

INTESA  SANPAOLO

Italian Leader with a European Scale

Updated as at 8 May 2025

The history of Intesa Sanpaolo



(1) Intesa Sanpaolo acquired control of UBI Banca on 5 August 2020 and merged it by incorporation on 12 April 2021

Italian banking leader of European scale

The Leader in Italy

- Leader in all segments with a market share of 21% in customer deposits and 18% in customer loans
- Leadership in most attractive products
- Strong capital base and asset quality

Unique Customer Reach

- Largest domestic network: approximately 3,000 branches serving approximately 14 million clients, and 13% market share⁽¹⁾
- Best branch footprint making the Group truly nationwide: market share $\geq 12\%$ ⁽¹⁾ in 15 out of 20 regions
- High penetration of local markets: market share $\geq 5\%$ ⁽¹⁾ in 105 out of 107 provinces

Strategic International Presence

- Strategic international presence, with over 900 branches and 7.5 million customers, comprising subsidiaries operating in commercial banking in 12 countries in Central Eastern Europe and Middle Eastern and North African areas and an international network of specialists in support of corporate customers across 25 countries, in particular in the Middle East and North Africa and in those areas where Italian companies are most active

Figures as at 31 March 2025

(1) Bank of Italy criteria, figures as at 31 December 2024

Solid value creation for all stakeholders

Clients	<ul style="list-style-type: none"> ■ A Bank that supports the real economy and is a Wealth Management, Protection & Advisory leader ■ An omnichannel Bank with a fintech perspective
Shareholders	<ul style="list-style-type: none"> ■ Strong and sustainable value creation and distribution to shareholders ■ Over the time horizon of the 2022-2025 Business Plan: a cash dividend distribution was envisaged corresponding to a payout ratio, based on the consolidated net income, of 70% each year of the Plan; for the 2022 results, 1.4bn euro cash interim dividends paid in November 2022 and 1.6bn euro cash remaining dividends paid in May 2023, for a total dividend distribution of 3bn euro; in the second half of 2022 and the first half of 2023 a buyback was executed for a total of 3.4bn euro (amount equivalent to the suspended 2019 dividend); for the 2023 results, 2.6bn euro cash interim dividends paid in November 2023 and 2.8bn euro cash remaining dividends paid in May 2024, for a total dividend distribution of 5.4bn euro; for the 2024 results, cash interim dividends of over 3bn euro paid in November 2024 and cash remaining dividends of over 3bn euro payable in May 2025, for a total dividend distribution of 6.1bn euro. In 2024, a buyback of 1.7bn euro was executed, launched in June and concluded in October; in 2025, a buyback of 2bn euro, to be launched in June 2025, authorised by the ECB and approved by the Shareholders' Meeting
Group People	<ul style="list-style-type: none"> ■ Empowerment and motivation of the Group's people, who are its most important asset: hybrid physical-remote way of working to offer maximum flexibility, initiatives to improve wellbeing and safety, reskilling/redeployment programmes, best-in-class training particularly on critical capabilities for both the digital and the ecological transition, promotion of an inclusive and diverse environment, incentive plans (including long-term) to foster individual entrepreneurship
Society and Environment	<ul style="list-style-type: none"> ■ Significant ESG commitment of Intesa Sanpaolo, including on climate, with a world-class position in Social Impact ■ A Bank that provides support to address social needs, is focused on financial inclusion, has a commitment to culture, promotes innovation, and supports clients in the ESG/climate transition specifically through sustainable lending and ESG investment and insurance products ■ Intesa Sanpaolo is committed to achieving carbon neutrality by 2030 in terms of own emissions and net-zero emissions by 2050 in terms of loan and investment portfolios, asset management and insurance

The Group at a glance: Financial Highlights

Total Assets euro 935,134 m	Intesa Sanpaolo	~ 21.5 million Customers	~ 14 million in Italy
Loans to Customers euro 416,797 m			~ 7.5 million abroad
Direct Deposits from Banking Business euro 573,911 m		3,914 Branches	2,966 in Italy
Direct Deposits from Insurance Business euro 173,536 m			948 abroad
Shareholders' Equity⁽¹⁾ euro 66,633 m		Market Capitalisation⁽²⁾ euro 83.4 bn	
1Q25 Net Income euro 2,615 m			

Figures as at 31 March 2025

(1) Including Net Income

(2) As at 30 April 2025

The Group at a glance: Ratings

Fitch Ratings

Long-term senior preferred (unsecured)
Short-term
Viability
Outlook LT senior preferred (unsecured)

BBB
F2
bbb
Positive

Moody's

Long-term senior preferred (unsecured)
Short-term
Outlook LT senior preferred (unsecured)

Baa1
P-2
Stable

Morningstar DBRS

Long-term senior preferred (unsecured)
Short-term
Trend LT senior preferred (unsecured)
Trend Short-term

