

INTESA  SANPAOLO

## Italian Leader with a European Scale

Updated as at 1 October 2021

# 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 22% in customer deposits and 21% in customer loans
- Leadership in most attractive products
- Strong capital base and asset quality

## Unique Customer Reach

- Largest domestic network: approximately 4,300 branches serving 13.5 million clients, and 19% market share<sup>(1)</sup>
- Best branch footprint making the Group truly nationwide: market share  $\geq 12\%$ <sup>(1)</sup> in 19 out of 20 regions
- High penetration of local markets: market share  $\geq 5\%$ <sup>(1)</sup> in 106 out of 107 provinces

## Strategic International Presence

- Strategic international presence, with approximately 1,000 branches and 7.2 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, such as the United States, Brazil, Russia, India and China

Figures as at 30 June 2021

(1) Bank of Italy criteria, figures as at 31 March 2021

# Solid value creation for all stakeholders

## Clients

- A real-economy Bank that supports the real economy, leveraging a strong balance sheet to match healthy credit demand, and manages the financial wealth of clients with care
- A simple yet innovative Bank, acting with a truly multi-channel model

## Shareholders

- A Bank with sustainable profitability in which operating performance, productivity, risk profile, liquidity and solidity/leverage are carefully balanced
- Strong and increasing cash dividend distribution over the course of the 2014-2017 Business Plan: 1.2bn euro paid for 2014, 2.4bn euro paid for 2015, 3bn euro paid for 2016 and 3.4bn euro paid for 2017. In the 2018-2021 Business Plan, commitment to paying out 85% of net income as cash dividends for 2018, 80% for 2019, 75% for 2020 and 70% for 2021: 3.4bn euro of dividends paid for 2018 and net income for the financial year 2019 allocated to reserves, in compliance with the ECB recommendation dated 27 March 2020 on dividend policy, then replaced by the recommendation dated 15 December 2020 in force till 30 September 2021. For 2020, 694m euro in cash dividends paid out in May 2021, the maximum distributable amount established in the ECB recommendation dated 15 December 2020 and in force until 30 September 2021, and a Shareholders' Meeting has been convened for 14 October 2021 to discuss a proposal regarding a cash distribution from reserves of 1,935m euro which, in addition to the aforementioned dividends, leads to the payment of a total amount corresponding to a payout ratio of 75% of the 3,505m euro adjusted net income.

## Employees

- Empowered and motivated people through training, job re-allocation, acknowledgement of individual merit in career development, flexibility programs and upgrade of long-term incentives linked to productivity and results

## Society and Environment

- A Bank with a distinctive identity/reputation, committed to contributing to the growth and development of the economy and society
- CSR deeply rooted in all business areas and staff functions, embedded in the Bank's strategy, supporting social and environmental value creation for a long-term economic development and respecting all stakeholders

# The Group at a glance: Financial Highlights

Total Assets euro 1,057,595 m	<b>Intesa Sanpaolo</b>	~ 20.7 million Customers	~ 13.5 million in Italy
Loans to Customers euro 463,297 m			~ 7.2 million abroad
Direct Deposits from Banking Business euro 531,612 m		5,255 Branches	4,258 in Italy
Direct Deposits from Insurance Business and Technical Reserves euro 204,198 m			997 abroad
Shareholders' Equity <sup>(1)</sup> euro 66,232 m		Market Capitalisation <sup>(2)</sup> euro 47.7 bn	
1H21 Net Income euro 3,023 m			

