

# ***illimity Bank***

*Intesa Sanpaolo Fintech Conference  
Milan - 28 September 2023*

*Corrado Passera – Founder and CEO*



# illimity- New paradigm bank technology driven

## SME PARTNER BANK (core business)



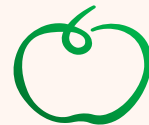
### SME bank


Factoring, structured finance, acquisition finance, capital markets & advisory services



### Turnaround bank

Restructuring of Unlikely to pay loans to a performing status



**Asset-based (performing and non-performing) investments, financing and servicing** AREC  neprix  
Real estate and specialty segments (energy)



### Asset management company

Leverage on third-party capital to support illimity core businesses (contribution funds, private debt funds, private equity funds)

## illimity Technology

Unique digital, modular and in-cloud architecture for next-generation banks boosted by the **partnership with Engineering**

## TECH VENTURES (potential additional value creation)



**illimitybank.com**

Direct Bank for Private and Corporate clients



Leading Fintech in the Italian market

**b-ilty**

First fully-fledged Lendtech Platform for Small Corporates

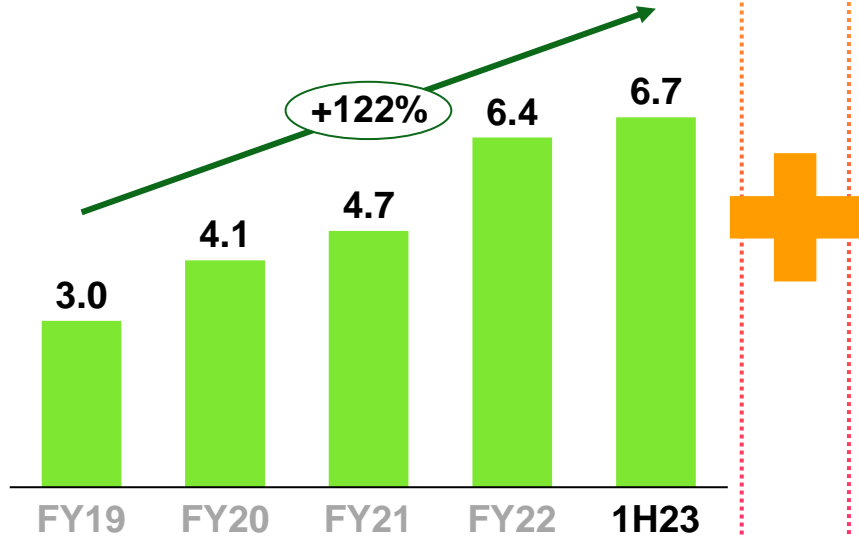
**.quimmo**

Innovative Digital Real Estate Brokerage Platform (Proptech)

# illimity - Strong combination of growth and profit trends with investments for the future

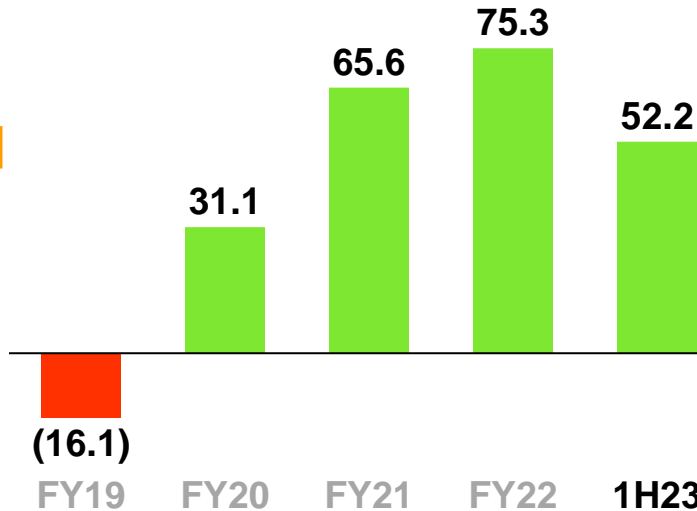
## TOTAL ASSET GROWTH

Data in €bn



## NET PROFIT PROGRESSION

Data in €mln



## INVESTMENTS FOR THE FUTURE

- New tech initiatives:

**b-ilty**

 illimity

 **quimmo**



**illimitybank.com**

- Continuous enrichment of our unique IT system
- Costs now highly scalable following central functions rightsizing