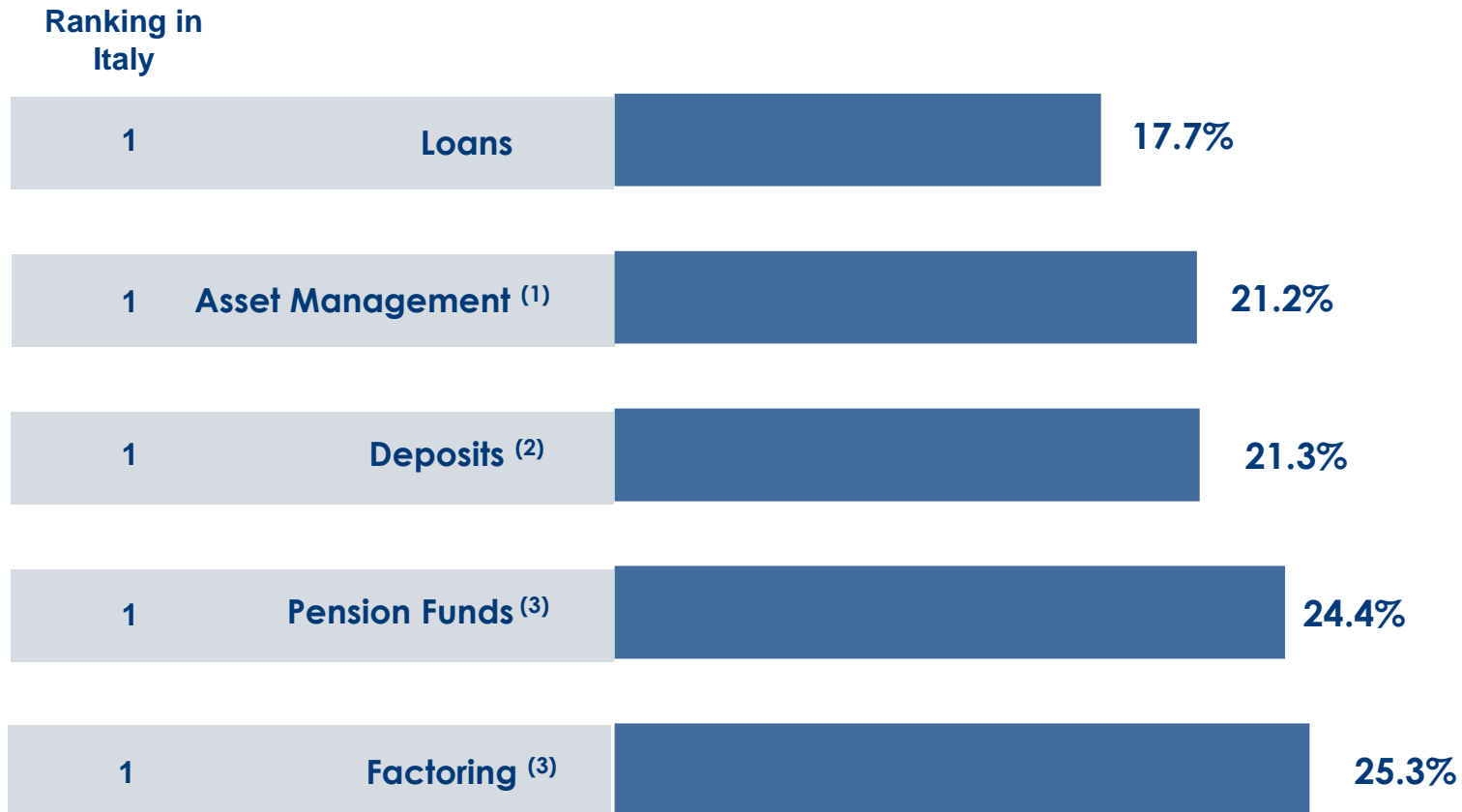
BBB (high)
R-1 (low)
Positive
Stable

S&P Global Ratings

Long-term senior preferred (unsecured)
Short-term
Outlook LT senior preferred (unsecured)

BBB+
A-2
Stable

Leadership in Italy built on long-standing relationships with customers



Figures as at 31 March 2025

(1) Mutual funds; figures as at 31 December 2024

(2) Including bonds

(3) Figures as at 31 December 2024

European scale

EUROZONE RANKING

BANKS' MARKET CAPITALISATION (euro bn)

	HSBC	172.8
1	Banco Santander	93.7
	UBS	89.1
2	BNP Paribas	84.0
3	Intesa Sanpaolo	83.4
4	UniCredit	79.4
5	BBVA	69.5
6	ING	53.5
	Lloyds Banking Group	51.8
7	Crédit Agricole	49.9
	Barclays	49.8
8	CaixaBank	48.3
	NatWest	45.4
9	Deutsche Bank	44.8
10	Nordea Bank	41.9
11	Société Générale	36.5
12	KBC	33.8
	DNB	32.7
	Standard Chartered	29.9
	SEB	28.4
13	Commerzbank	27.5
	Danske Bank	25.7
	Swedbank	24.8
14	Erste Bank	24.4
	Svenska Handelsb.	23.0

Source: Bloomberg
Figures as at 30 April 2025

Corporate Governance: Board of Directors, Management Control Committee and Internal Committees