Figures as at 30 June 2021

(1) Including Net Income

(2) As at 30 September 2021

# The Group at a glance: Ratings

## DBRS Morningstar

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

**BBB (high)**  
**R-1 (low)**  
**Negative**  
**Negative**

## Fitch Ratings

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

**BBB-**  
**F3**  
**bbb-**  
**Stable**

## Moody's

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

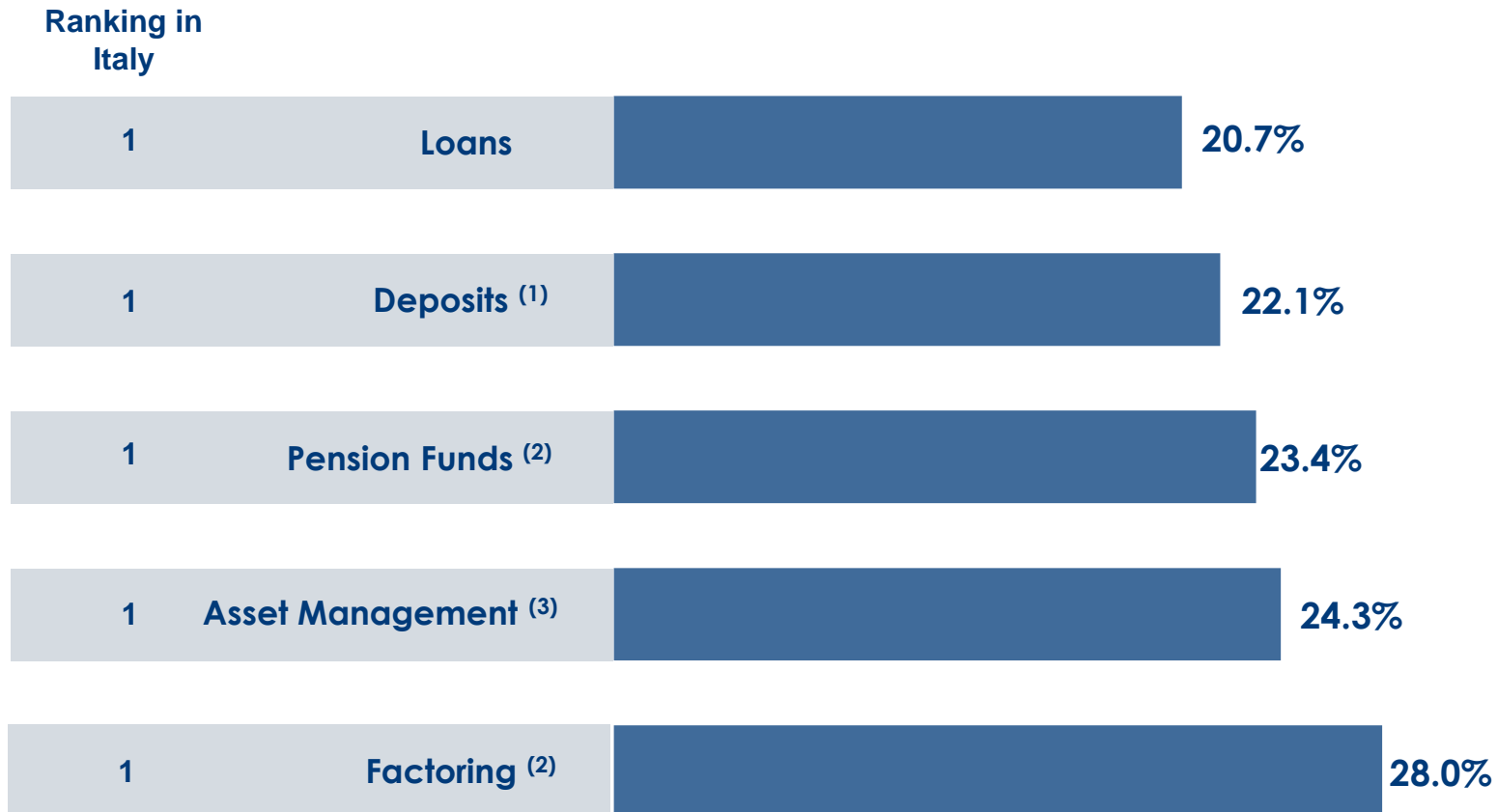
**Baa1**  
**P-2**  
**Stable**

## 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 30 June 2021

(1) Including bonds

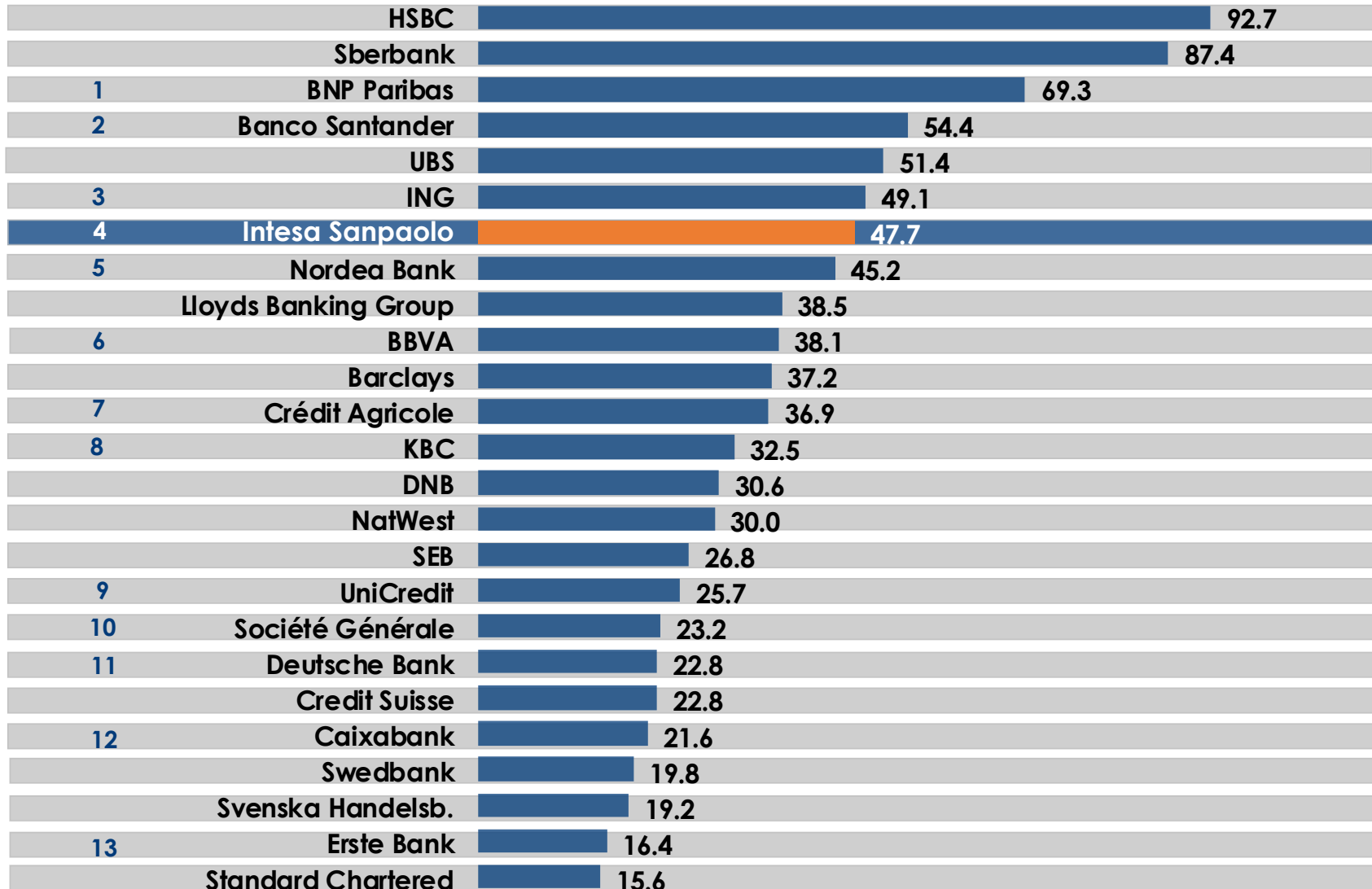
(2) Figures as at 31 March 2021

(3) Mutual funds; figures as at 31 March 2021

# European scale

## EUROZONE RANKING

## BANKS' MARKET CAPITALISATION (euro bn)



Source: Bloomberg  
Prices as at 30 September 2021



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

## Board of Directors and Management Control Committee appointed on 30/04/2019

<b>Gian Maria Gros-Pietro</b>	<b>Chairman</b>
<b>Paolo Andrea Colombo</b>	<b>Deputy Chairperson</b> <sup>(2)</sup> <sup>(3)</sup>
<b>Carlo Messina</b> <sup>(1)</sup>	<b>Managing Director and CEO</b>
<b>Franco Ceruti</b>	<b>Director</b>
<b>Rossella Locatelli</b>	<b>Director</b> <sup>(3)</sup>
<b>Luciano Nebbia</b>	<b>Director</b>
<b>Bruno Picca</b>	<b>Director</b> <sup>(2)</sup>
<b>Livia Pomodoro</b>	<b>Director</b> <sup>(3)</sup>
<b>Maria Alessandra Stefanelli</b>	<b>Director</b> <sup>(3)</sup>
<b>Guglielmo Weber</b>	<b>Director</b> <sup>(3)</sup>
<b>Daniele Zamboni</b> <sup>(4)</sup>	<b>Director</b> <sup>(2)</sup> <sup>(3)</sup>
<b>Maria Mazzarella</b> <sup>(4)</sup>	<b>Director</b> <sup>(3)</sup>
<b>Anna Gatti</b> <sup>(4)</sup>	<b>Director</b> <sup>(3)</sup>
<b>Andrea Sironi</b> <sup>(5)</sup>	<b>Director</b> <sup>(3)</sup>
<b>Fabrizio Mosca</b>	<b>Director and MCC member</b> <sup>(2)</sup> <sup>(3)</sup>
<b>Milena Teresa Motta</b>	<b>Director and MCC member</b> <sup>(2)</sup> <sup>(3)</sup>