# Profitability - In 1H23 profitability increased despite a challenging environment

## OPERATING INCOME

Data in €m

+28%

159.0

204.0

1H22

1H23

## OPERATING COSTS

Data in €m

+13%

93.4

7.3

86.1

1H22

105.7

10.5

95.2

1H23

D&A  
Staff costs  
& OAE

Mainly driven  
by IT  
investments

Excluding  
change in  
perimeter and  
one-offs

+4%

## OPERATING PROFITS

Data in €m

+50%

65.6

98.5

1H22

1H23

## COST OF RISK

Data in bps

30

42

1H22

1H23

## NET RESULT

Data in €m

+66%

31.5

52.2

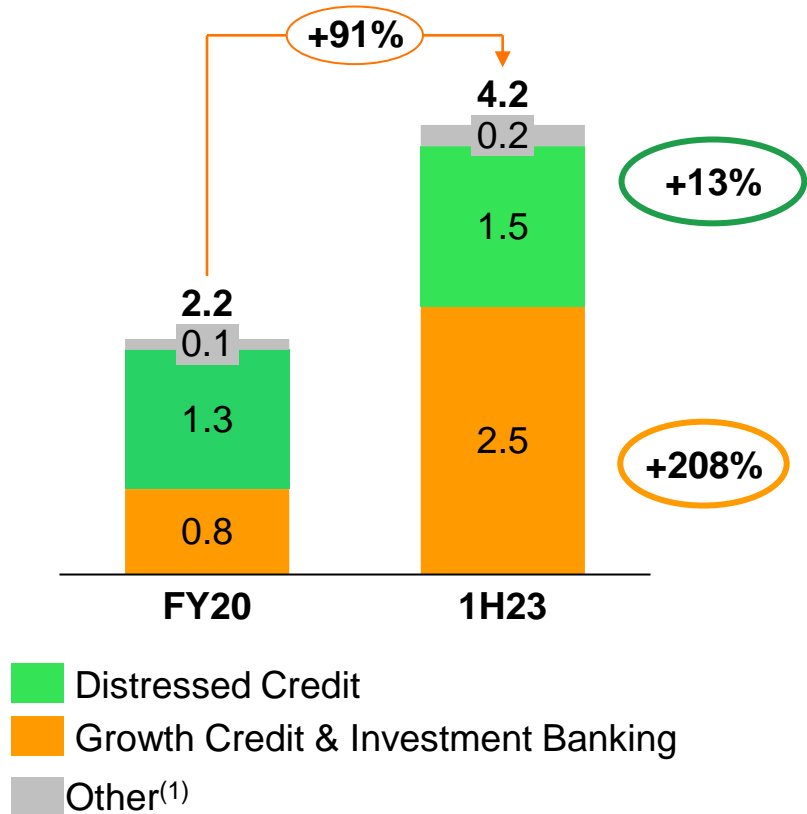
1H22

1H23

# illimity - Solid core business with investments in tech ventures set to generate additional capital

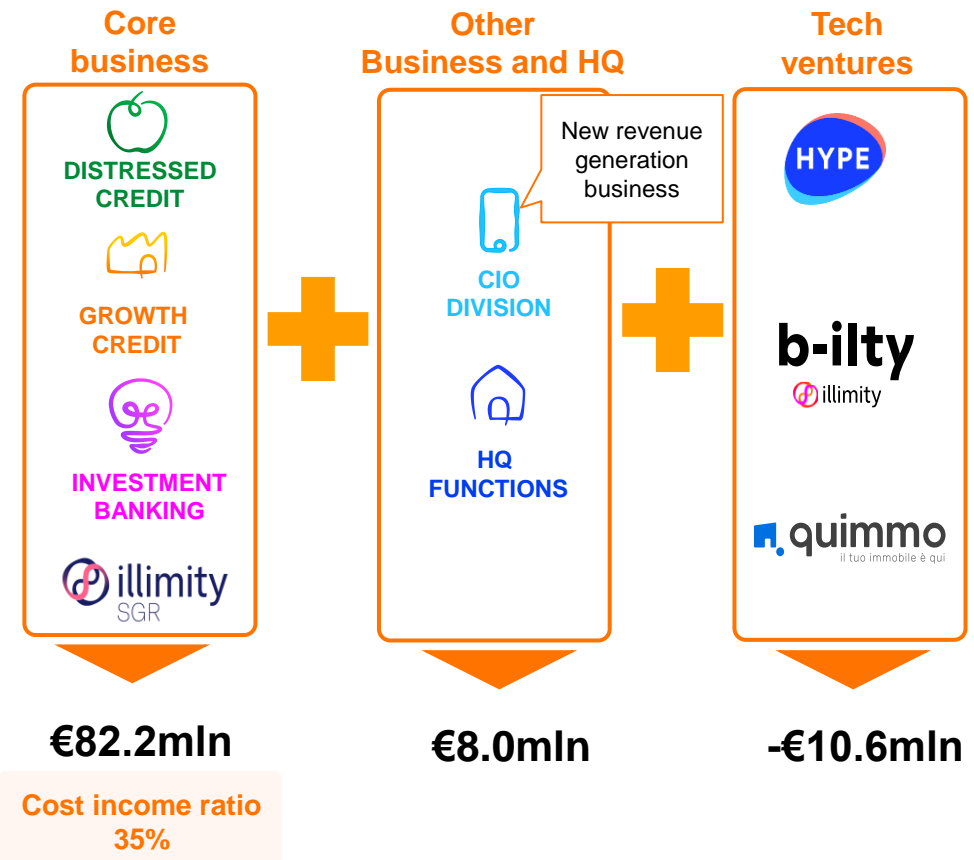
Customer loan trend

€bn



(1) Includes b-ilty and BIM non-core

1H23 Profit Before Tax



