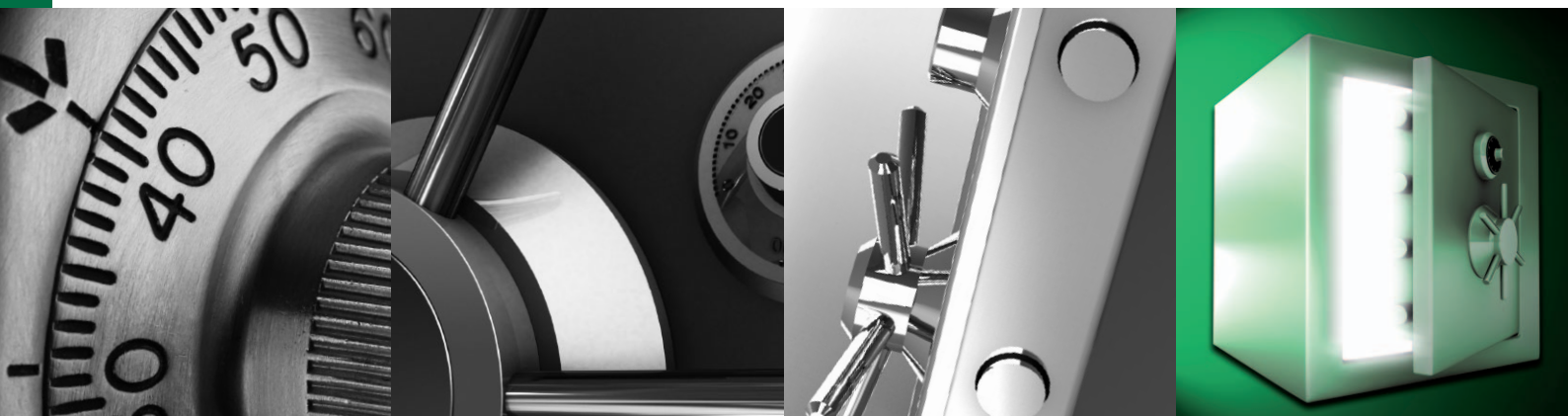


MILANO | ITALY



*Empower Your Vision*

**OSSFIN**

OBSERVATORY ON FINANCIAL

INTERMEDIARIES SPECIALISED IN LEASING, FACTORING AND CONSUMER CREDIT



*“Empower your vision means to confront and acquire different and qualified perspectives to develop a complete managerial vision. Empower your vision is our exhortation, but also our commitment.”*

Alberto Grando | Dean, SDA Bocconi School of Management

## OSSFIN

OBSERVATORY ON FINANCIAL INTERMEDIARIES SPECIALISED  
IN LEASING, FACTORING AND CONSUMER CREDIT

*“Claudio Dematté” Research Division of SDA Bocconi School of Management recommends OSSFIN, a research service that carries out budget analyses and performance evaluations of leasing, factoring and consumer credit intermediaries.*

*For over 15 years, OSSFIN (Observatory on financial intermediaries specialised in leasing, factoring and consumer credit) has been working in Banking and Insurance Department of the School. It is the main public source for budget analysis and performance assessment of individual financial intermediaries in Italy. These budgets are put under accurate reclassifications and rigorous analysis to take into account the specific accounting issues and the characteristics of the activities carried out in the various sectors.*

OSSFIN is aimed at:

- Enterprises in the credit and financial areas (parent banks, holdings, etc.) that have to carry out and give their assessment on controlled intermediaries;
- Those same companies that are subject to analysis according to benchmarking criteria;
- Consulting, Research and Analysis companies needing analytical data on individual intermediaries.

*The initiative combines the scientific rigour of the analysis to its practical utility and aims at satisfying the effective need of those working in the financial area.*

*Membership to the service allows one to receive a report on the chosen sector/sectors divided into: A segment analysis, an aggregate budget of the same, the individual budgets of each intermediary included in the sample and a series of budget indicators explicitly designed for the specificity of the sector.*

*The whole set of data is provided both on paper and on multimedia support to enable further comparisons to be made on the basis of peer groups made individually by each company.*

*The companies in the examined sectors are also presented with a comparative analysis report of their own budget compared to that of the totality in its own sector.*

*Moreover, analyses and “custom-based” research can be carried out to satisfy specific requirements.*

*If you believe that OSSFIN could be useful for your activity please send back the attached subscription form by July 31st, 2011.*

*In case you need further details on OSSFIN or on other topic concerning SDA Bocconi executive programs and research, we will be very glad to provide you any information.*