<b>Maria Cristina Zoppo</b>	<b>Director and MCC member</b> <sup>(2)</sup> <sup>(3)</sup>
<b>Alberto Maria Pisani</b> <sup>(4)</sup>	<b>Director and MCC Chairman</b> <sup>(2)</sup> <sup>(3)</sup>
<b>Roberto Franchini</b> <sup>(6)</sup> <sup>(7)</sup>	<b>Director and MCC member</b> <sup>(2)</sup> <sup>(3)</sup>

## Nomination Committee

<b>Livia Pomodoro</b>	<b>Chair</b> <sup>(3)</sup>
<b>Paolo Andrea Colombo</b>	<b>Member</b> <sup>(2)</sup> <sup>(3)</sup>
<b>Gian Maria Gros-Pietro</b>	<b>Member</b>
<b>Maria Mazzarella</b> <sup>(4)</sup>	<b>Member</b> <sup>(3)</sup>
<b>Bruno Picca</b>	<b>Member</b> <sup>(2)</sup>

## Remuneration Committee

<b>Paolo Andrea Colombo</b>	<b>Chair</b> <sup>(2)</sup> <sup>(3)</sup>
<b>Franco Ceruti</b>	<b>Member</b>
<b>Anna Gatti</b> <sup>(4)</sup>	<b>Member</b> <sup>(3)</sup>
<b>Luciano Nebbia</b>	<b>Member</b>
<b>Andrea Sironi</b> <sup>(8)</sup>	<b>Member</b> <sup>(3)</sup>

## Risks Committee

<b>Rossella Locatelli</b>	<b>Chair</b> <sup>(3)</sup>
<b>Franco Ceruti</b>	<b>Member</b>
<b>Bruno Picca</b>	<b>Member</b> <sup>(2)</sup>
<b>Guglielmo Weber</b>	<b>Member</b> <sup>(3)</sup>
<b>Daniele Zamboni</b> <sup>(4)</sup>	<b>Member</b> <sup>(2)</sup> <sup>(3)</sup>

## Committee for transactions with related parties

<b>Daniele Zamboni</b> <sup>(4)</sup>	<b>Chair</b> <sup>(2)</sup> <sup>(3)</sup>
<b>Rossella Locatelli</b>	<b>Member</b> <sup>(3)</sup>
<b>Maria Mazzarella</b> <sup>(4)</sup>	<b>Member</b> <sup>(3)</sup>
<b>Maria Alessandra Stefanelli</b>	<b>Member</b> <sup>(3)</sup>
<b>Andrea Sironi</b> <sup>(8)</sup>	<b>Member</b> <sup>(3)</sup>

(1) Was appointed Managing Director and CEO by the Board of Directors on 2 May 2019. 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 pursuant to Article 13.4.3 of the Articles of Association, the Corporate Governance Code and Article 148, third paragraph, of Legislative Decree 24 February 1998 no 58

(4) Is a representative of the Minority List

(5) Was appointed as a Director at the Shareholders' Meeting of 27 April 2020, following co-option by the Board of Directors on 2 December 2019

