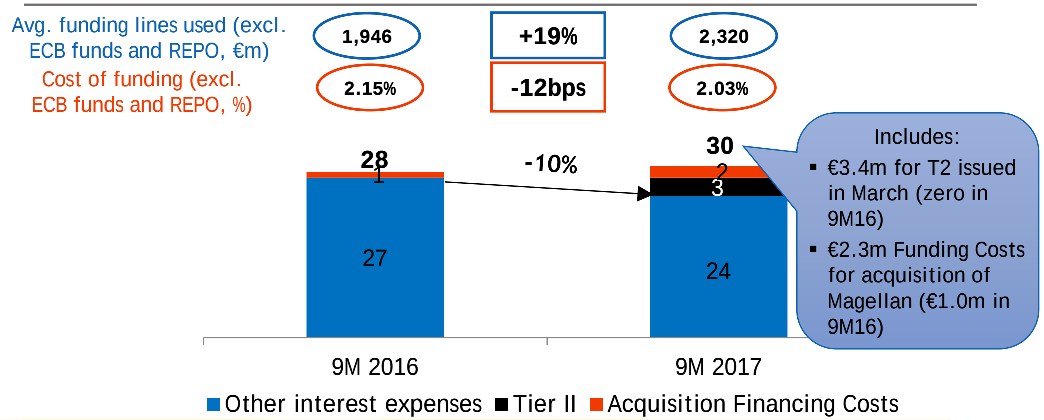
Interest Expenses (€m)



12-months Online Deposits Interest Offered to New Money and Deposit Renewals



Cost of funding (BFF + Magellan - %)



Notes: (1) Excluding ECB funds and REPOs; (2) Including 12 month Magellan and excluding funding synergies.

Already Invested in the Business to Capture Future Growth Potential

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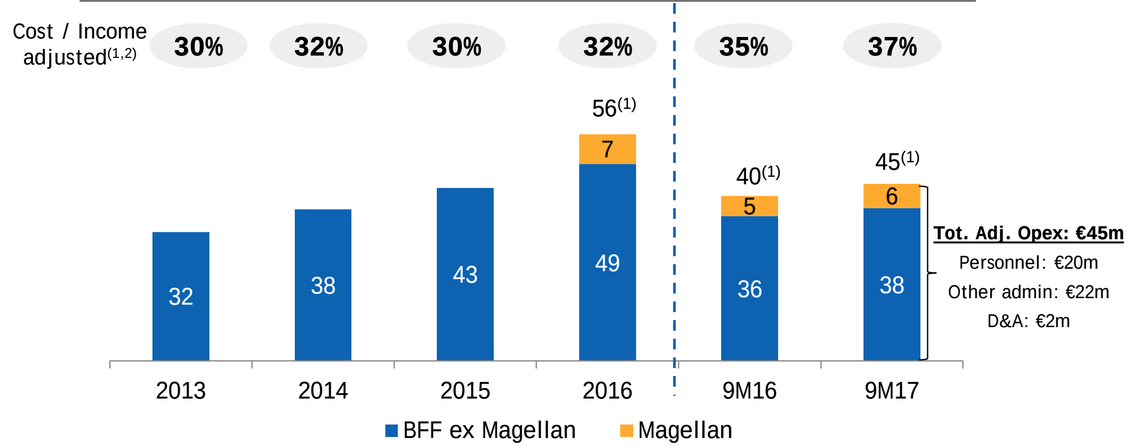
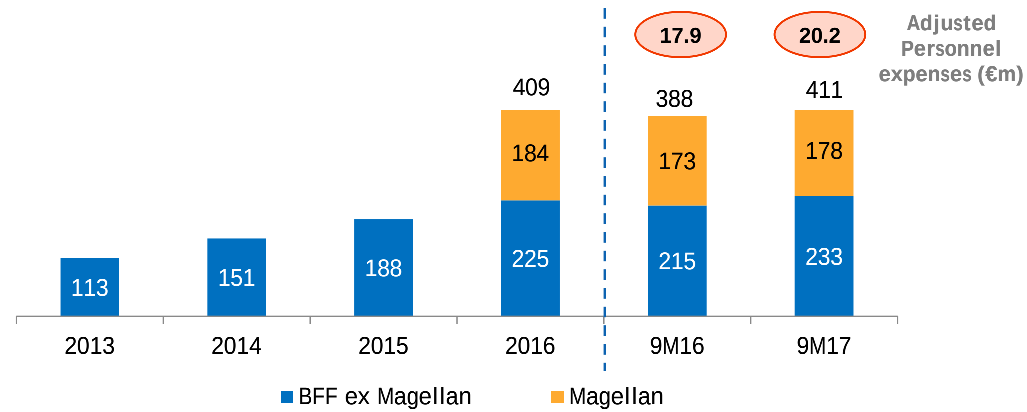
Key Considerations