## STRUCTURE OF THE SECTOR REPORT

- The sector:
  - Economic reference framework;
  - Characteristics and evolution of supply and demand.
- Performance analysis:
  - Complex economic results and management of the financial intermediary activity;
  - Operational management and productivity;
  - Makeup of the assets;
  - Financing policies.
- The characteristics of the OSSFIN sample.
- The reclassification and analytical criteria:
  - Reclassification of the balance sheet;
  - Reclassification of the income;
  - System of ratios coordination.
- Analytical data:
  - Annual sample and the constant historical series;
  - Data of the each company in the OSSFIN sample;
  - Historical series of budgets for a constant sample.
- Appendices:
  - Appendix 1: Criteria of reclassification of the budget and calculation of the indicators;
  - Appendix 2: OSSFIN sample for that year;
  - Appendix 3: Budgets of the individual companies;
  - Appendix 4: OSSFIN constant sample.

## STRUCTURE OF THE COMPANY REPORT

- Report summary
- Characteristics and evolution of the sector
- Performance analysis of the company:
  - Market share evolution;
  - Evolution of profitability;
  - Contribution of financial management and management services to profitability;
  - Operational management and productivity;
  - Assets makeup;
  - Liabilities makeup;
  - Overview of company performance;
  - Company performance with relation to time and its sector as a whole.
- Sector performance analysis:
  - The analysis of the overall economic equilibriums;
  - The year's profitability for the company in that sector;
  - Comparison with the profitability in the past;
  - Profitability of its own capital;
  - Profitability of the capital invested;
  - Evolution of the financial margin;
  - Contribution of the management services;
  - Operational management and productivity;
  - Composition assets;
  - Financing policies;
  - Performance overview.
- Properties of the OSSFIN sample.
  
- Criteria of reclassification and analysis:
  - Reclassification of the balance sheet;
  - Reclassification of income;
  - System of coordination of quotients.
- Analytical data:
  - Annual sample and the constant historical series;
  - Data of the companies in the OSSFIN sample;
  - Historical series of budgets for a constant sample.

- Appendices:
  - Appendix 1: Reclassification criteria of the budget and calculation of the indicators;
  - Appendix 2: OSSFIN sample of the year;
  - Appendix 3: Budgets of the individual companies;
  - Appendix 4: OSSFIN constant sample;
  - Appendix 5: Historical series of individual budgets of the companies in the constant sample;
  - Appendix 6: Ranking of the various companies in terms of profitability.

## WORKING GROUP

**Pierpaolo Ferrari**  
Coordinator and Factoring

**Stefano Monferrà**  
Coordinator and inter-sector analysis

**Matteo Cotugno**  
Leasing

**Federica Ielasi**  
Consumer credit

## INFORMATION

### Membership fees

OSSFIN offers two types of analysis at the following conditions:

### Sector analysis

€ 1.500 + Italian VAT for each chosen sector:

- Consumer credit
- Factoring
- Leasing

Comparative analysis with own company + analysis of its own sector  
€ 3.000 + Italian VAT

### Coordination

Pierpaolo Ferrari  
Stefano Monferrà

### Enrollment

The attached form must be filled in, signed and sent to:

SDA Bocconi  
Banking and Insurance Department  
Via Bocconi 8 - 20136 Milan (Italy)  
Tel. +39 02 58366794  
Fax + 39 02 58366893  
Email: lucia.pesci@sdabocconi.it

### Methods of Payment

The fee must be paid upon enrollment in one of the following ways:

- a non-transferable cheque or banker's draft made out to Università Commerciale L. Bocconi;
- a credit transfer as explained in the enrollment form;
- by credit card.

# CELEBRATING 40 YEARS OF MANAGERIAL CULTURE



SDA Bocconi School of Management is turning 40 years old, proving it has become an engine of excellence in management education in Italy.

Born in 1971 from Università Bocconi, SDA Bocconi is the only top-tier Italian School of Management in major International Rankings.

MBA and Master programs, Research, Executive Education Open Programs and Custom Programs are our activities for the growth of individuals, innovation of firms and evolution of the knowledge legacy.

The osmosis among research, didactics, firms and Institutions has made SDA Bocconi capable of creating value and spreading management values in Italy and worldwide for 40 years.

## ACCREDITATIONS



European Quality Improvement System



Association of MBAs



Quality Management System Certification ISO 9001:2008  
Financed Projects Service Centre

## ASSOCIATIONS



European Foundation for Management Development



Association to Advance Collegiate Schools of Business



The Academy of Business in Society



European Corporate Governance Institute



Partnership in International Management



Community of European Management Schools and International Companies



The Italian Association for Management Education Development



Global Business School Network

## RANKINGS

Financial Times  
Bloomberg Businessweek  
Wall Street Journal  
The Economist - Which MBA?  
Forbes  
Espansione  
América Economía