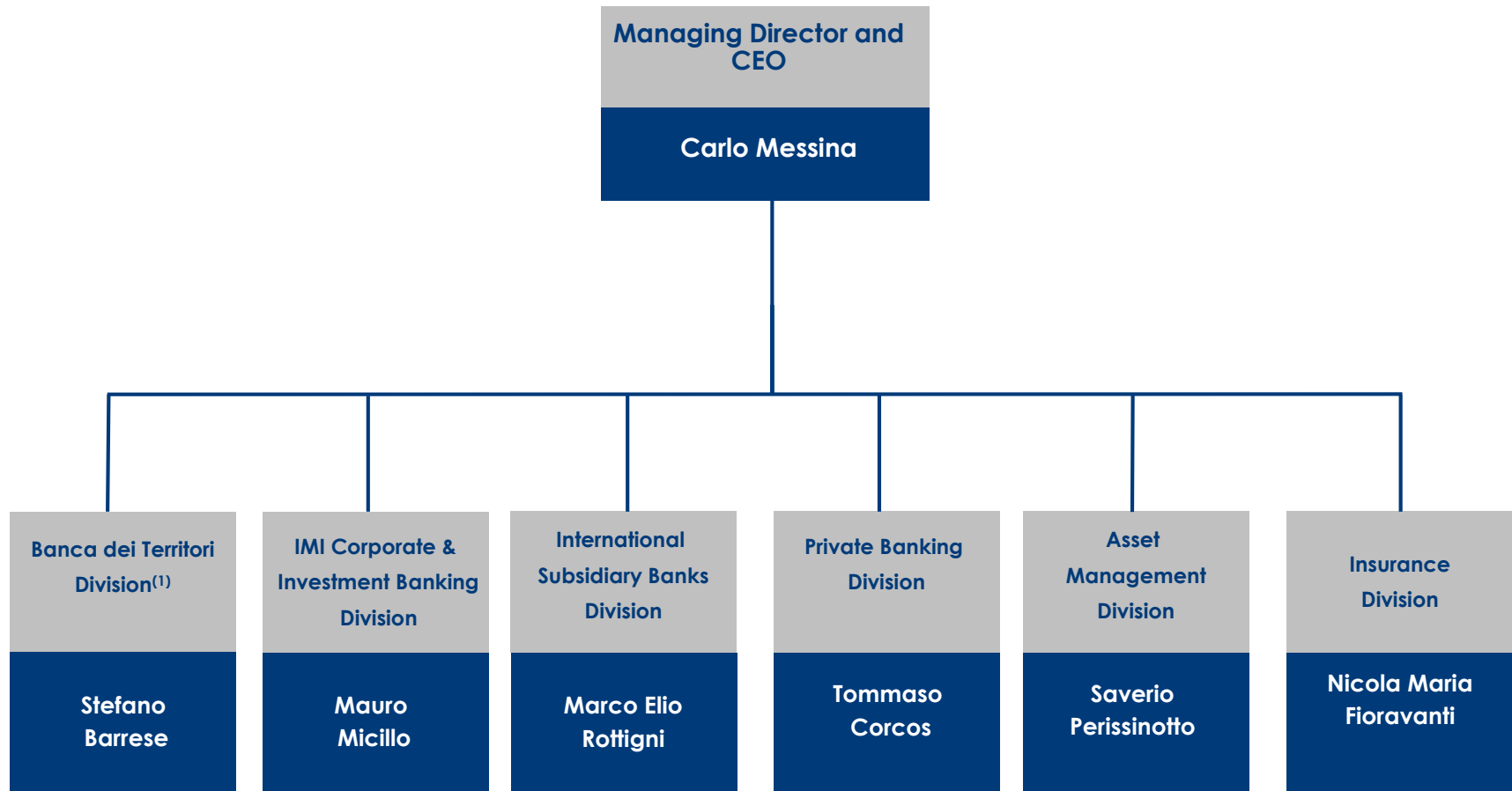
(6) Was appointed as a Director at the Shareholders' Meeting of 27 April 2020 replacing Corrado Gatti who had ceased to hold office

(7) Minorities representative

(8) Member of the Committee with effect from 18 December 2019, following co-option by the Board of Directors.

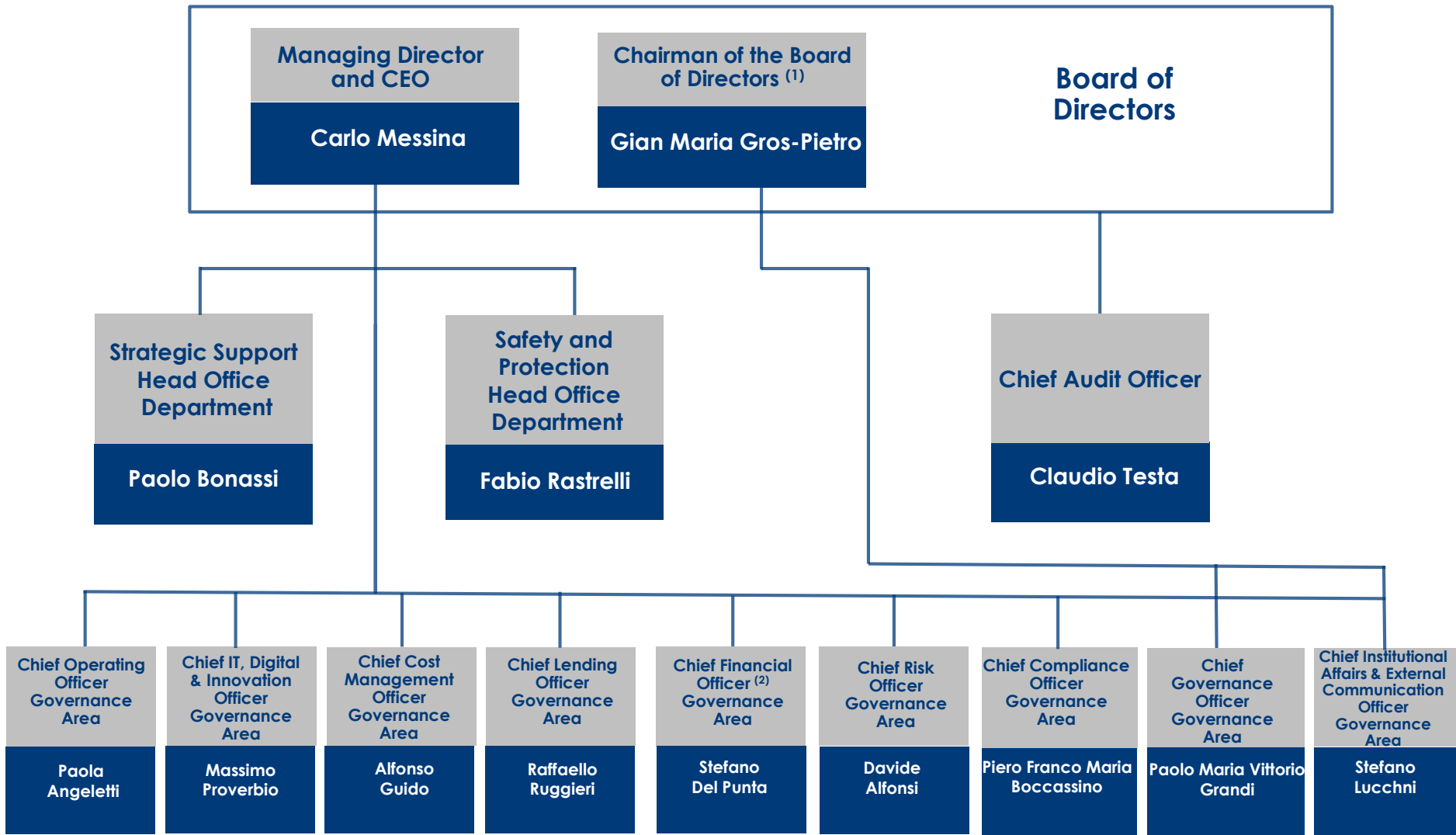
Confirmed member of the Committee by the Board of Directors on 4 May after his appointment as a Board Director by the Shareholders' Meeting.