# illimity - Robust liquidity profile combined with solid capital position



## Liquidity position

~€1bn  
Liquidity<sup>(1)</sup>

~276%  
LCR

116%  
NSFR

+€390mIn YTD  
Retail deposits

85%  
Term deposits  
on retail funding



## Capital position

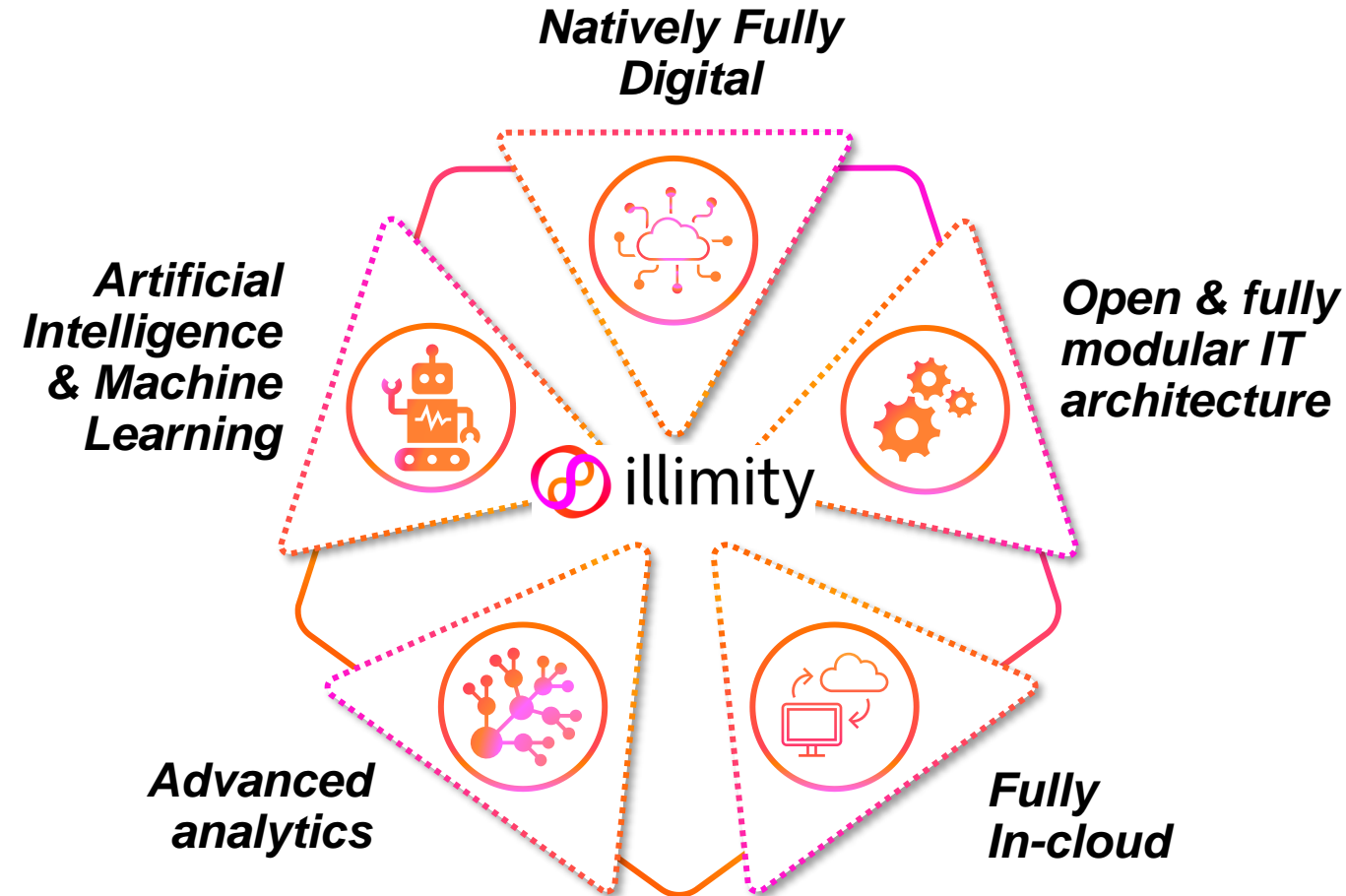
15.4%  
CET1 ratio

19.9%  
Total  
Capital ratio

633bps  
Buffer  
vs. SREP

Unrealised losses on HTC securities limited to 1.2% of  
Shareholders' Equity (under €11mIn euro)

# illimity - Exploiting digital financial services market potential: products, channels and processes



- **Pervasive digitalisation** in our products, processes and procedures with **data-driven decision making**
- **Open architecture** to foster innovation and increase efficiency
- Combination of **digital & human**

