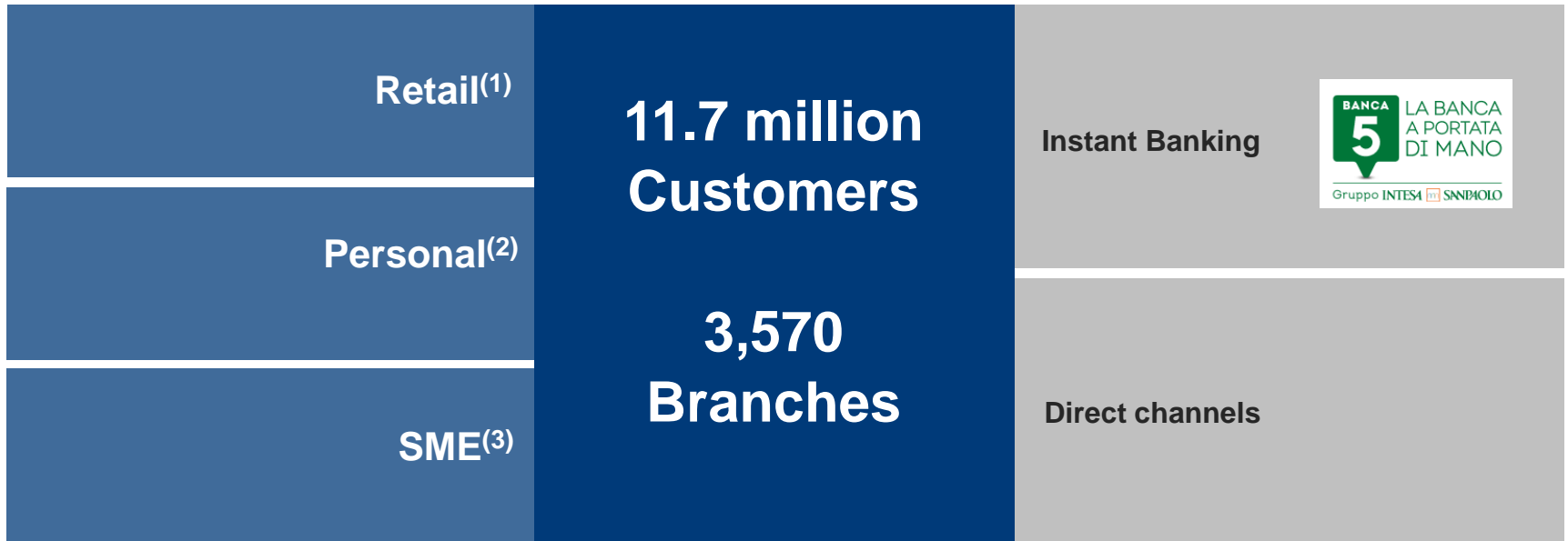


The Banca dei Territori Division



Focus on the market and centrality of the territory for stronger relations with individuals, small and medium-sized businesses and non-profit entities

Figures as at 30 September 2019

(1) Retail customers: individual customers with financial assets up to 100,000 euro and businesses/companies with low-complexity needs

(2) Personal customers: individual customers with financial assets between 100,000 and one million euro

(3) SME customers: companies with group turnover below 350 million euro

The Banca dei Territori Division

Retail Personal

3,222 branches dedicated to
11.5 million Retail and Personal
customers

SME

265 branches dedicated to
237,000 SME customers (*)
and 83 branches
serving approximately 65,000
Non-profit customers

Figures as at 30 September 2019

(*) Including SME Finance activity (industrial credit, leasing and factoring) previously carried out by subsidiary Mediocredito, which on 11 November 2019 was merged into Intesa Sanpaolo

The Banca dei Territori Division: 8 Regional Governance Centres

GOVERNANCE CENTRES	MANAGER	BRANCHES
Piemonte, Valle d'Aosta and Liguria	Teresio Testa	403
Lombardia	Tito Nocentini	397
Milano and Province	Gianluigi Venturini	257
Veneto, Friuli Venezia Giulia and Trentino Alto Adige	Renzo Simonato	642
Emilia Romagna and Marche	Cristina Balbo	359
Toscana and Umbria	Luca Severini	370
Lazio, Sardegna, Sicilia, Abruzzo and Molise	Pierluigi Monceri	580
Campania, Basilicata, Calabria and Puglia	Giuseppe Mario Nargi	562

Figures as at 30 September 2019