- BFF heavily invested over the last three years in infrastructure and people **to support growth**
- Managed to maintain an efficient cost structure with **best in class Cost / Income ratio around 37%, also post Magellan acquisition**
- **Investments in infrastructures now largely made**:
  - Stable employee base versus YE2016 figures but growing versus 9M16
  - Stable operating costs in 3Q17 (€14m in 3Q17 vs €15m in 2Q17 and €15m in 1Q17)

Operating Costs Adjusted for Extraordinary Items[1] (€m)



Number of employee



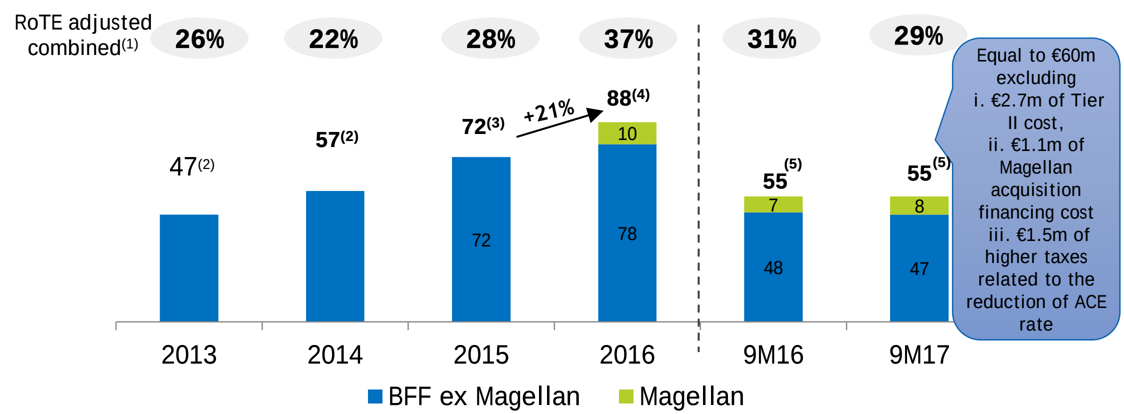
Notes: (1) Adjusted to exclude extraordinary costs: 9M17 gross extraordinary costs of €3.9m (€1.5m related to stock option plan (pro-rata) related to IPO; €2.4m related to the IPO process),9M16 gross extraordinary costs of €8.9m (€2.4m related to IPO; €6.5m related to Magellan acquisition); 2016 gross extraordinary costs of €12.6m: €3.5m related to IPO, €2.2m extraordinary contribution to Resolution Fund and the rest for the Magellan acquisition; 2015 adjusted number includes ca. €0.3m ordinary contribution to Fondo Interbancario and Resolution Fund and excludes €0.7m of extraordinary contribution to Resolution Fund. (2) C/I computed as operating expenses (administrative expenses + staff expenses + amortization on tangible and intangible assets) divided by net banking income; Source: Company data