Board of Directors and Management Control Committee appointed on 29/04/2025

Gian Maria Gros-Pietro	Chair
Paola Tagliavini	Deputy Chair ^{(2) (3)}
Carlo Messina ⁽¹⁾	Managing Director and CEO
Maria Angela Zappia ^(*)	Director ⁽³⁾
Franco Ceruti	Director
Paolo Maria Vittorio Grandi	Director
Luciano Nebbia	Director
Liana Logiurato	Director ⁽³⁾
Pietro Previtali	Director ⁽³⁾
Maria Alessandra Stefanelli	Director ⁽³⁾
Bruno Maria Parigi	Director ⁽³⁾
Anna Gatti ⁽⁴⁾	Director ⁽³⁾
Guido Celona ⁽⁴⁾	Director ^{(2) (3)}
Mariarosaria Taddeo ⁽⁴⁾	Director ⁽³⁾
Fabrizio Mosca	Director and MCC member ^{(2) (3)}
Mariella Tagliabue	Director and MCC member ^{(2) (3)}
Maura Campra	Director and MCC member ^{(2) (3)}
Roberto Franchini ⁽⁴⁾	Director and MCC Chair ^{(2) (3)}
Riccardo Secondo Carlo Motta ⁽⁴⁾	Director and MCC member ^{(2) (3)}

Nomination Committee

Maria Alessandra Stefanelli	Chair ⁽³⁾
Gian Maria Gros-Pietro	Member
Paolo Maria Vittorio Grandi	Member
Anna Gatti ⁽⁴⁾	Member ⁽³⁾
Maria Angela Zappia ^(*)	Member ⁽³⁾

Remuneration Committee

Anna Gatti ⁽⁴⁾	Chair ⁽³⁾
Franco Ceruti	Member
Mariarosaria Taddeo ⁽⁴⁾	Member ⁽³⁾
Liana Logiurato	Member ⁽³⁾
Luciano Nebbia	Member

Risks and Sustainability Committee

Paola Tagliavini	Chair ^{(2) (3)}
Franco Ceruti	Member
Pietro Previtali	Member ⁽³⁾
Bruno Maria Parigi	Member ⁽³⁾
Guido Celona ⁽⁴⁾	Member ^{(2) (3)}

Committee for Transactions with Related Parties

Guido Celona ⁽⁴⁾	Chair ^{(2) (3)}
Liana Logiurato	Member ⁽³⁾
Paola Tagliavini	Member ^{(2) (3)}
Pietro Previtali	Member ⁽³⁾
Maria Alessandra Stefanelli	Member ⁽³⁾

Governance Committee

Paolo Maria Vittorio Grandi	Chair
Gian Maria Gros-Pietro	Member
Paola Tagliavini	Member ^{(2) (3)}
Bruno Maria Parigi	Member ⁽³⁾
Maria Angela Zappia ^(*)	Member ⁽³⁾

(1) Was appointed Managing Director and CEO by the Board of Directors on 29 April 2025. He is the only executive director on the Board

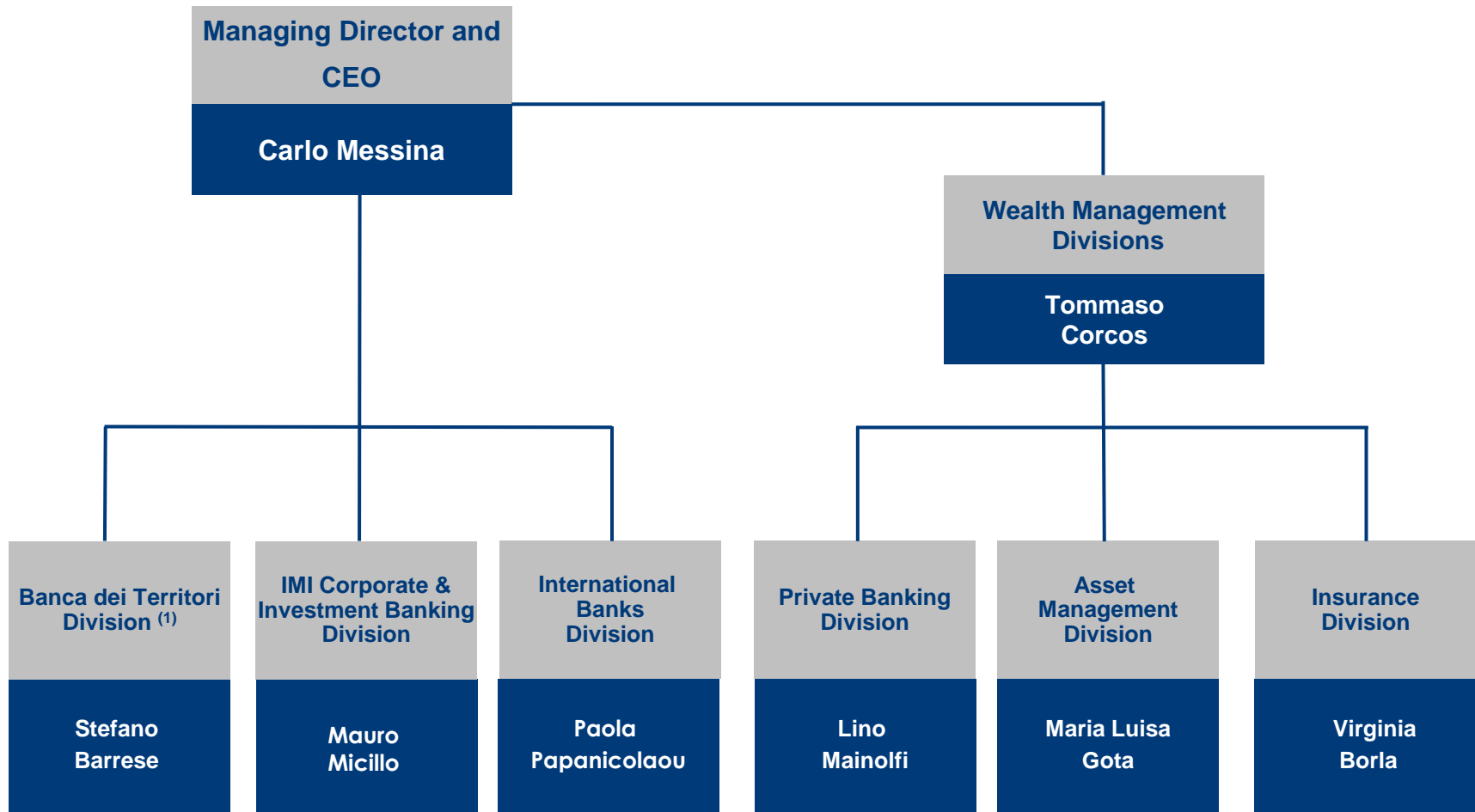
(2) Is enrolled on the Register of Statutory Auditors and has practiced as an auditor or been a member of the supervisory body of a limited company

