

# SANPAOLO IMI

## **SANPAOLOIMI AND BSCH SIGN INTERNATIONAL PARTNERSHIP AGREEMENT. BSCH's wide network in South America at the disposal of SANPAOLO IMI'S clients.**

**Turin, 12 July 2000** – SANPAOLO IMI and Banco Santander Central Hispano have signed a mutual cooperation agreement designed to provide their respective customers, with products and services in the Italian and South American markets, with special attention to small-and medium-sized enterprises.

The aid, which will use both Groups' widespread networks, provides for the creation of a *Latin American Desk* inside SANPAOLO IMI and of a similar *Italian Desk* inside BSCH, with the aim of finding the most effective way to promote BSCH's services in Latin America for Italian customers and vice versa.

With this agreement SANPAOLO IMI assures its clients privileged access to more than 2,200 branches of the BSCH Group in 12 Latin American countries. With an important presence in each of them and with market shares of 8.8% in loans and 7.9% in deposits, BSCH is the leading banking group in the region.

The agreement is intended to contribute to the development of commercial exchange and direct investments between Italy and Latin America and in particular to provide small-and medium-sized enterprises with a wide range of services in Italy and in the areas of specific commercial and industrial interest.

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