# A customer-oriented organisation



(1) Domestic Commercial Banking

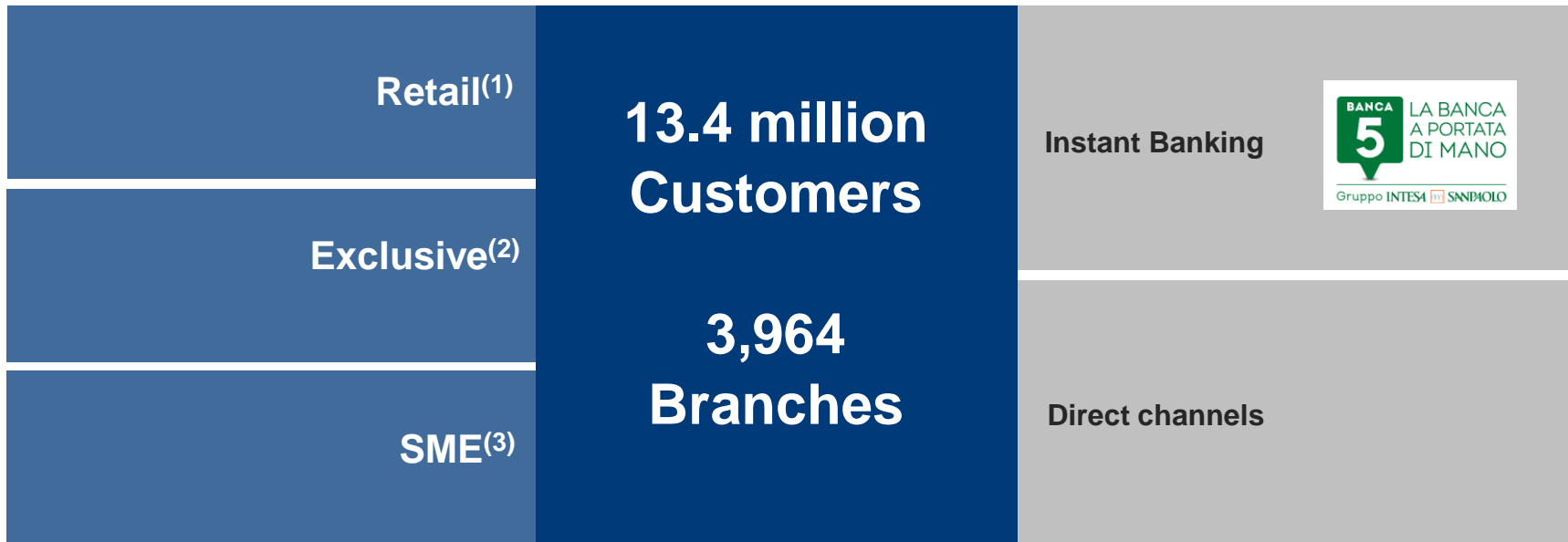
# Central Structures



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

(2) Manager responsible for preparing the Company's financial reports Fabrizio Dabbene reports to the Chief Financial Officer

# 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 30 June 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

3,351 branches dedicated to  
13 million Retail and Exclusive  
customers

## SME

283 branches dedicated to  
183,000 SME customers <sup>(1)</sup>, 224  
branches dedicated to 79,000  
customers in the agribusiness sector  
and 106 branches  
serving approximately 97,000  
Non-profit customers

Figures as at 30 June 2021

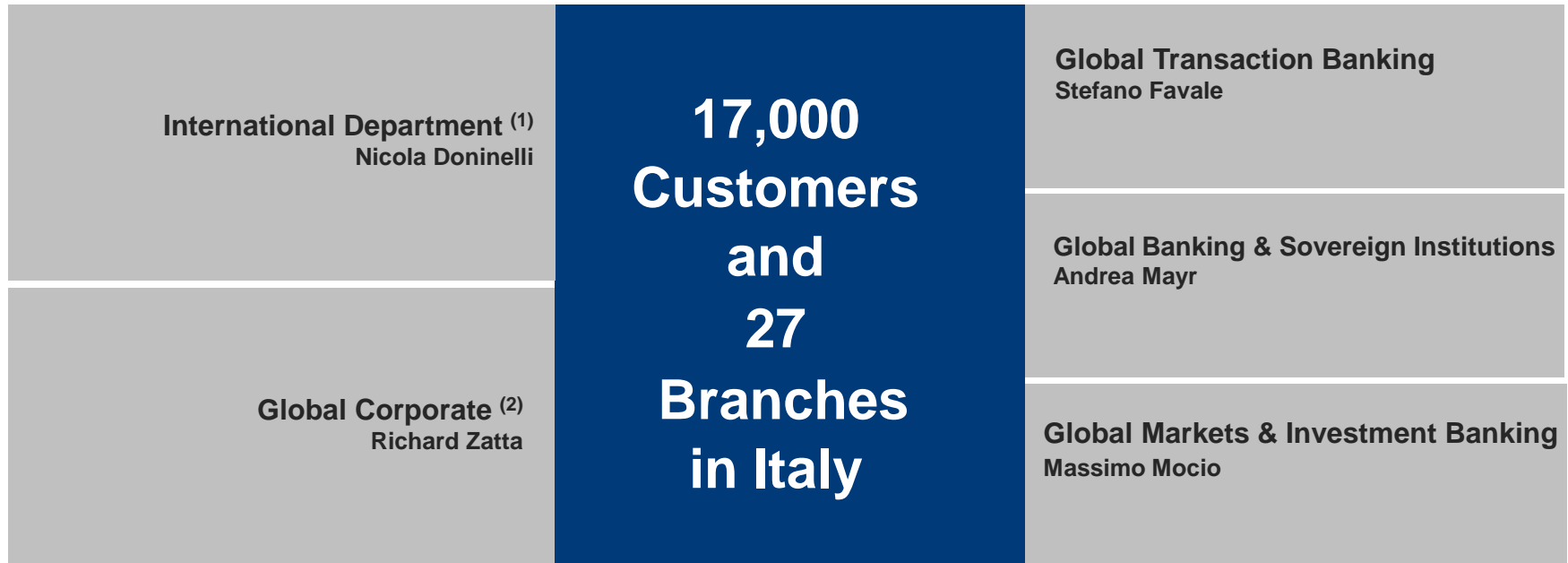
(1) Including SME Finance activity (industrial credit, leasing and factoring)