illimity one of only 24 Italian companies included in

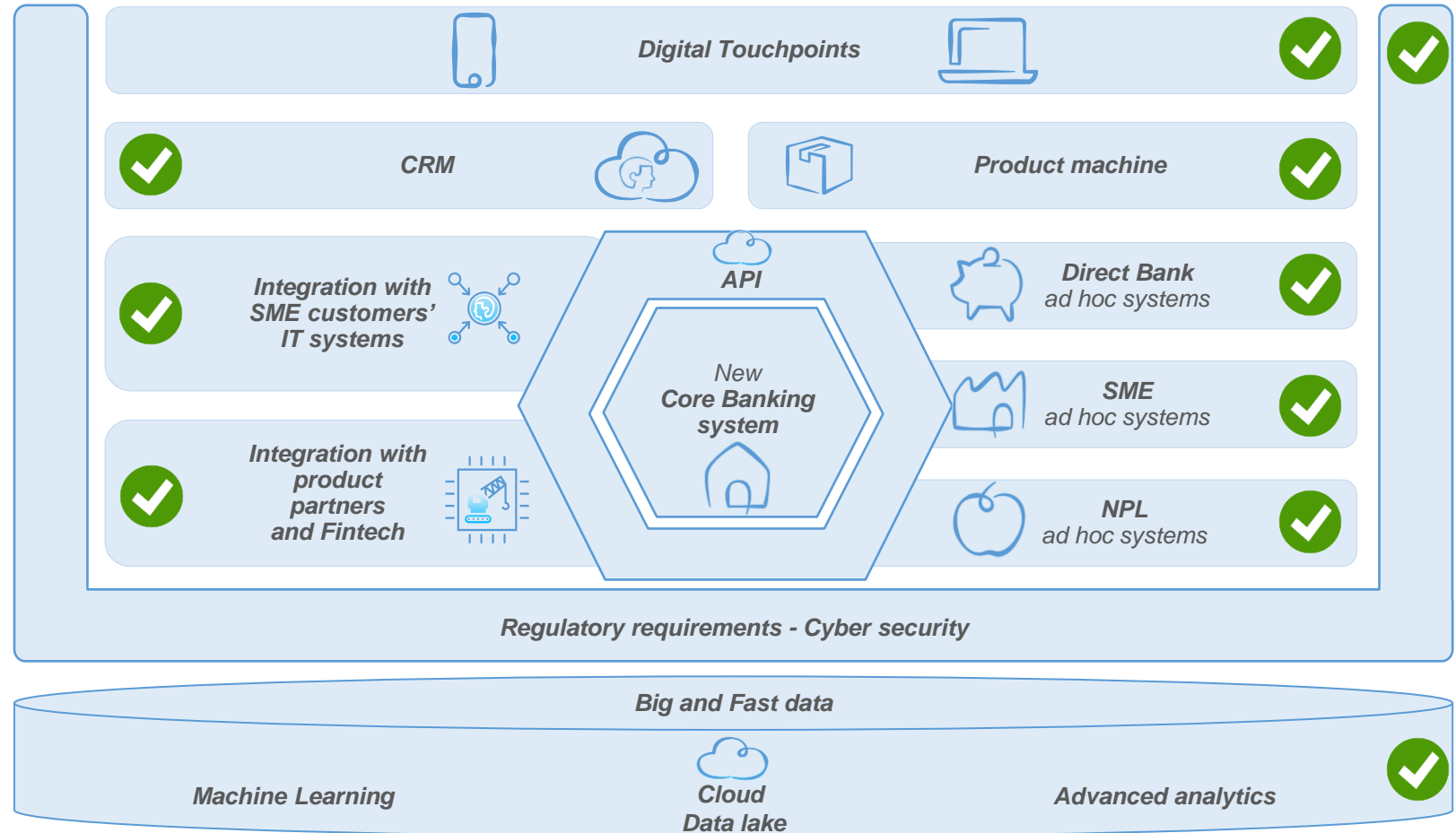


# illimity - State-of-the art IT architecture with no legacy

Unique state-of-art IT architecture and digital platform: fully digital