(3) Meets the independence requirements (Article 13.4.3 of the Articles of Association, Corporate Governance Code, M.D. 169/2020 and Article 148, paragraph 3, of Legislative Decree 24 February 1998 no. 58 TUF)

(4) Is a representative of the Minority Slate

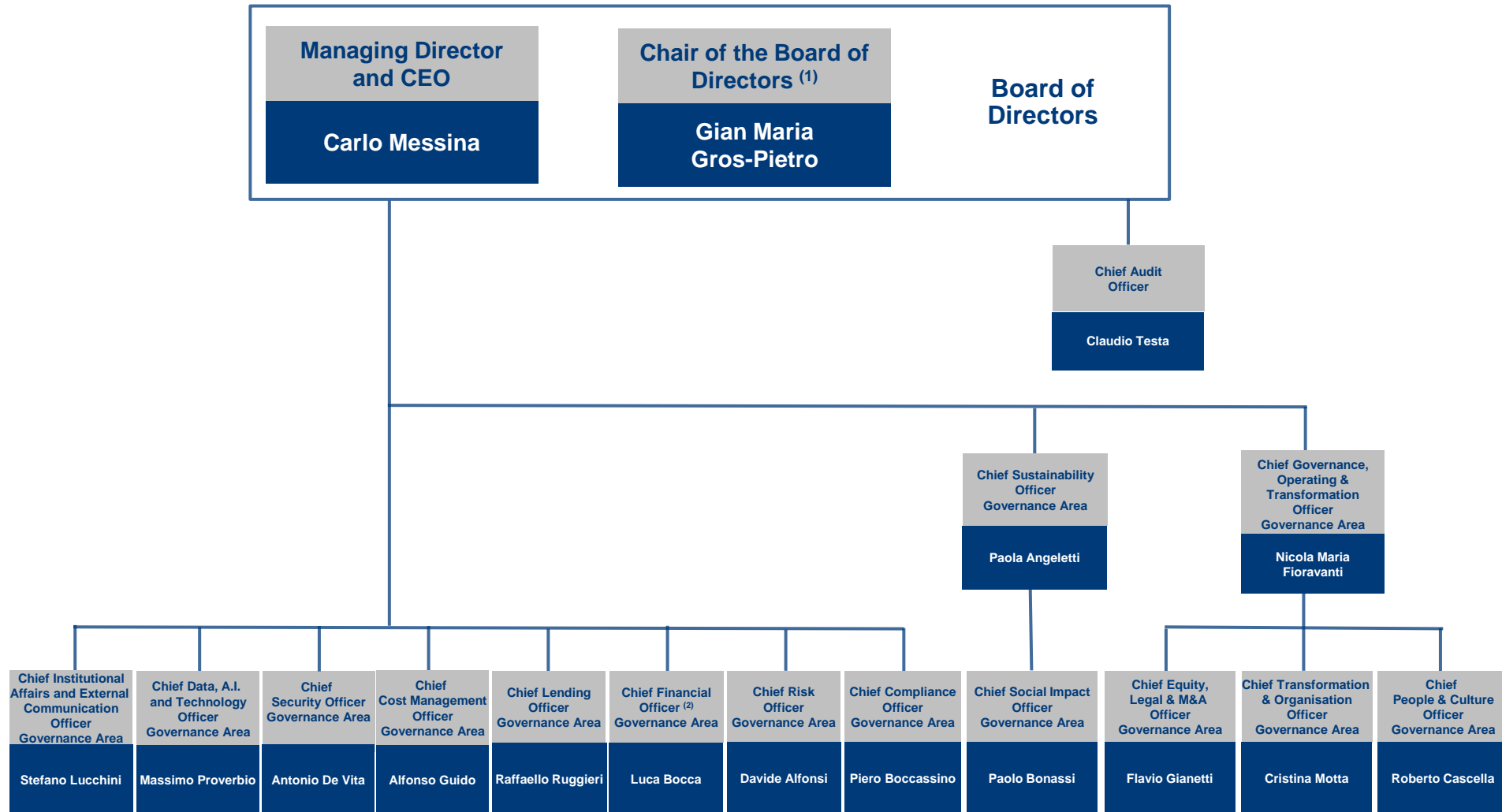
(*) Having reached the end of her mandate in Washington