High Profitability and Significant Dividend Capacity

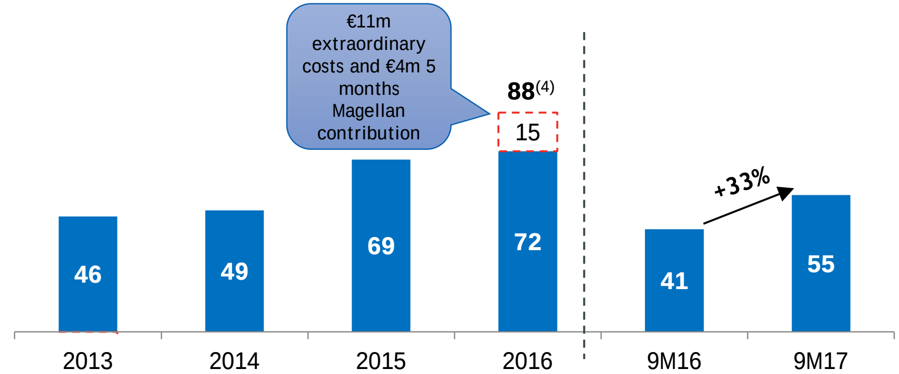
Key Considerations

- Almost doubled net income in the last 4 years to €88m (incl. Magellan)
  - Significantly improved return on capital thanks to an efficient use of capital with **2016 RoTE adjusted combined at 37%**
  - 9M17 adjusted net income in line with 9M16 despite €5m of costs (post tax) related to the Tier II, Magellan acquisition financing and change in ACE tax benefit. Excluding these costs, **the adjusted net income 9M17 would be €60m, +9.1% y/y**
- **The Group's dividend policy is to distribute up to 100% of consolidated earnings in excess of 15% Total Capital ratio target**
  - Historical attractive dividend flows despite strong RWA growth with **more than €240m dividend paid between 2013 - 2016 and with a pay-out ratio of over 95% on average and 16% CAGR**
  - Dividend capacity to date: **distributable income of €55m, +33% y/y growth**

Net Income adj[1] (€m)



Dividend capacity (€m)



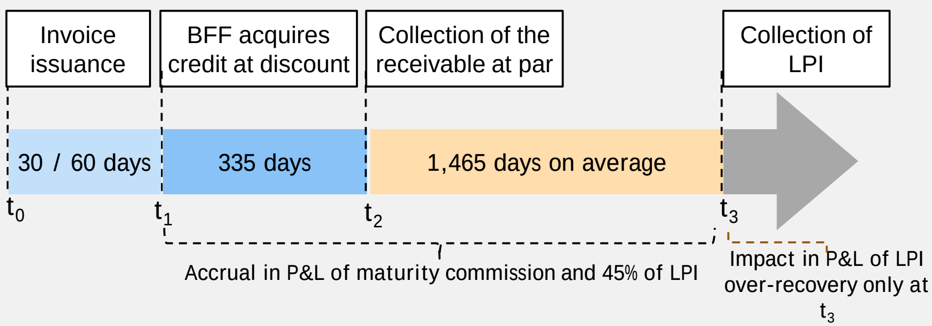
Notes: (1) RoTE = NI adjusted/tangible equity; (2) 2013 and 2014 NI pro-forma for change in LPI accounting; (3) 2015 adjusted NI includes c. €0.3m ordinary contribution to Fondo Interbancario and Resolution Fund and excludes €0.7m of extraordinary contribution to Resolution Fund; (4) NI adjusted for €11m extr. costs and €4m for 5 months Magellan contribution. (5) 9M17 excluded extr. items net of taxes of: €17.8m related to the change in LPI accounting from 40% to 45%; €1.7m costs related to IPO; €1.1m costs related to stock option plan; €1.4m post tax negative effect from exchange rate movements on the debt for the acquisition of Magellan, offset at the comprehensive income and equity level by a corresponding increase in value of the Magellan asset, given the natural hedging put in place at the time of the acquisition; 9M16 excluded extr. items net of taxes of: €1.6m costs related to IPO; €6.7m costs related to Magellan acquisition; €1.5m positive exchange rate difference. Source: Company data