and data driven, fully modular and scalable, thanks to in cloud native infrastructure

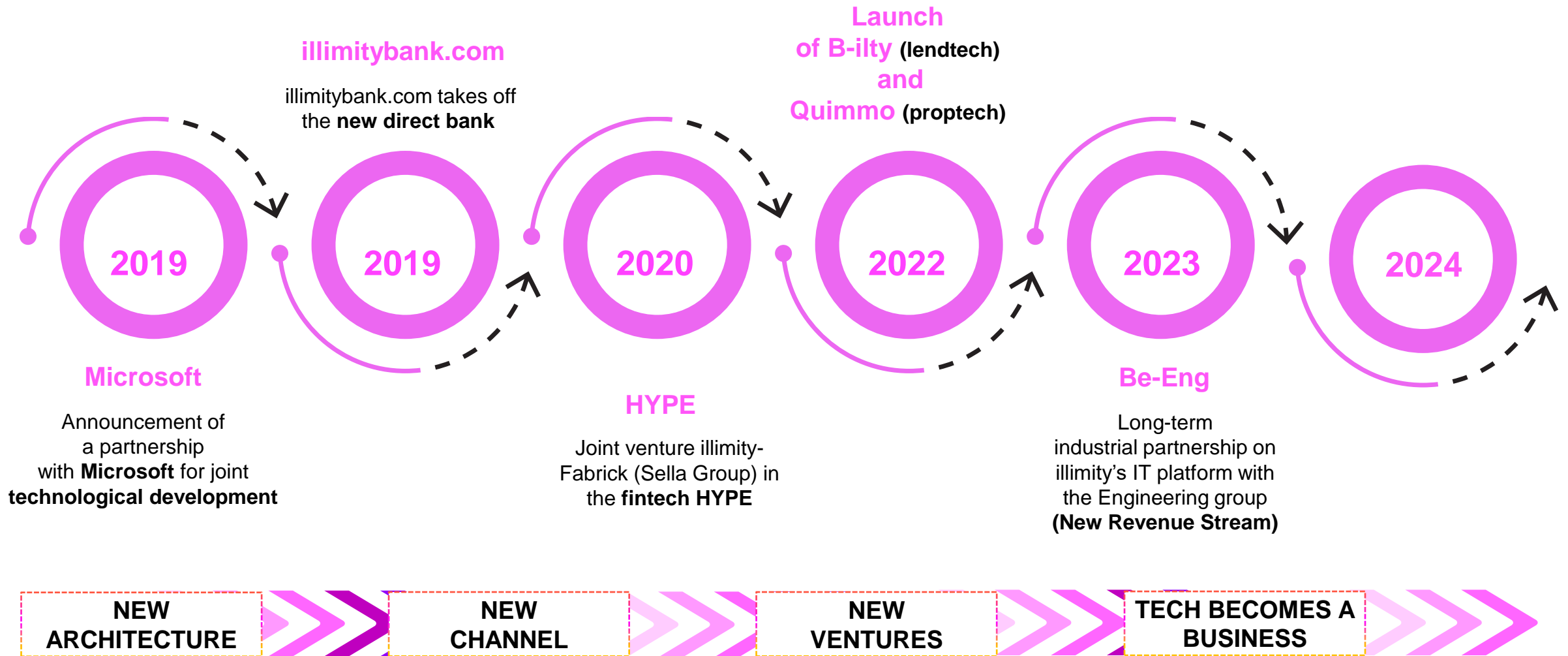
Fully fledged IT architecture with best-in-class fintech solutions: supporting all our businesses

