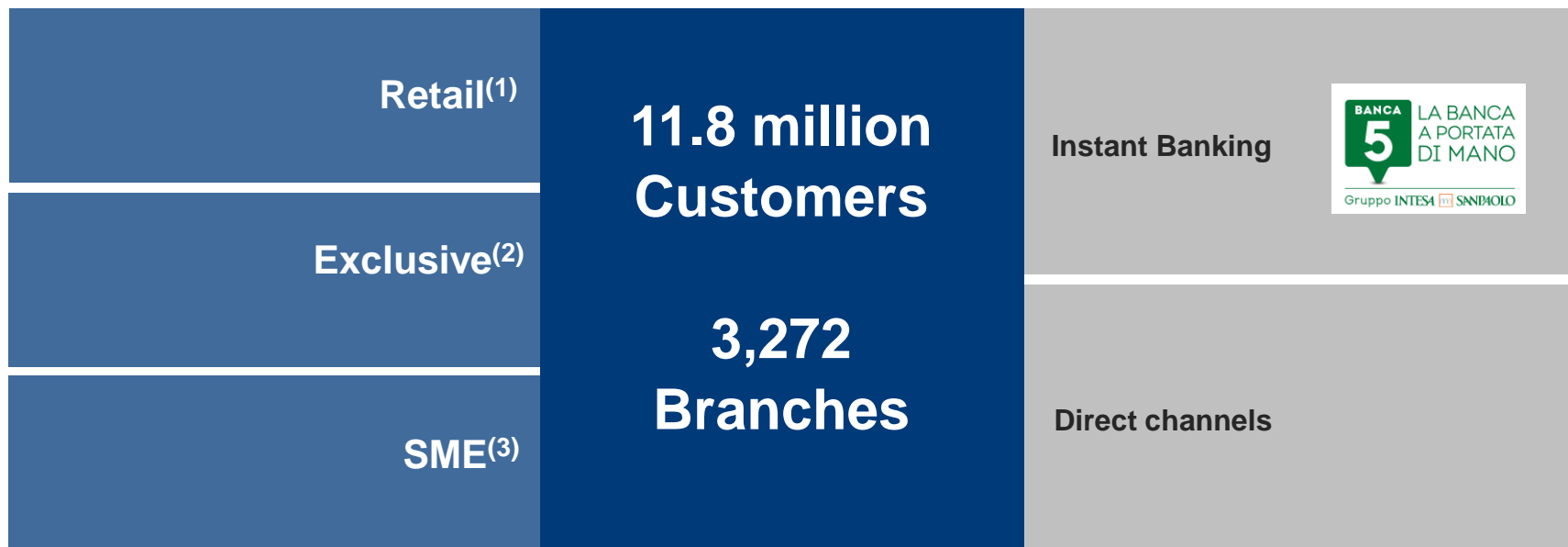


# The Banca dei Territori Division



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

Figures as at 31 March 2021

(1) Retail customers: individual customers with financial assets up to 250,000 euro and annual net income of less than 50,000 euro, enterprises with low-complexity needs

(2) Exclusive customers: individual customers with financial assets between 250,000 and one million euro or annual net income of more than 50,000 euro

(3) SME customers: enterprises with group turnover of 350 million euro or less

# The Banca dei Territori Division

## Retail Exclusive

2,933 branches dedicated to  
11.5 million Retail and Exclusive  
customers

## SME<sup>(1)</sup>

249 branches dedicated to  
256,000 SME customers <sup>(2)</sup>  
and 90 branches  
serving approximately 88,000  
Non-profit customers

Figures as at 31 March 2021

(1) Since 12 April 2021, the day of the merger by incorporation of UBI Banca into Intesa Sanpaolo, a new department has been operational, the Agribusiness Department, dedicated to the agri-food chain with a network of specialised branches

(2) Including SME Finance activity (industrial credit, leasing and factoring)

# The Banca dei Territori Division: 12 Regional Governance Centres

GOVERNANCE CENTRES	MANAGER	BRANCHES
North Lombardia	Tito Nocentini	206
South Lombardia	Marco Franco Nava	159
Milano and Province	Gianluigi Venturini	234
North Piemonte, Valle d'Aosta and Sardegna	Teresio Testa	303
South Piemonte and Liguria	Andrea Perusin	131
West Veneto and Trentino-Alto Adige	Roberto Gabrielli	311
East Veneto and Friuli-Venezia Giulia	Francesca Nieddu	271
Emilia Romagna and Marche	Cristina Balbo	322
Toscana and Umbria	Luca Severini	350
Lazio and Abruzzo	Pierluigi Monceri	303
Basilicata, Puglia and Molise	Alberto Pedroli	235
Campania, Calabria and Sicilia	Giuseppe Mario Nargi	447

Figures as at 31 March 2021