High Visibility of Future Revenues from LPI

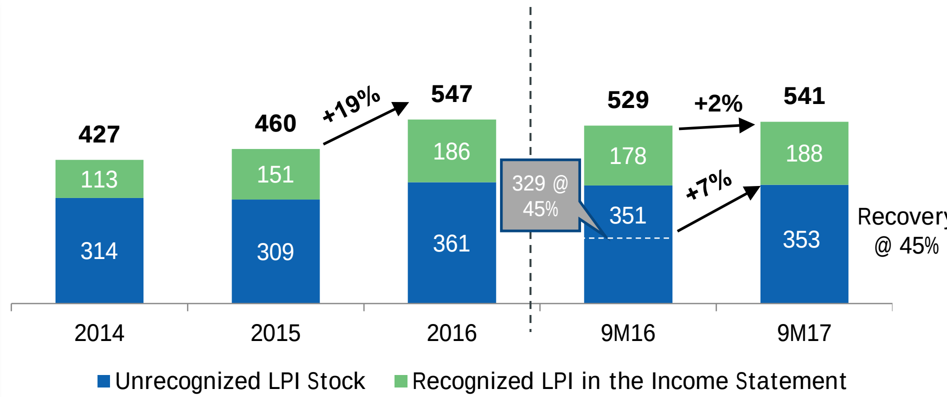
Key Considerations

- **The full impacts on BFF's P&L originated by the LPIs and related to the significant growth of purchased receivables over the last years will be fully visible only in the coming years:**
  - LPI on current outstandings and on already collected receivables generate revenues for 5 years (€33m deferred as of 31 Dec 2016)
  - The full P&L impact related to a higher LPI recovery rate vs. the assumed 45% (40% before 2017) will become visible only at collection date of the LPI
- **Significant increase in LPI stock in 2016 (+19% vs. 2015)** is expected to be visible in the coming years: **€541m as of 9M17 (+2% vs. 9M16)**
- **9M17 unrecognized LPI +7% vs 9M16,** adjusted for 45% assumed recovery rate

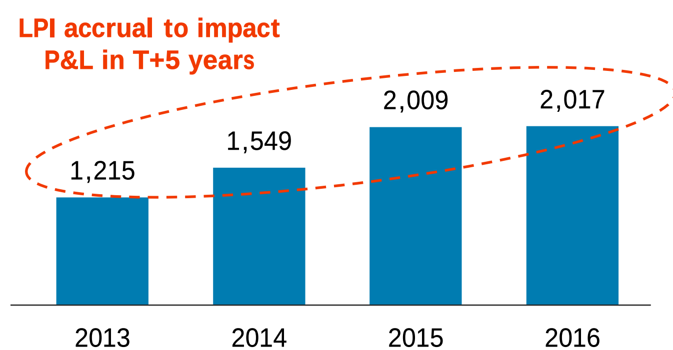
Illustrative example



LPI Stock Evolution (Excl. Magellan) (€m)



Outstanding Evolution (Excl. Magellan) (€m)



Infrastructure, Funding and Capital Ready to Support Growth and Attractive Dividend Flow

BFF BANKING GROUP

RoTE: 29%(1) **Total Capital ratio: 19.4%** **Target Total Capital ratio: 15%**

1 **Invested in the business for growth …**

Significant investment in infrastructure and expanded employee base to support business expansion

2 **… with plenty of funding …**

Ample liquidity (€0.8bn at year end) and access to multiple deposit and wholesale markets

3 **… and raised capital to grow**

4.4% of excess capital after the Tier II issuance to self fund growth while maintaining 100% payout ratio

Highly capital generative model able to self fund superior growth and deliver attractive dividend as already proven over the last years:

- The 19.4% total capital ratio allows full net income distribution until RWA grow by 30%
- Given its high RoTE, BFF can maintain both high growth and high payout ratio after full deployment of the excess capital

Notes: (1) 9M17 RoTE annualised = (net income adjusted annualised)/tangible equity (capital + reserves + 9M17 extraordinary earnings set aside for capital – intangible assets).

Management Fully Aligned With Public Market Shareholders

BFF BANKING GROUP

Management have been shareholders of the business since 2006

Senior executives have been in the bank on average for more than 12 years

Yearly management bonus

- ✓ Paid only if budget achieved, zero otherwise
- ✓ 50% in shares or stock options for risk takers
- ✓ Multiplied up to 140% if EBTDA risk adjusted is +10% or higher than budget

Large direct stock ownership

- ✓ Management owns 7.6% stake post IPO (31 shareholders)
- ✓ 1 year lock up
- ✓ All manager shareholders have non compete agreement

Stock options with 8% hurdle rate

- ✓ 3.75% pool allocated at IPO
- ✓ Strike price equal to IPO price + 8% compounded returns
- ✓ 3 years vesting
- ✓ Broad coverage throughout the organisation (60+ people)

BFF 2020 "Strategic Targets"

BFF BANKING GROUP

The leading provider of credit management and receivables purchasing for the NHS and the Public Administrations Suppliers in the EU

Further consolidate leadership in Italy

- Continue to develop tailor-made offering to serve specific customer needs
- High quality services for large clients covering the full healthcare value chain
- Increase penetration into adjacent segments of non-healthcare suppliers to the NHS and PA
- Invest in IT platform