Peak of investments over, making IT platform now highly scalable and enabling greater efficiency and best use of data models (AI)

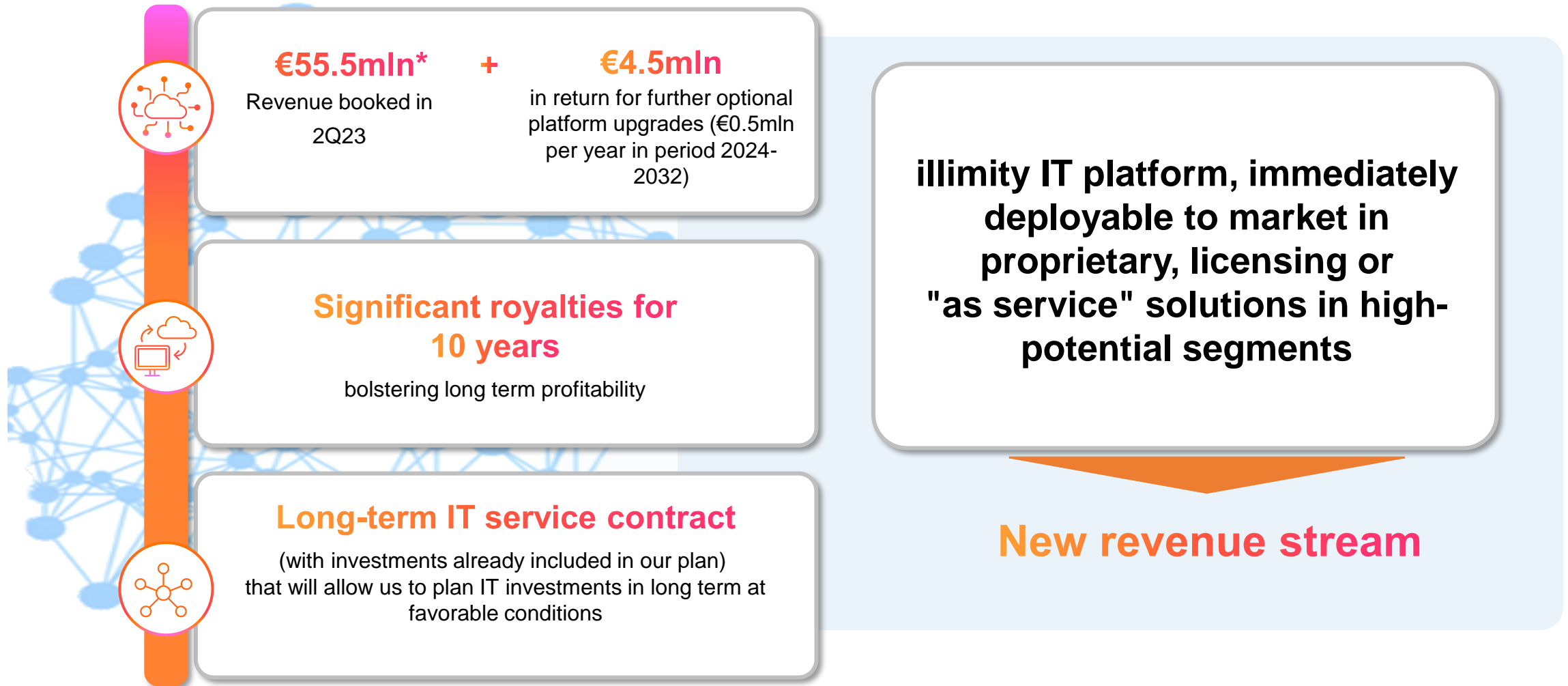




# illimity - Increasing focus on tech space



# illimity - Strategic partnership on IT platform with Engineering with 2023 and long-term benefits



# illimity - Tech initiatives advancing toward high value creation



**Italian fintech leader in retail world<sup>(1)</sup>**

*with clients further increased to 1.8mln*



**First Italian fully-fledged digital bank for small corporates**

*Operational from 1Q23*