A customer-oriented organisation



(1) Domestic Commercial Banking

Central Structures

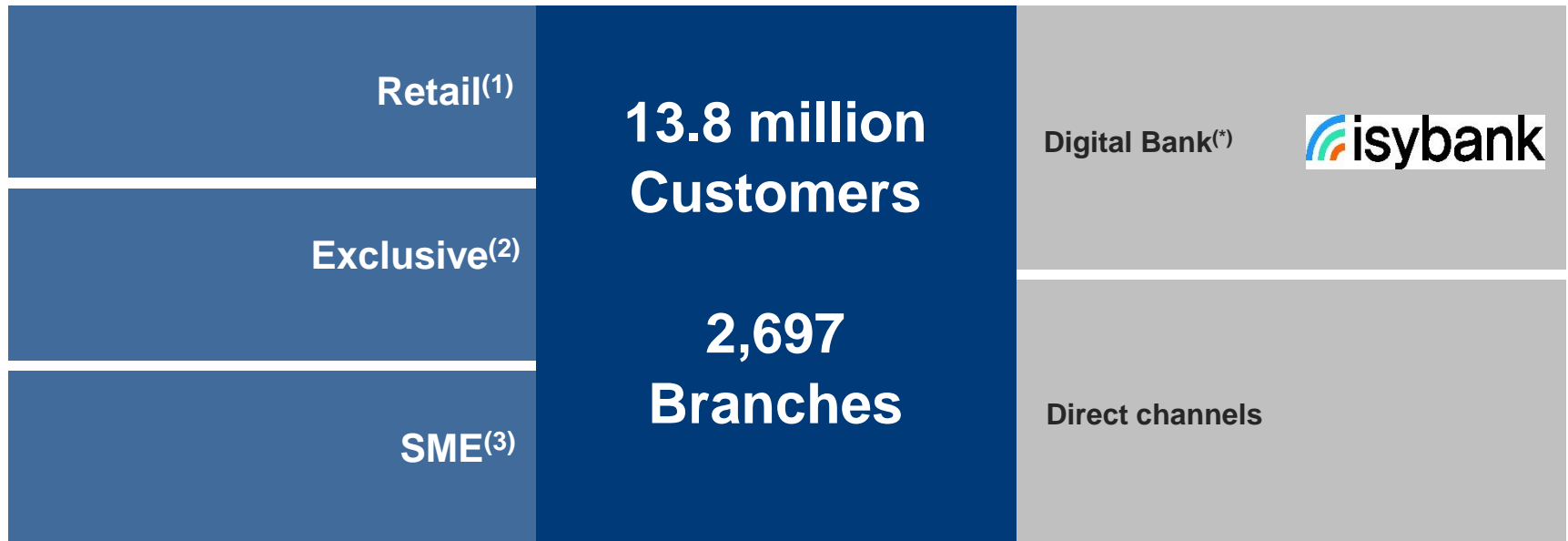


(1) Chair's Technical Secretariat (G. Paladino) reports to the Chair of the Board of Directors

(2) The Chief Financial Officer Governance Area includes the Manager responsible for preparing the Company's financial reports (E. Stegher)

The Chief Governance, Operating & Transformation Officer Governance Area and the Chief Institutional Affairs and External Communication Officer Governance Area also report to the Chair of the Board of Directors due to the specific nature of certain activities within their remit

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 2025

(1) Retail customers: individuals and enterprises with less complex financial needs

(2) Exclusive customers: individuals with more complex financial needs

(3) Enterprise customers: enterprises with more complex financial needs (generally, Small and Medium Enterprises)

(*) The subsidiary also operates in instant banking through Mooney (the partnership with the ENEL Group)

The Banca dei Territori Division

Retail Exclusive

2,109 branches dedicated to
13.5 million Retail and Exclusive
customers

SME

243 branches dedicated to
174,000 SME customers ⁽¹⁾, 246
branches dedicated to 81,000
customers in the agribusiness sector
and 99 branches
serving 97,000 Non-profit customers