# The Banca dei Territori Division: 12 Regional Governance Centres

GOVERNANCE CENTRES	MANAGER	BRANCHES
North Lombardia	Tito Nocentini	267
South Lombardia	Marco Franco Nava	237
Milano and Province	Gianluigi Venturini	303
North Piemonte, Valle d'Aosta and Sardegna	Teresio Testa	299
South Piemonte and Liguria	Andrea Perusin	247
West Veneto and Trentino-Alto Adige	Roberto Gabrielli	311
East Veneto and Friuli-Venezia Giulia	Francesca Nieddu	271
Emilia Romagna and Marche	Cristina Balbo	434
Toscana and Umbria	Luca Severini	395
Lazio and Abruzzo	Pierluigi Monceri	402
Basilicata, Puglia and Molise	Alberto Pedroli	281
Campania, Calabria and Sicilia	Giuseppe Mario Nargi	517

Figures as at 30 June 2021

# 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**

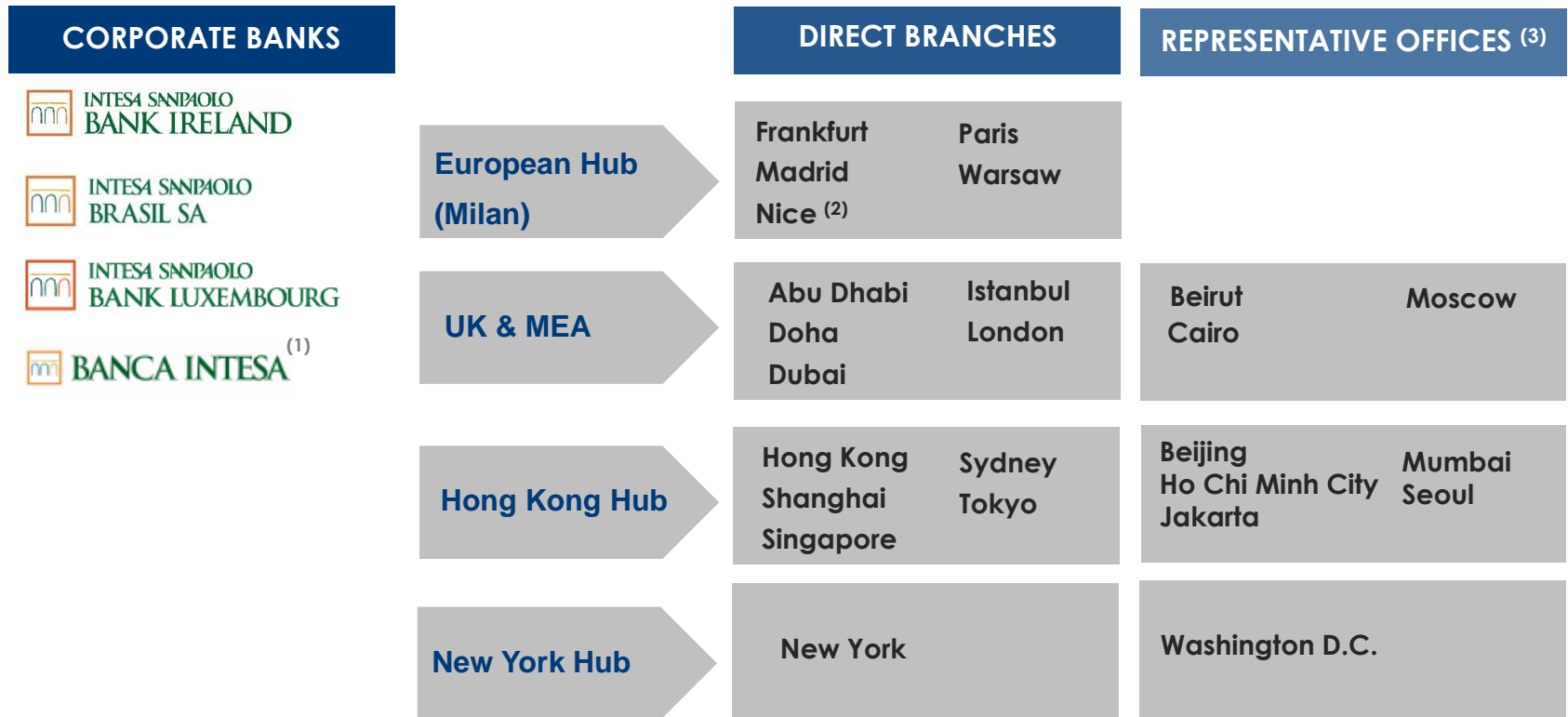
Figures as at 30 June 2021

(1) Foreign branches, representative offices and corporate banks

(2) Corporates with a turnover higher than 350 million euro and grouped, in accordance with a sector-based model, in the following 8 industries: Automotive & Industrials; Basic Materials & Healthcare; Food & Beverage and Distribution; Retail & Luxury; Infrastructure & Real Estate Partners; Public Finance; Energy; Telecom, Media & Technology