**Leading prop-tech in Italian Real Estate brokerage market**

*Strategic partnership completed with COIMA in open market*



# - Top retail fintech with unique offer in Italian financial services market

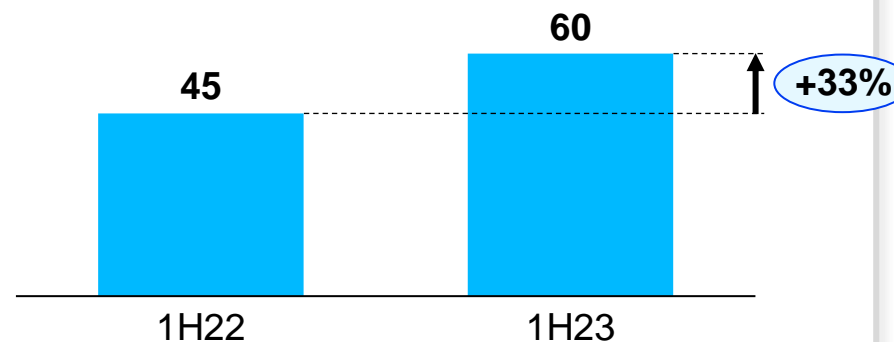
**+21% YoY**  
**~34** Average transactions per client in 1H23

**+101% YoY**  
**€17.0m** Gross revenue (including NII) in 1H23

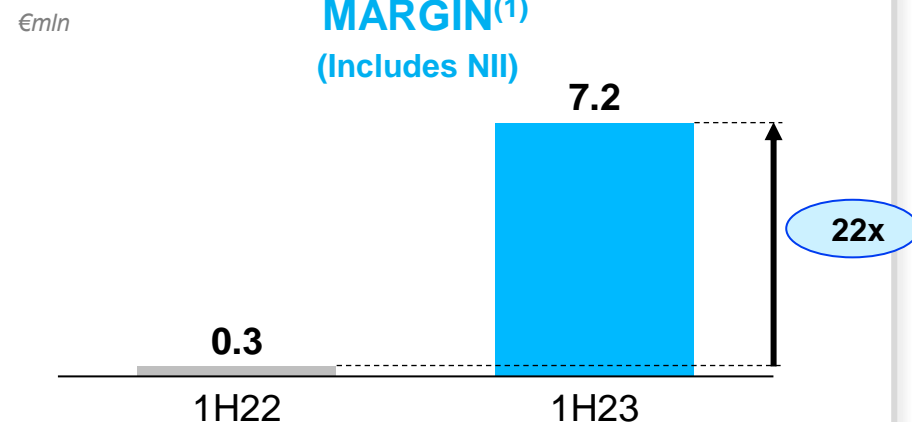
**+9% YoY**  
**~1.8m** Customers

Hub of solutions recently enriched with new products from leading partners in credit and insurance

NUMBER OF TRANSACTIONS  
(Data in millions)



CONTRIBUTION MARGIN<sup>(1)</sup>  
(Includes NII)