Figures as at 31 March 2025

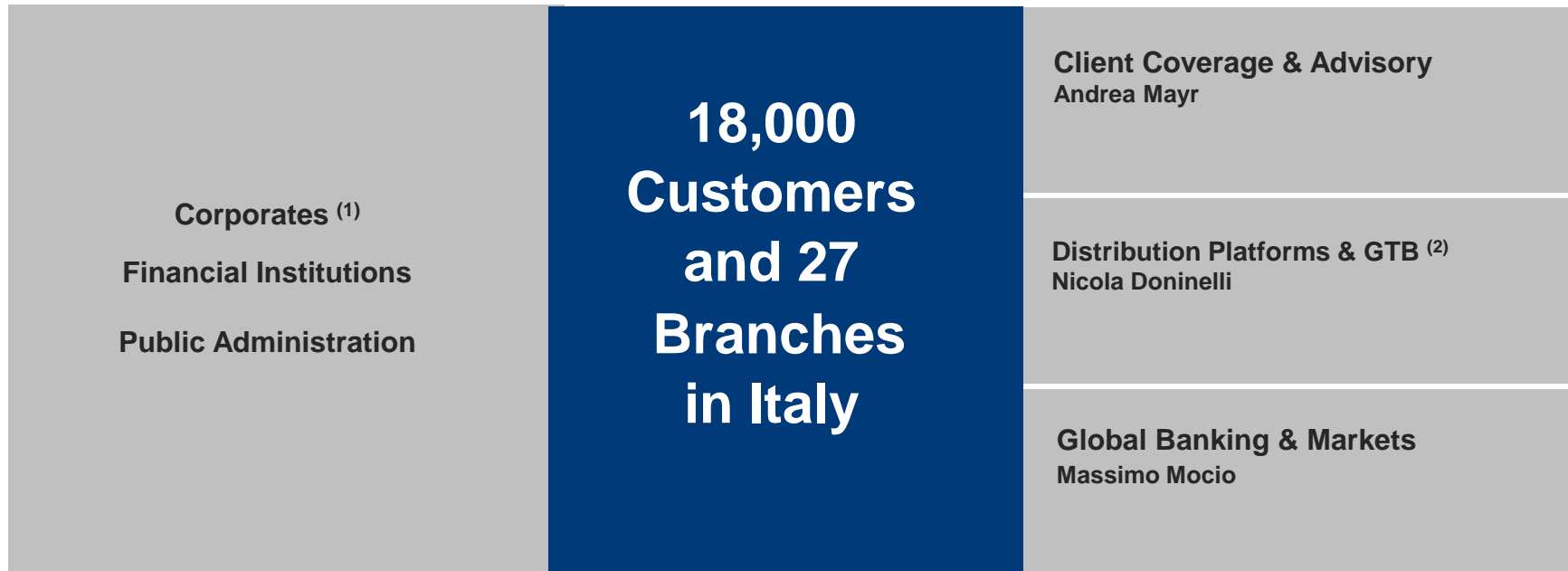
(1) Including SME Finance activity (industrial credit, leasing and factoring)

The Banca dei Territori Division: 12 Regional Governance Centres

GOVERNANCE CENTRES	MANAGER	BRANCHES
North Lombardia	Daniele Fulvio Pastore	167
South Lombardia	Paola Lecci	153
Milano, Monza and Brianza	Pierluigi Monceri	185
North Piemonte, Valle d'Aosta and Sardegna	Stefano Cappellari	226
South Piemonte and Liguria	Andrea Perusin	167
West Veneto and Trentino-Alto Adige	Cristina Balbo	208
East Veneto and Friuli-Venezia Giulia	Francesca Nieddu	178
Emilia Romagna and Marche	Alessandra Florio	274
Toscana and Umbria	Tito Nocentini	278
Lazio and Abruzzo	Roberto Gabrielli	263
Basilicata, Puglia and Molise	Alessandra Modenese	208
Campania, Calabria and Sicilia	Giuseppe Mario Nargi	390

Figures as at 31 March 2025

IMI Corporate & Investment Banking Division






A global partner for corporates, financial institutions and public administration, including internationally through a specialist network of branches, representative offices, and subsidiaries focused on corporate banking

Figures as at 31 March 2025

- (1) Grouped, in accordance with a sector-based model, in the following 8 industries: Automotive & Industrials; Basic Materials & Healthcare; Energy; Food & Beverage and Distribution; Retail & Luxury; Telecom, Media & Technology; Infrastructure; Real Estate
- (2) Including IMI CIB International Network (Foreign branches, representative offices and corporate banks)

IMI Corporate & Investment Banking Division

The international network spreads across 24 countries

CORPORATE BANKS		DIRECT BRANCHES	REPRESENTATIVE OFFICES (1)
 INTESA SANPAOLO BANK IRELAND  INTESA SANPAOLO BRASIL SA  INTESA SANPAOLO BANK LUXEMBOURG	EU	Amsterdam Frankfurt Madrid	Paris Warsaw
	UK & MEA	Abu Dhabi Doha Dubai	Istanbul London
Asia Pacific	Hong Kong Shanghai Singapore	Sydney Tokyo	Beijing Ho Chi Minh City Jakarta Mumbai Seoul
USA & Americas	New York		Washington D.C.

Figures as at 31 March 2025

(1) The Representative Offices include European Regulatory & Public Affairs in Brussels

IMI Corporate & Investment Banking Division

Commercial and Transaction Banking		Investment Banking & Structured Finance
Commercial Banking	Transaction Banking	
Lending and Guarantees	Cash Management	M&A Advisory
Leasing	Trade & Structured Export Finance	Equity Capital Markets
Factoring and Confirming	Merchant Services and Cards	Debt Capital Markets
	Securities Services	Structured Finance

IMI Corporate & Investment Banking Division

Capital Markets

Markets

Equity

Fixed Income

Commodities

Foreign Exchange

Investment Products for
distribution

Market Hub

Clearing Service

Solutions

Hedging Solutions

Investment & Liquidity
Solutions

Loan Management &
Advisory

Loan Syndication

Risk Transfer &
Financing

Securitisation

Solutions & Financing

Sustainable Solutions

Loans

Bonds

Sustainable Hedging

Circular Economy

The International Banks Division

Albania



Bosnia and Herzegovina



Croatia



Czech Republic



Egypt



Hungary



**7.5 million
Customers
and
903 Branches
in 12 countries**

Moldova



Romania



Serbia



Slovakia



Slovenia



Ukraine



Strategic international presence in commercial banking in Central Eastern Europe and Middle Eastern and North African areas

