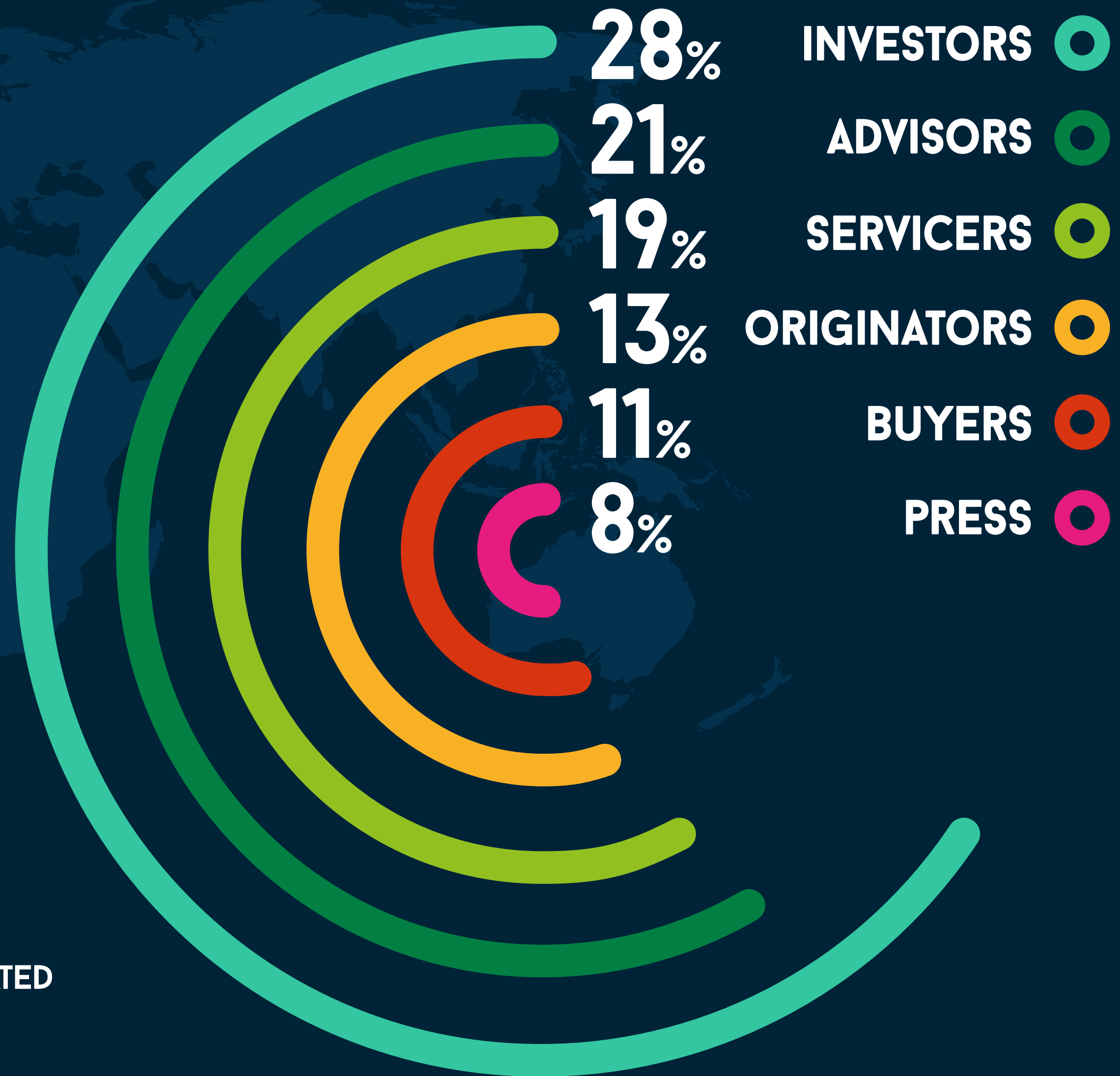


NPL MEETING 2017 - BREAKDOWN

 **70% ITALY**

 **30% ABROAD**



6TH