Further expand business outside Italy both in the NHS and PA, increasing geographical diversification

Maintain a high quality portfolio thanks to a continuous focus on large clients and stringent underwriting standards

- Maintain disciplined underwriting approach
- Continue serving blue-chip customer base

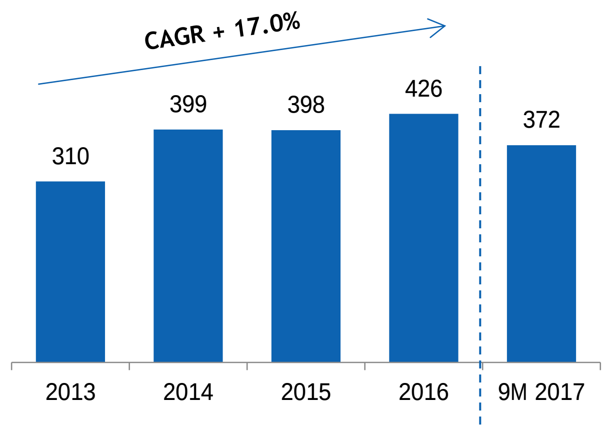
Maintain a solid balance sheet with best-in-class capital position and attractive leverage profile

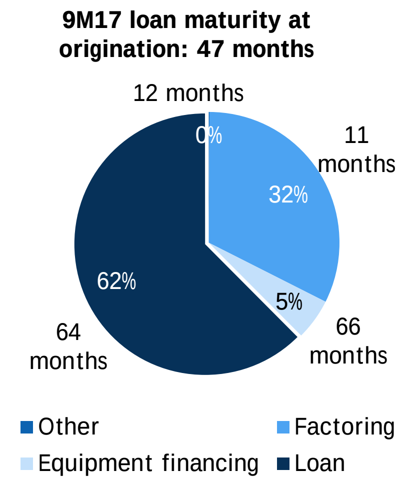
Appendix

Magellan – a growing business

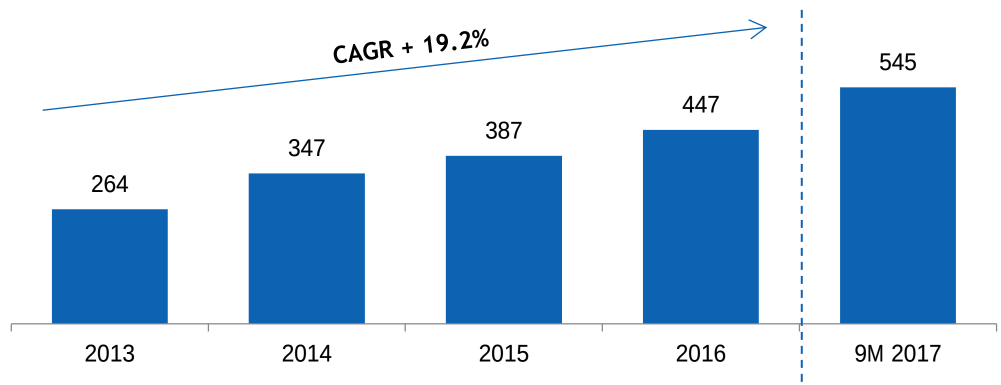
- The new business generated by Magellan in 9M17 (€372m), has an **original maturity[1] of 3.9 years on average**. In particular:
  - **68% is represented by variable rate M/L term loans and equipment financing ("EF")** to the public sector with an original maturity of 5 years on average
  - 32% is represented by factoring / factoring like products, mainly without recourse toward the PA sector, with an original maturity of 1 years on average
- As of September 2017, **the outstanding loans has a residual duration[2] of 2.4** years and is represented mainly by the M/L term loans and EF (61% of the total)
- As a result of the long duration of the loans and EF products offered, **the loan portfolio is growing faster than the new business**
  - Over the period 2013-2016 the loan book growth was 19.2% on average p.a. while the new business growth was 17.0% p.a.

New Business and 9M17 original maturity[1] (€m)





Loan portfolio (€m)



Notes: (1) Loan maturity at origination based on last payment date and weighted average by volume (2) Residual duration defined as duration (i.e. weighted average through over the time the last cash flow is received) of each asset weighted average by outstanding