The International Banks Division

Country	Bank	Manager	Total Assets (euro m)	Ranking (by Total Assets)	Branches	Customers
Albania	 INTESA SANPAOLO BANK Albania	Alessandro D'Oria	2,073	4	34	257,000
Bosnia and Herzegovina	 INTESA SANPAOLO BANKA Bosna i Hercegovina	Michele Castoro	1,489	6	43	147,000
Croatia	 PRIVREDNA BANKA ZAGREB	Dinko Lucić	17,313	2	135	1,406,000
Egypt	 ALEXBANK بنك الإسكندرية	Paolo Vivona	4,390	6	176	2,049,000
Hungary	 CIB BANK	Pál Simák	9,023	7	58	455,000
Moldova	 EXIMBANK	Marco Santini	308	7	17	53,000

Figures as at 31 March 2025

The International Banks Division

Country	Bank	Manager	Total Assets (euro m)	Ranking (by Total Assets)	Branches	Customers
Romania	 INTESA SANPAOLO BANK Romania	Alessio Cioni	1,553		34	52,000
	 FIRSTBANK	Hendricus C.H. Paardekooper	1,467		40	136,000
Serbia	 BANCA INTESA Beograd	Darko Popovic	9,052	1	134	1,344,000
Slovakia	 VÚB BANKA	Jozef Kausich	25,093	2	153	1,363,000
Slovenia	 INTESA SANPAOLO BANK Slovenia	Luigi Fuzio	4,179	3	40	175,000
Ukraine	 PRAVEX BANK	Gianluca Corrias	220 ⁽¹⁾		39	71,000

Figures as at 31 March 2025

(1) The balance sheet of Pravex Bank has been consolidated on the basis of the countervalue of 31.12.24 figures at the exchange rate as at 31.03.25

The Private Banking Division



The Division serves the customer segment consisting of Private clients and High Net Worth Individuals with the offering of products and services tailored for this segment. Its international business is carried out including through the Reyl Intesa Sanpaolo hub

Figures as at 31 March 2025

(1) The parent company Fideuram - Intesa Sanpaolo Private Banking ("Fideuram") controls Intesa Sanpaolo Private Banking, SIREF Fiduciaria, Intesa Sanpaolo Wealth Management, Reyl Intesa Sanpaolo, Fideuram - Intesa Sanpaolo Private Banking Asset Management and Fideuram Asset Management Ireland

The Asset Management Division



Asset management solutions targeted at the Group's customers, commercial networks outside the Group, and the institutional clientele

Figures as at 31 March 2025

(1) The parent company Eurizon Capital SGR controls Eurizon Capital S.A., Eurizon Asset Management Slovakia, Eurizon Asset Management Hungary, Eurizon Asset Management Croatia, Eurizon Capital Real Asset SGR, Eurizon SLJ Capital LTD and Eurizon Capital Asia Limited

The Insurance Division

Insurance



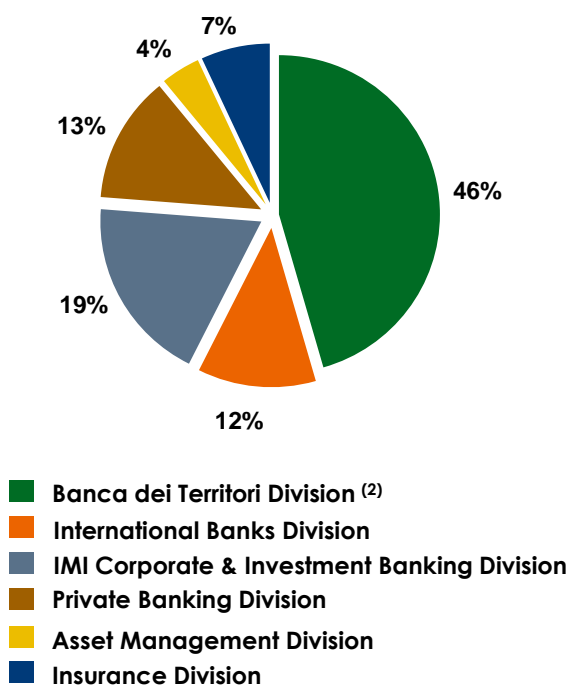
174 billion euro
Direct Deposits

Insurance and pension products tailored for the Group's clients

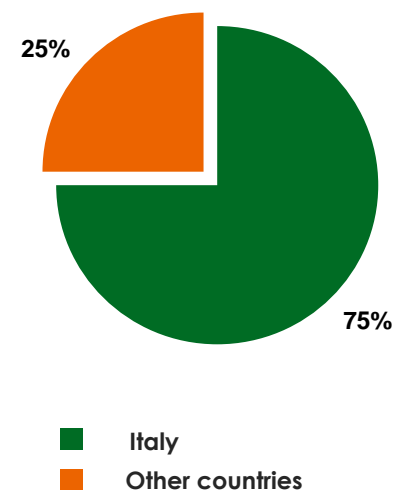
Breakdown of consolidated results as at 31 March 2025