# IMI Corporate & Investment Banking Division

The international network spread across 25 countries



Figures as at 30 June 2021

(1) Russian Federation

(2) The Nice branch ceased to operate on 31 August 2021

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



# IMI Corporate & Investment Banking Division

## Commercial & Transaction Banking

**Loans & Guarantees**

**Trade Finance**

**Leasing**

**Merchants Services & Cards**

**Factoring & Confirming**

**Securities Services**

**Cash Management**

# IMI Corporate & Investment Banking Division

## Global Markets & Investment Banking

### Capital Markets

#### Markets

Equity

Fixed Income

Commodities

Foreign Exchange

Investment products for  
distribution

#### Solutions

Hedging Solutions

Investment & Liquidity  
Solutions

Loan Management &  
Advisory

Loan Syndication

Risk Transfer &  
Financing

Securitization

Solutions & Financing

### Investment Banking and Structured Finance

M&A Advisory

Equity Capital Markets

Debt Capital Markets

Structured Finance

# The International Subsidiary Banks Division

Albania



Bosnia and Herzegovina



Croatia



Czech Republic



Egypt



Hungary



**7.0 million  
Customers  
and  
941 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 Subsidiary Banks Division

Country	Bank	Manager	Total Assets (euro m)	Ranking (by Total Assets)	Branches	Customers
Albania	 <b>INTESA SANPAOLO BANK</b> Albania	Alessandro D'Oria	1,566	4	35	241,000
Bosnia and Herzegovina	 <b>INTESA SANPAOLO BANKA</b> Bosna i Hercegovina	Marco Trevisan	1,234	5	47	158,000
Croatia	 <b>PRIVREDNA BANKA ZAGREB</b>	Dinko Lucić	13,002	2	157	1,673,000
Egypt	 <b>ALEXBANK</b>   بنك الإسكندرية	Dante Campioni	5,960	5	175	1,661,000
Hungary	 <b>CIB BANK</b>	Pál Simák	6,802	7	63	439,000
Moldova	 <b>EXIMBANK</b>	Marco Santini	213	6	17	76,000

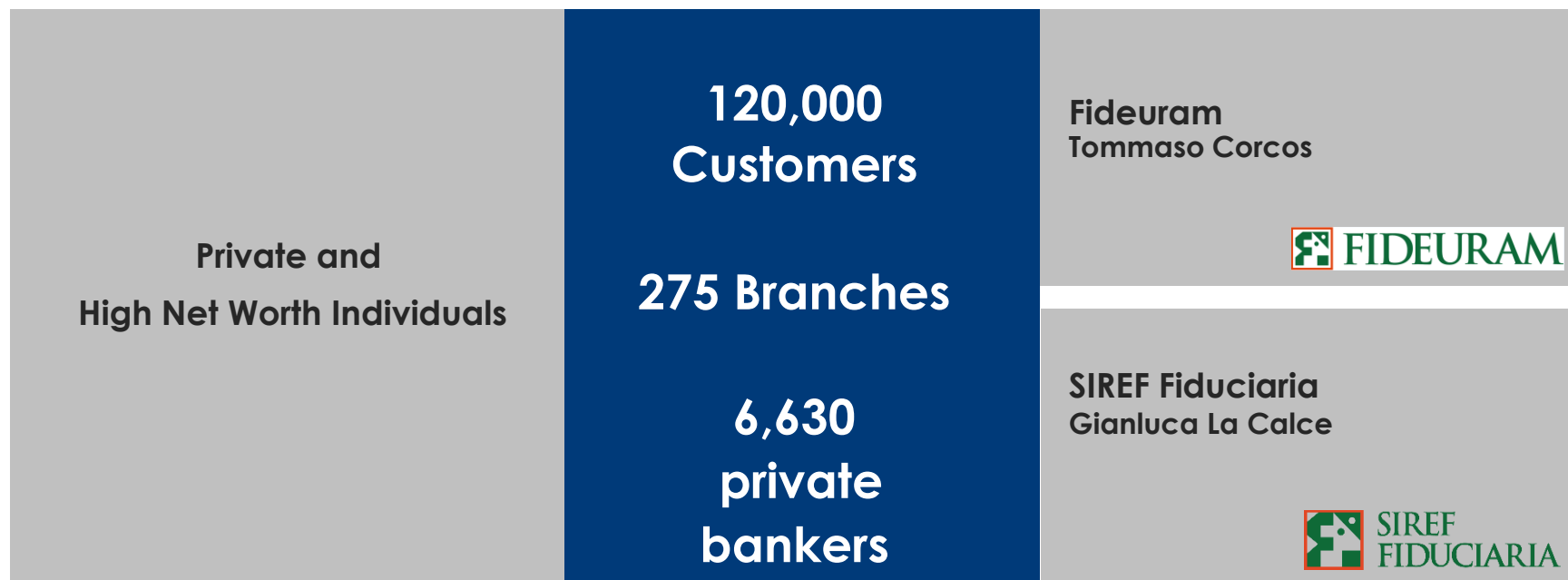
Figures as at 30 June 2021

# The International Subsidiary Banks Division

Country	Bank	Manager	Total Assets (euro m)	Ranking (by Total Assets)	Branches	Customers
Romania	 <b>INTESA SANPAOLO BANK</b> Romania	Danuț – Leonard Sandu	1,375		32	64,000
Serbia	 <b>BANCA INTESA</b> Beograd	Draginja Djuric	6,497	1	154	1,368,000
Slovakia	 <b>VÚB BANKA</b>	Alexander Resch	20,508	2	170	1,092,000
Slovenia	 <b>INTESA SANPAOLO BANK</b>	Josef Kausich	3,433	5	46	185,000
Ukraine	 <b>PRAVEX BANK</b>	Stefano Burani	247		45	78,000

Figures as at 30 June 2021

# 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 through the Reyl and Intesa Sanpaolo Private Bank (Suisse) Morval hub

# 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 30 June 2021

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

# The Insurance Division

Insurance



204 billion euro  
Direct Deposits and  
Technical Reserves

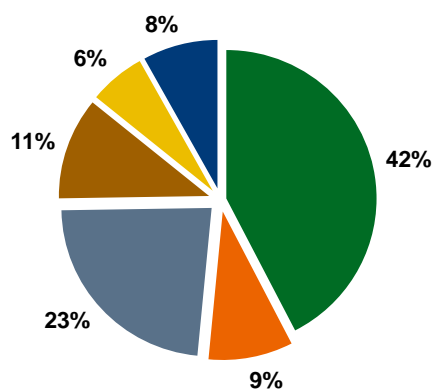
Insurance and pension products tailored for the Group's clients