EDITION

800 REGISTRATIONS

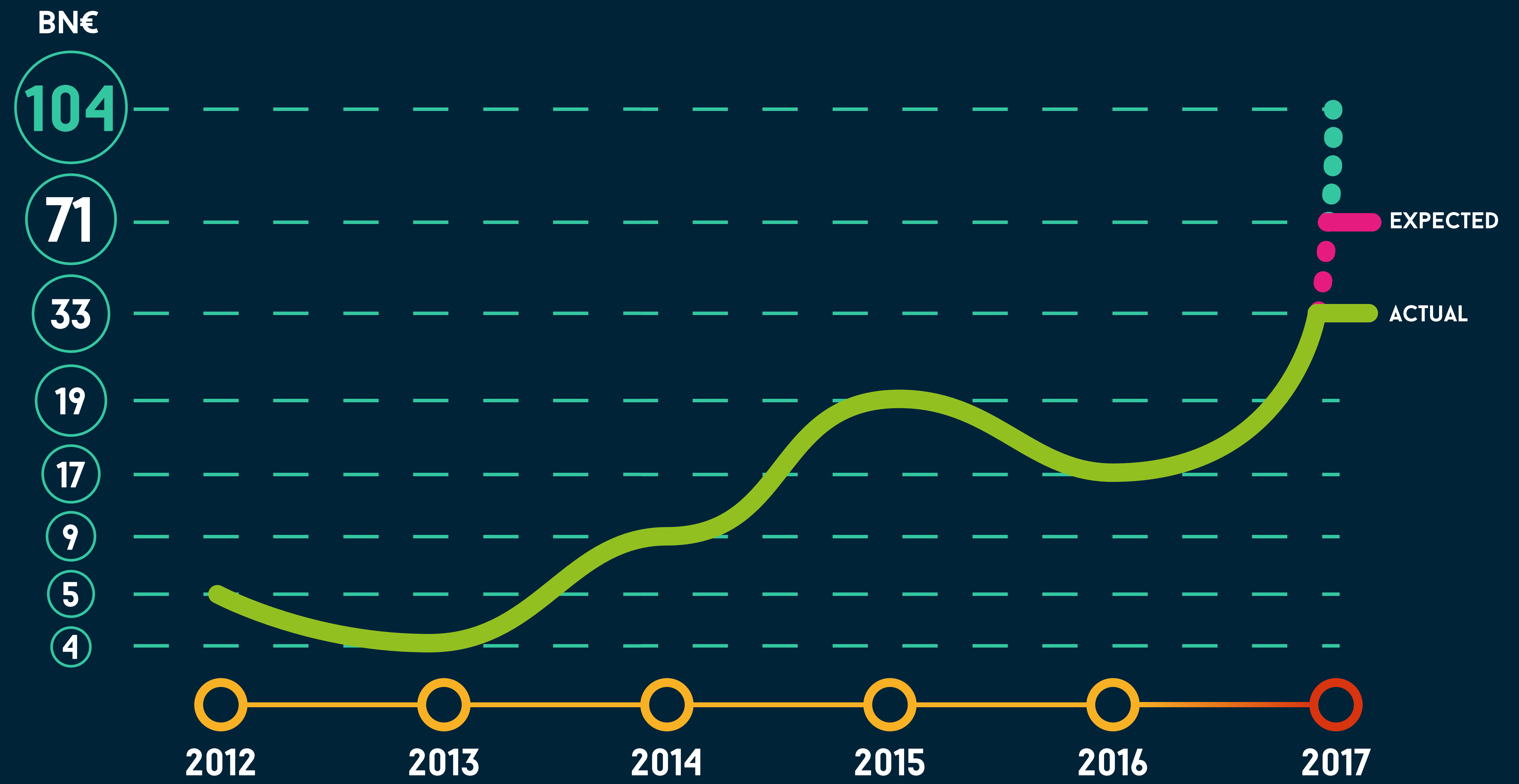
22 SPEAKERS

04 ROUNDTABLES