# **b-ilty** - First fully-fledged digital bank for small corporates



## Key strengths



**ALGORITHM-BASED CREDIT ENGINE WITH CONTINUOUS MACHINE LEARNING**

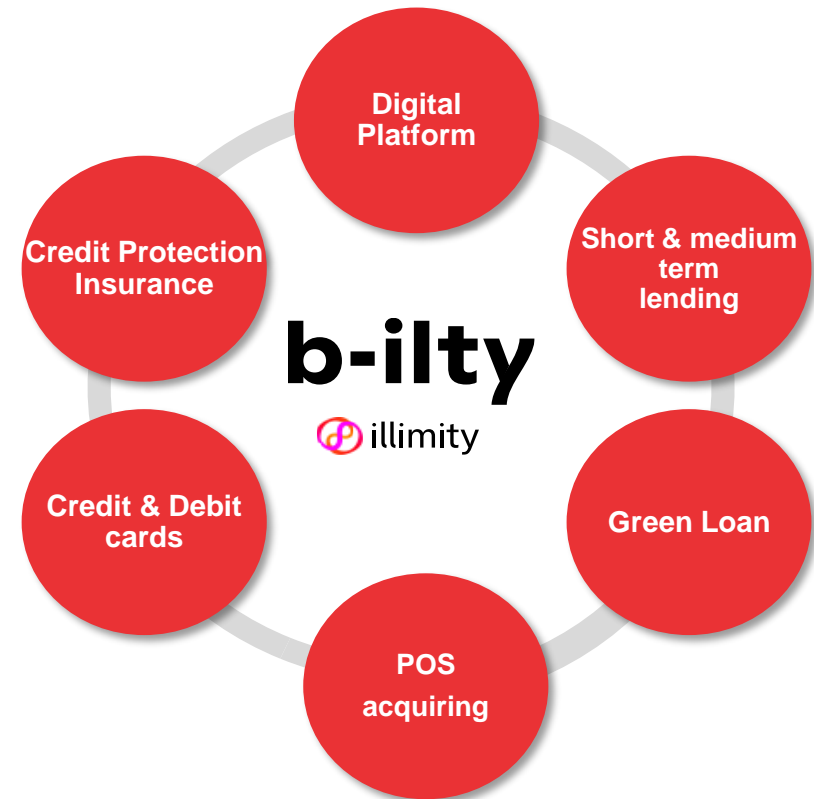


**SCALABILITY**



**FAST TIME-TO-YES**

## Unique complete digital offer for SME



# b-ilty - Volumes more than doubled in 2Q23

 illimity



**Net customer loans at €154mln** more than doubled Q/Q



**All loan exposures** are assisted by **public guarantees**



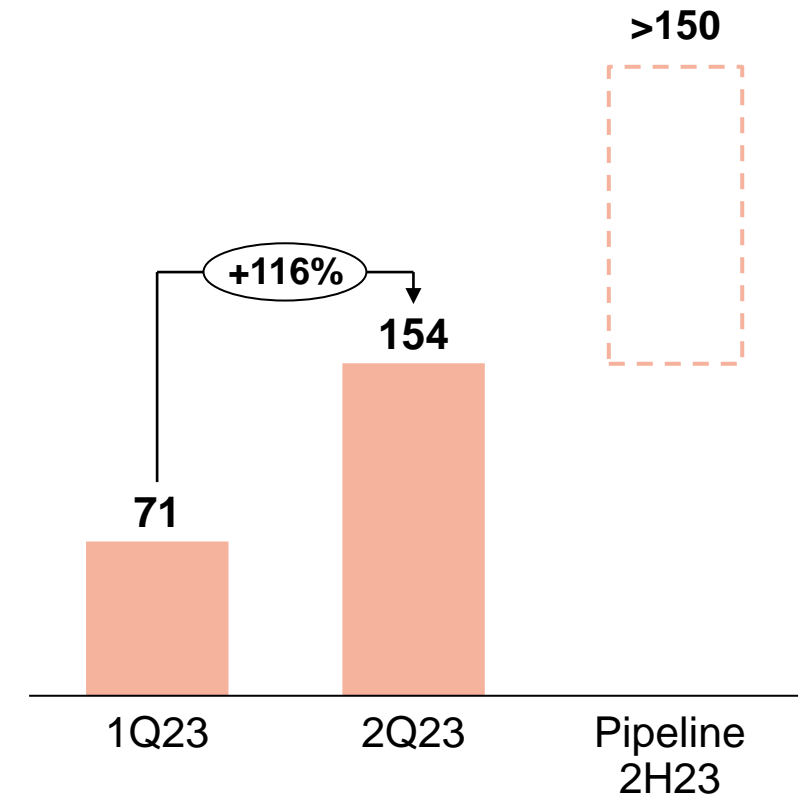
**Additional partnership and commercial distribution agreements** finalised to support business growth



**Profitability improving** expected close to breakeven in 2024, as planned

## Net Customer Loans

€mln



# **quimmo** - Leading proptech in judicial market with strong acceleration in open market strategy

## JUDICIAL MARKET

- Leader in judicial market with increasing market share (from 10% in 2021 to 17% in 1H23)
- Further opportunities in judicial market which is potentially worth €7bn

## OPEN MARKET

- Signed partnership in open residential market brokerage with COIMA<sup>(1)</sup>
- Potential pipeline of €1bn, with benefit on future profitability



**AuM ~€2.2bn, of which 91% non-captive**





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