Operating Income

Breakdown
by Business Area ⁽¹⁾



Breakdown
by Geographical Area ⁽³⁾



Figures may not add up exactly due to rounding differences

(1) Excluding the Corporate Centre

(2) Domestic Commercial Banking

(3) Figures as at 31 December 2024

The Group Italian network

NORTH WEST

Intesa Sanpaolo		Subsidiaries	
Branches	Company	Branches	
843	Fideuram	101	

NORTH EAST

Intesa Sanpaolo		Subsidiaries	
Branches	Company	Branches	
557	Fideuram	59	

CENTRE

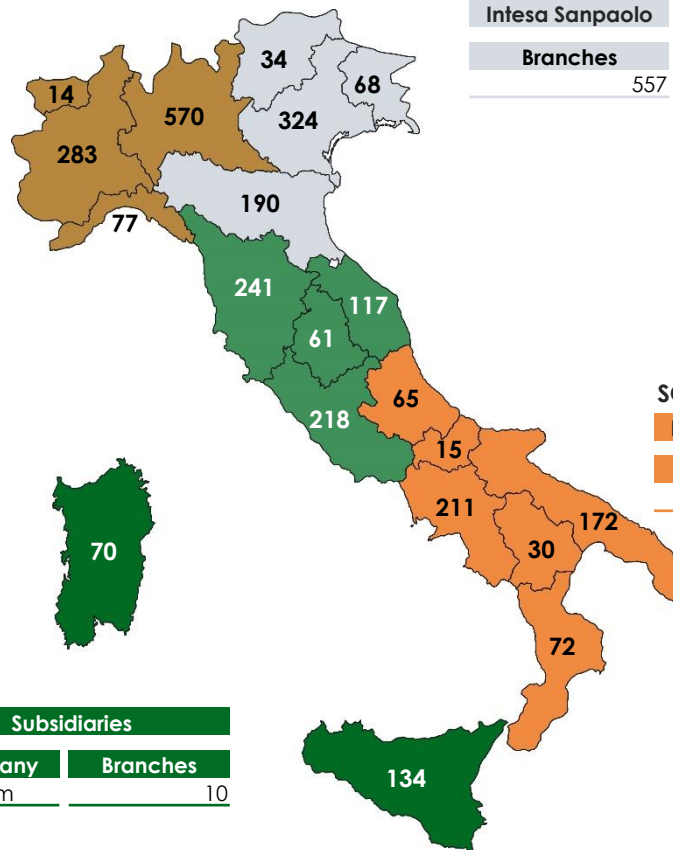
Intesa Sanpaolo		Subsidiaries	
Branches	Company	Branches	
595	Fideuram	42	

SOUTH

Intesa Sanpaolo		Subsidiaries	
Branches	Company	Branches	
535	Fideuram	30	

ISLANDS

Intesa Sanpaolo		Subsidiaries	
Branches	Company	Branches	
194	Fideuram	10	



Figures as at 31 March 2025

The Group product companies in Italy (1)

**Wealth
Management
& Protection**



Fiduciary Services



Consumer Credit (2)



(1) Factoring and Leasing activities are carried out directly by Intesa Sanpaolo S.p.A, the Parent Company

(2) Consumer Credit activities are also carried out directly by Intesa Sanpaolo S.p.A, the Parent Company

The Group International network

EUROPE

Direct Branches

Amsterdam
Frankfurt
Istanbul
London
Madrid
Paris
Warsaw

Representative Offices

Brussels ⁽¹⁾

Country	Subsidiaries	Branches
Albania	Intesa Sanpaolo Bank Albania	34
Belgium	Intesa Sanpaolo Wealth Management	2
Bosnia and Herzegovina	Intesa Sanpaolo Banka Bosna i Hercegovina	43
Croatia	Privredna Banka Zagreb	135
Czech Republic	VUB Banka	1
Hungary	CIB Bank	58
Ireland	Intesa Sanpaolo Bank Ireland	1
Luxembourg	Intesa Sanpaolo Wealth Management Intesa Sanpaolo Bank Luxembourg	1 1
Moldova	Eximbank	17
Romania	Intesa Sanpaolo Bank Romania First Bank	34 40
Russian Federation	Banca Intesa	20
Serbia	Banca Intesa Beograd	134
Slovakia	VUB Banka	152
Slovenia	Intesa Sanpaolo Bank	40
Switzerland	Reyl Intesa Sanpaolo	3
Ukraine	Pravex Bank	39

AFRICA

Representative Offices

Cairo

Country

Egypt

Subsidiaries

Bank of Alexandria

Branches

176



AMERICA

Direct Branches

New York

Representative Offices

Washington D.C.

Country

Brazil

Subsidiaries

Intesa Sanpaolo Brasil

Branches

1

AUSTRALIA/OCEANIA

Direct Branches

Sydney

ASIA

Direct Branches

Abu Dhabi
Doha
Dubai
Hong Kong
Shanghai
Singapore
Tokyo

Representative Offices

Beijing
Beirut
Ho Chi Minh City
Jakarta
Mumbai
Seoul

Figures as at 31 March 2025

(1) European Regulatory & Public Affairs

International presence of the Group product companies

Leasing

 CIB LEASING

 INTESA
LEASING
Beograd

 PBZ LEASING

 VÚB OPERATING
LEASING

Wealth Management

 INTESA SANPAOLO
WEALTH MANAGEMENT
Luxembourg

 EURIZON
ASSET MANAGEMENT

 FIDEURAM
ASSET MANAGEMENT IRELAND

 INTESA SANPAOLO
ASSICURAZIONI

 INTESA
INVEST
Beograd

 REYL
INTESA SANPAOLO

 意才
YI TSAI