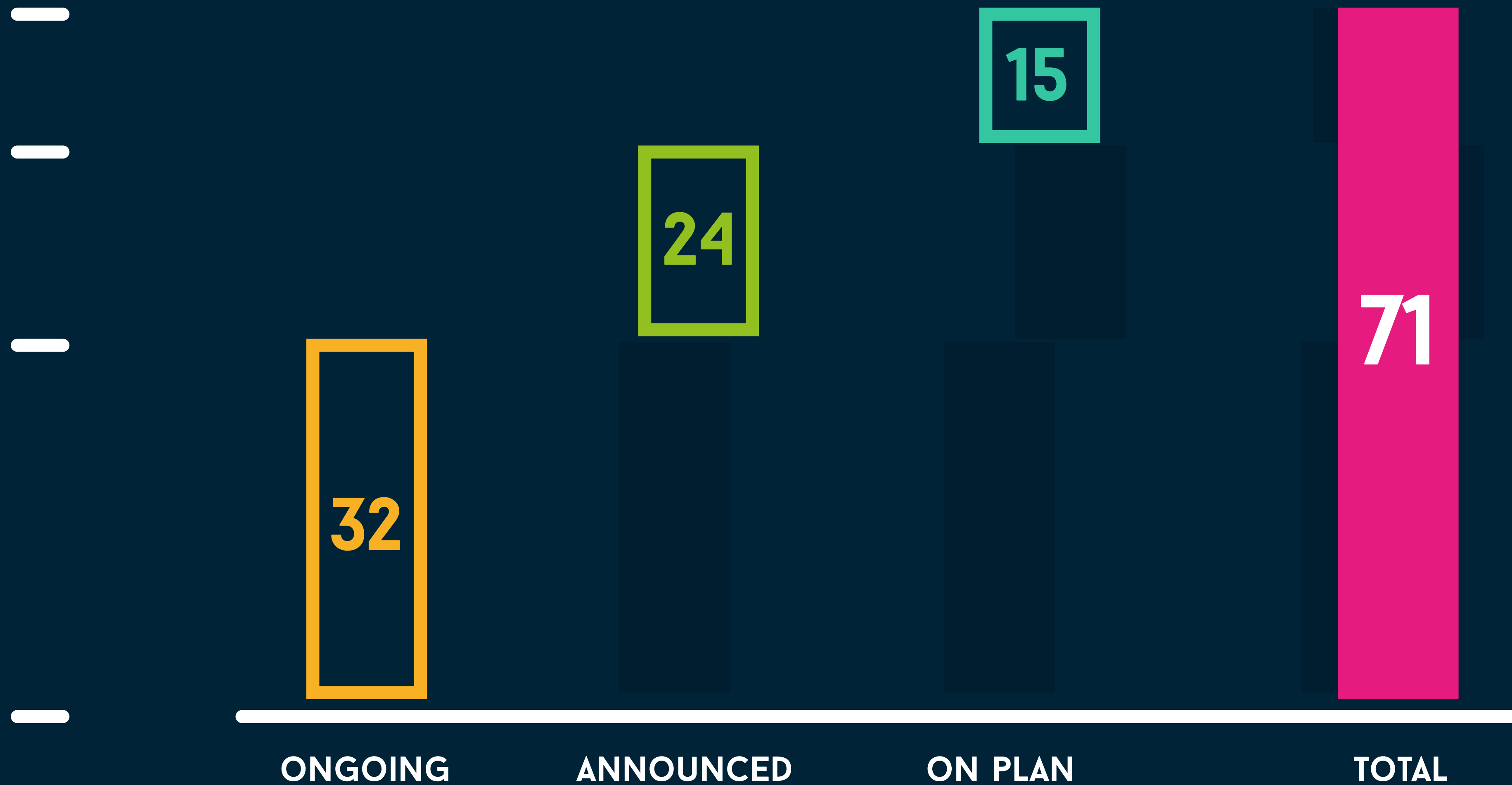
07 MONTHS OF PREPARATION

01 DEDICATED APP

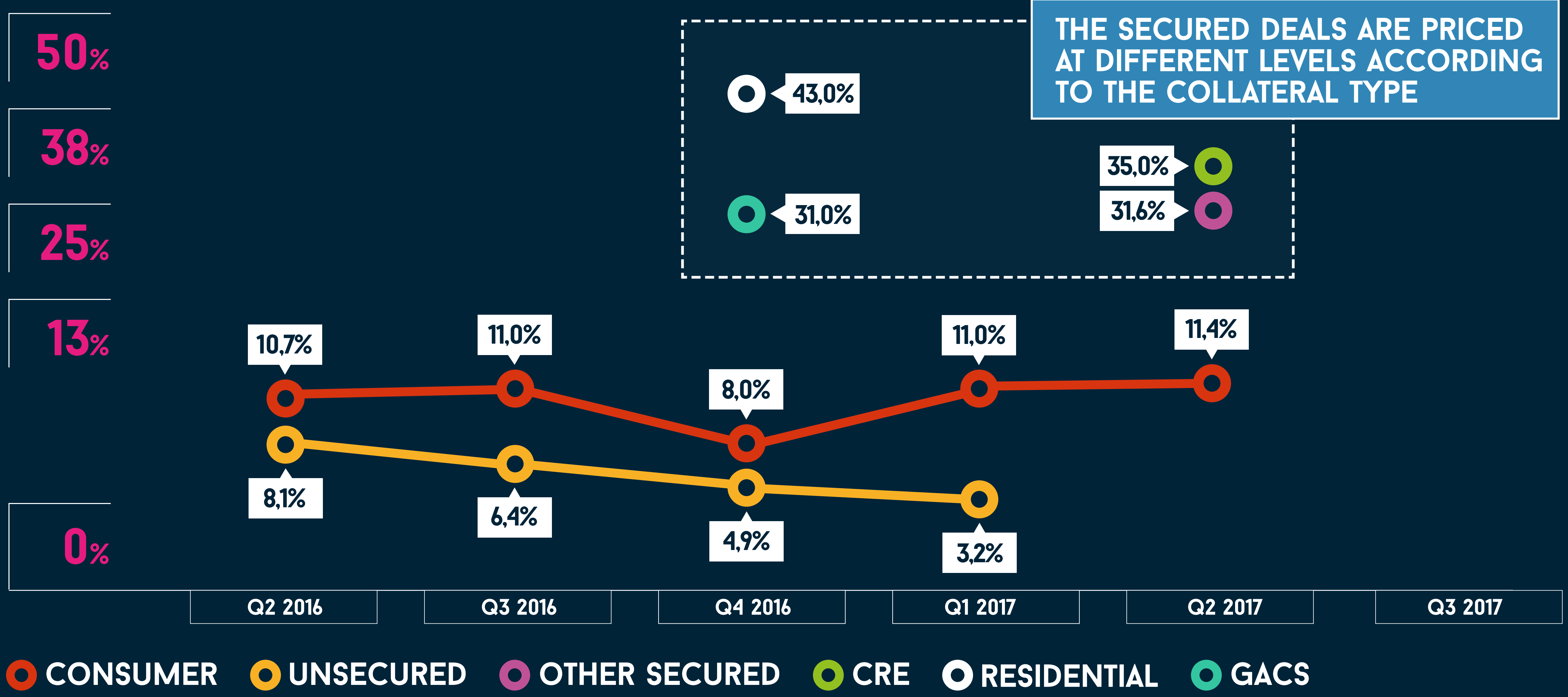
NPL TRANSACTIONS **ARE EXPECTED TO GROW** EXPONENTIALLY REACHING THE MASSIVE AMOUNT OF 104 BN€.



