



**PRESS RELEASE**  
Turin, October 23, 2007

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**CONAFI PRESTITÒ:  
Banca delle Marche agreement,  
Growth in results at September 30, 2007,  
Incorporation of Holding Partecipazioni Business,  
Resolution passed on Buy Back plan**

- THE AGREEMENT WITH BANCA DELLE MARCHE FORESEES VOLUMES OVER THE NEXT THREE YEARS OF **EURO 600 MILLION**
- RESULTS AT SEPTEMBER 30, 2007 APPROVED

**Banca delle Marche agreement**



**Turin, October 23, 2007** – The Board of Directors of **Banca delle Marche S.p.A.** and of **Conafi Prestitò S.p.A.** finalised the agreement to provide loans through Direct Salary and Pension deductions and with Extended payment terms.

The agreement between Banca delle Marche and Conafi Prestitò is of a **strategic nature** which on the one hand permits the Bank to provide loans through direct deductions thus completing its product range to the employee customer base while on the other hand allowing Conafi Prestitò to concentrate on the **"Turnkey project of loans through direct deductions for the Retail Banking sector"** initiated over 3 years ago and in which the Company increasingly operates with Institutional banks.

With this agreement, necessary to achieve the planned **growth objectives**, Banca Marche intends to expand the range of products available to its customers in the traditional areas served by the Institute and also in the areas recently exploited. The Bank will involve all of its branches which will offer the Direct deduction product to its entire customer base (employees and pensioners) and will also approach its corporate clients who will propose such loans to its employees.

The agreement forecasts total operating **volumes** of over **Euro 600 million** in **gross loan value in the next three years**.

*"The agreement with Conafi Prestitò" – affirmed **Massimo Bianconi**, General Director of Banca Marche – will allow us to complete our range of credit products to the retail sector and expand our operating base outside traditional areas".*



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**Results at September 30, 2007**

<b>CONSOLIDATED first nine months (Euro ml)</b>	<b>9M 2007</b>	<b>9M 2006 (*)</b>	<b>Change %</b>
<b>Loans written (Gross Amount)</b>	<b>193,369,648</b>	<b>109,405,529</b>	<b>+77%</b>
<b>Brokerage margin</b>	<b>17,590,247</b>	<b>11,538,674</b>	<b>+52%</b>
<b>Operating result</b>	<b>5,449,456</b>	<b>3,637,287</b>	<b>+50%</b>
<b>Net profit</b>	<b>3,120,799</b>	<b>2,366,251</b>	<b>+32%</b>

(\*) = First nine months of 2006 on like-for-like consolidation area (recording the acquisition of Italifin on 30/06/2006 as at 01/01/2006)

The **total loans brokered** in the first nine months of 2007 amounted to **Euro 193.4 million**, an increase of **77%** compared to Euro 109.4 million in the first nine months of 2006 on like-for-like consolidation area (recording the acquisition of Italifin on 30/06/2006 as at 01/01/2006). These volumes originated from **12,565 loans brokered** in the first nine months of 2007 (6,081 loans brokered in the first nine months of 2006 on like-for-like consolidation area).

The consolidated **brokerage margin** at September 30, 2007 was **Euro 17.6 million**, an increase (**+52%**) compared to September 30, 2006 (Euro 11.5 million, on like-for-like consolidation area).

The consolidated **Operating result** at September 30, 2007 was **Euro 5.4 million**, an increase of **50%** compared to the first nine months of 2006 (Euro 3.6 million on like-for-like consolidation area).

The consolidated **net profit** also rose at September 30, 2007 (**+32%**), from Euro 2.4 million at September 30, 2006 (on like-for-like consolidation area) to **Euro 3.1 million** in the first nine months of 2007.

The final definition of the procedures adopted by the Social Security Institutions in relation to the management of loans with repayment through pension deductions will have an impact in the last quarter of 2007.

The Executive responsible for the preparation of the corporate accounting documents Mr. Claudio Forte declares in accordance with article 154 bis, paragraph 2, of the Finance Act, that the accounting information contained in the present press release corresponds to the underlying accounting documents, records and accounting entries.

**Incorporation of Holding Partecipazioni Business S.p.A.**

Conafi Prestitò incorporated Holding Partecipazioni Business S.p.A., a company which acquires shareholdings in companies operating in the financial intermediary market, in order to consolidate its competitive position in the consumer credit market. The **share capital** of the Holding company, owned 100% by Conafi Prestitò, is **Euro 120,000** fully subscribed and paid-in.



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Nunzio Chiolo will be the Sole Director of Holding Partecipazioni Business. The Statutory Auditors of the Holding Company will consist of the current statutory auditors of Conafi Prestitò.

**Buy Back: shareholders' meeting resolution**

The Shareholders' Meeting of Conafi Prestitò, properly constituted today, **authorised** the BoD of Conafi Prestitò to purchase and sell treasury shares for strategic operations and incentive policies. The purchases and sales can be carried out at a price not more than 10% higher or 10% lower than the official market price of the previous day.

The maximum number of treasury shares cannot exceed 10% of the share capital.

The authorisation for the purchase of treasury shares is valid for a period of 18 months.

In accordance with the Regulations of the Borsa Italiana markets, the following information is reported:

ex art. 2A.3.2:

- a) beginning date of trading: April 12, 2007
- b) Listing Partner: Banca IMI and Intermonte

*"The agreement with Banca delle Marche – commented Nunzio Chiolo, Chairman and CEO of CONAFI PRESTITÒ – is undertaken within the Group's strategic growth policy. We can guarantee to Banca delle Marche the thorough efficiency of our organisational and information systems, thanks to our "Turnkey service of loans through direct deductions for the retail banking sector". Today, we approved – continued Nunzio Chiolo – the results for the first nine months of 2007 which recorded growth for Conafi Prestitò - even if affected by the finalisation of the operating procedures adopted by the Social Security Institutions. The Company brokered products completely guaranteed and covered by insurance policies and the lines of credit currently in use have not been affected in any manner by the recent difficulties in the financial markets. The solid financial position allows us to activate the Buy Back plan, which, to my great satisfaction, was approved today by the Shareholders' Meeting.*



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**Conafi Prestitò S.p.A.**, with headquarters in Turin, is a financial broker, registered in the general list of financial brokers of the Italian Exchange Office in accordance with article 106 of the Banking Finance Act and the special list of the Bank of Italy in accordance with article 107 of the Banking Finance Act. The Company operates in the personal loan sector - specialised in loans with repayment through direct salary or pension deductions. Conafi Prestitò is also renowned as an innovator of products and services, noted as one of the few operators which have brought innovation to the consumer credit sector, prevalently concentrated on traditional activities. CONAFI PRESTITÒ S.p.A. has been listed on the Expandi segment of the Italian Stock Exchange since April 12, 2007.

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