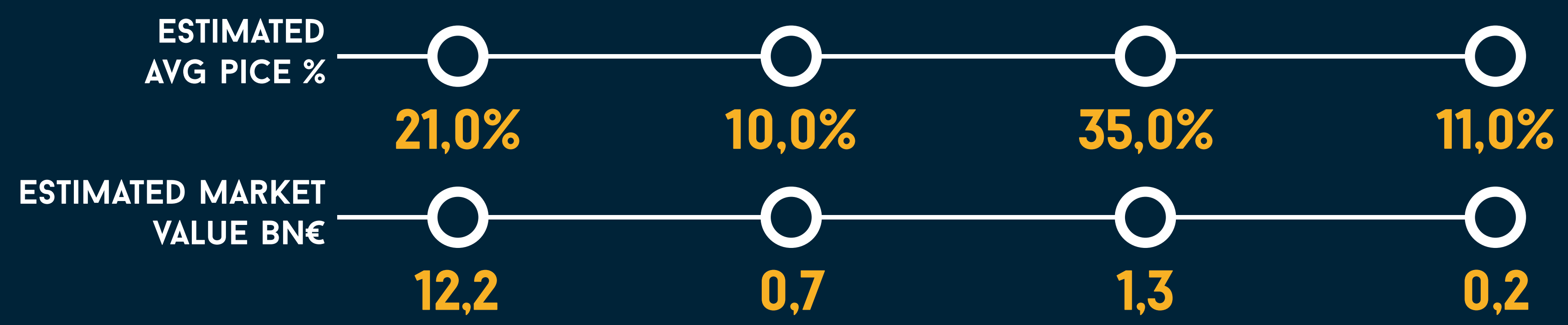
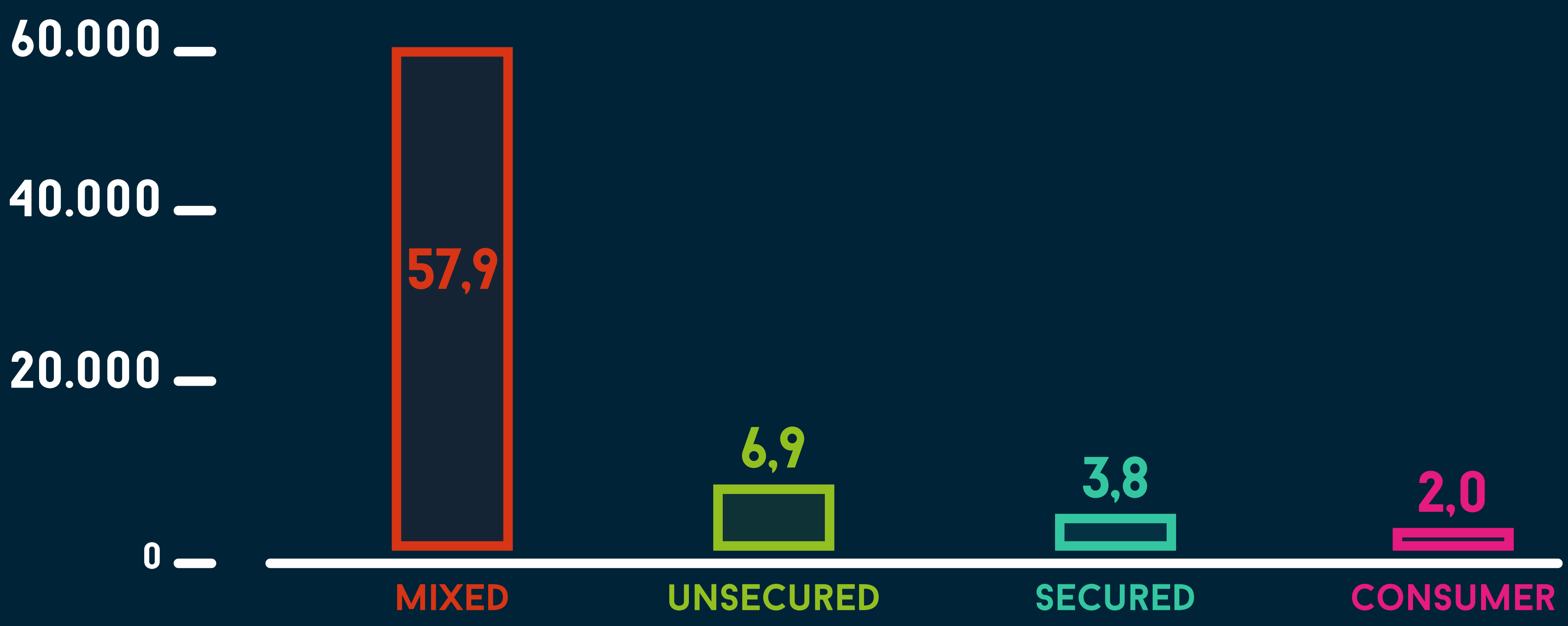
70,6 BN€ ARE EXPECTED TO BE RELEASED ON THE MARKET IN 2017;
32,2 BN€ ARE NEXT TO CLOSING.



MARKET PRICES ARE CHANGING BECAUSE THE MARKET IS BECOMING WIDER AND MORE EFFICIENT.



**70,6 BN€ OF PIPELINE DEALS CAN BE EVALUATED AT AROUND
14,4 BN€ OF MARKET VALUE.**



THE ESTIMATION OF MARKET VALUE OF 2017 PIPELINE IS AROUND 14,4 BN€

ACQUIRING SPECIALIZED SERVICING PLATFORMS SEEM TO BE A PLUS FOR OPERATING IN THE NPL MARKET.

SERVICING PLATFORMS ACQUIRED FROM 2013

19
SERVICES

16
BUYERS

**ASSET UNDER
MANAGEMENT
~70 BN€**

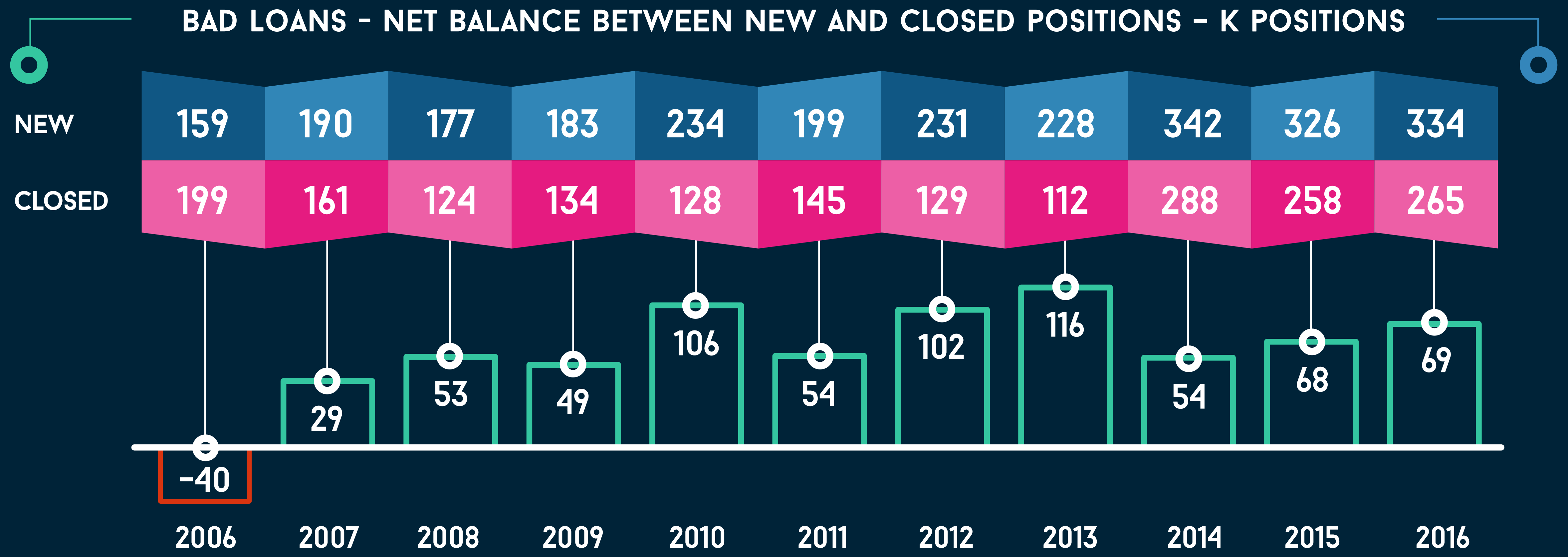
**NON-CAPTIVE
SERVICING PLATFORMS**

13
LARGE* SERVICES

**ASSET UNDER
MANAGEMENT
~130 BN€**

**INTERNAL SELECTION BASED ON AUMSIZE > 1 BN€*

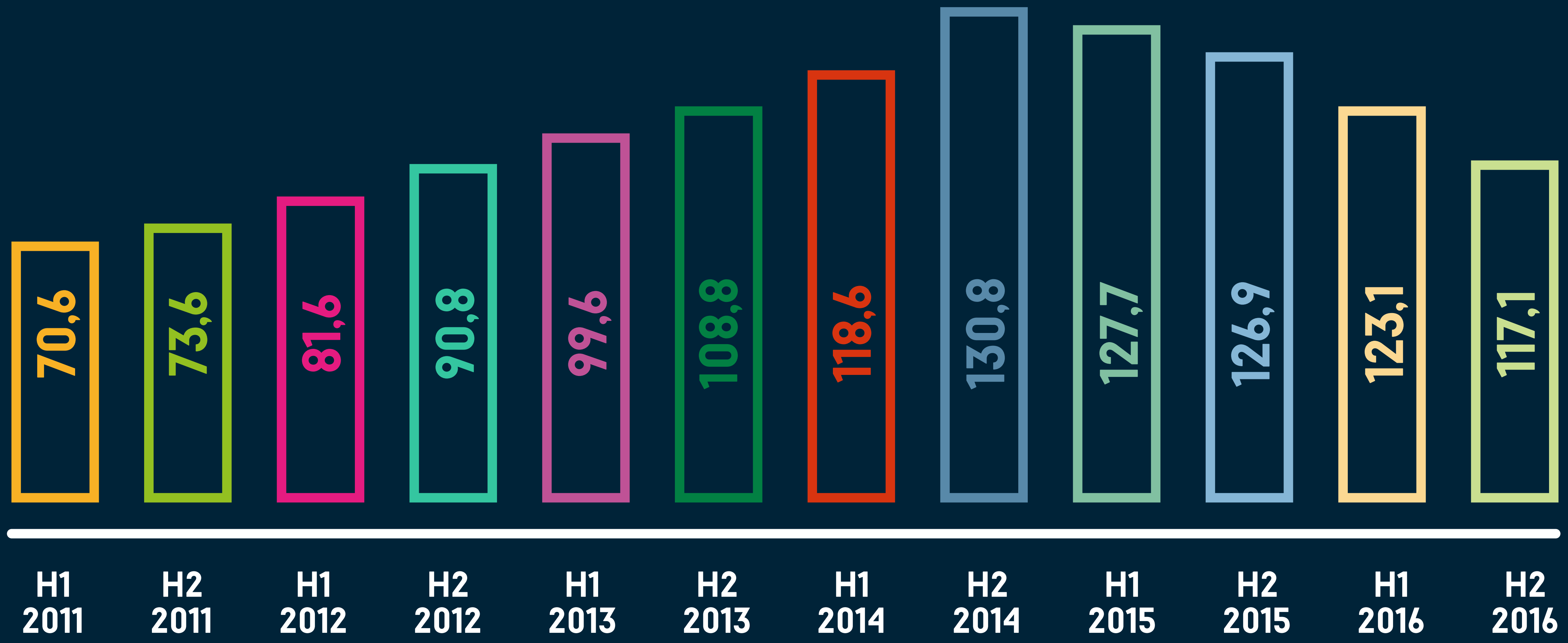
IN THE CRISIS PERIOD, NPL INFLOW IS CONSISTENTLY HIGHER THAN OUTFLOW.



OVER YEARS THE NUMBER OF CLOSED POSITIONS IS ALWAYS SMALLER THAN NEW BAD LOANS

IS THERE A POTENTIAL RISK LINKED TO THE HIGH LEVEL OF UTP?

BANK UNLIKELY TO PAY - BN€



NPL RELATED ASSIGNMENT SHOULD INCLUDE APPROPRIATE SKILLS.

NEGOTIATING SKILLS

**DIALING WITH DIFFICULT
BORROWERS**

**DIFFERENT
FORBEARANCE
APPROCHES**

**UNDERSTANDING
THE LOCAL LEGAL
FRAMEWORK**

TECHNICAL SKILLS