# Breakdown of consolidated results as at 30 June 2021

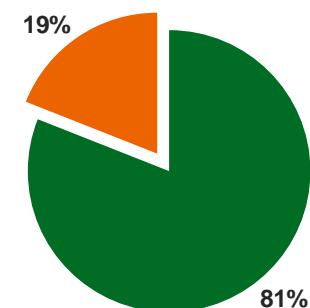
## Operating Income

Breakdown  
by Business Area <sup>(1)</sup>



- Banca dei Territori Division <sup>(2)</sup>
- International Subsidiary Banks Division
- IMI Corporate & Investment Banking Division
- Private Banking Division
- Asset Management Division
- Insurance Division

Breakdown  
by Geographical Area



- Italy
- Other Countries

Figures may not add up exactly due to rounding differences

<sup>(1)</sup> Excluding the Corporate Centre

<sup>(2)</sup> Domestic Commercial Banking

# The Group Italian network

## NORTH WEST

Intesa Sanpaolo		Subsidiaries	
Branches	Company	Branches	
1,286	Banca 5	1	
	Fideuram	107	
	IW Bank	6	

## NORTH EAST

Intesa Sanpaolo		Subsidiaries	
Branches	Company	Branches	
833	Fideuram	59	

## CENTRE

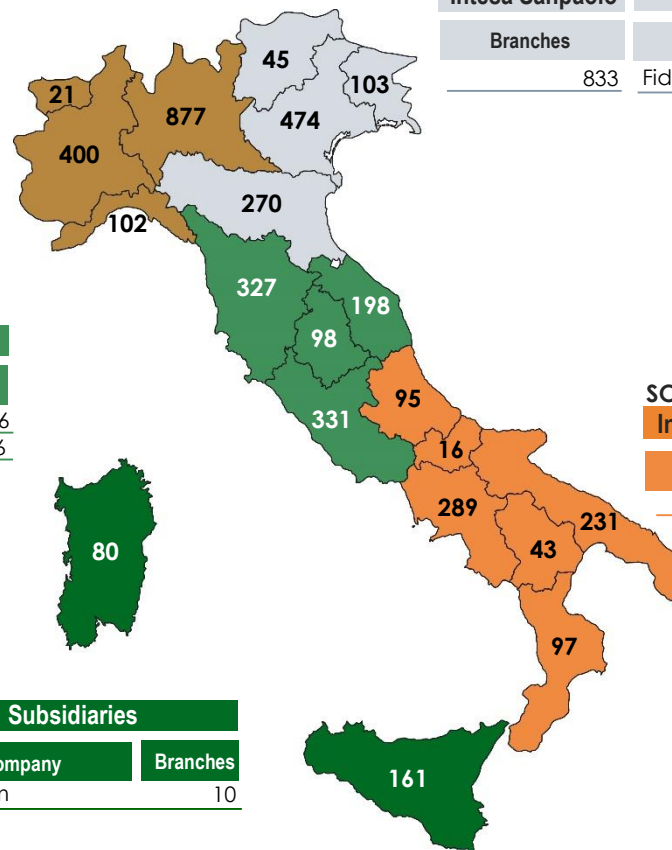
Intesa Sanpaolo		Subsidiaries	
Branches	Company	Branches	
902	Fideuram	46	
	IW Bank	6	

## SOUTH

Intesa Sanpaolo		Subsidiaries	
Branches	Company	Branches	
738	Fideuram	26	
	IW Bank	7	

## ISLANDS

Intesa Sanpaolo		Subsidiaries	
Branches	Company	Branches	
231	Fideuram	10	



Figures as at 30 June 2021

# The Group product companies in Italy

**Wealth  
Management  
& Protection**

 **EURIZON**  
ASSET MANAGEMENT

 **INTESA SANPAOLO**  
VITA

 **FIDEURAM**  
VITA

 **INTESA SANPAOLO**  
ASSICURA

 **INTESA SANPAOLO**  
RBM SALUTE

**BAP**  **ASSICURAZIONI**

 **LombardaVita**

**Assicurazioni  
Vita**

**CARGEAS**  
ASSICURAZIONI

**Fiduciary Services**

 **SIREF**  
FIDUCIARIA

**Factoring and  
Leasing <sup>(1)</sup>**

**UBI**  **Factor**

**UBI**  **Leasing**

**Consumer Credit <sup>(1)</sup>**

 **PRESTITTALIA**

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

# The Group International network

## EUROPE

### Direct Branches Representative Offices

Frankfurt	Brussels <sup>(2)</sup>
Istanbul	Moscow
London	
Madrid	
Nice <sup>(1)</sup>	
Paris	
Warsaw	

Country	Subsidiaries	Branches
Albania	Intesa Sanpaolo Bank Albania	35
Bosnia and Herzegovina	Intesa Sanpaolo Banka Bosna i Hercegovina	47
Croatia	Privredna Banka Zagreb	157
Czech Republic	VUB Banka	1
Hungary	CIB Bank	63
Ireland	Intesa Sanpaolo Bank Ireland	1
Luxembourg	Fideuram Bank Luxembourg Intesa Sanpaolo Bank Luxembourg	1 1
Moldova	Eximbank	17
Romania	Intesa Sanpaolo Bank Romania	32
Russian Federation	Banca Intesa	28
Serbia	Banca Intesa Beograd	154
Slovakia	VUB Banka	169
Slovenia	Intesa Sanpaolo Bank	46
Switzerland	Reyl Intesa Sanpaolo Private Bank (Suisse) Morval	3 2
The Netherlands	Intesa Sanpaolo Bank Luxembourg	1
Ukraine	Pravex Bank	45
United Kingdom	Intesa Sanpaolo Private Bank (Suisse) Morval	1



## AMERICA

### Direct Branches Representative Offices

New York	Washington D.C.
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### Country Subsidiaries Branches

Brazil	Intesa Sanpaolo Brasil	1
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## AUSTRALIA/OCEANIA

### Direct Branches

Sydney
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## ASIA

### Direct Branches Representative Offices

Abu Dhabi	Beijing
Doha	Beirut
Dubai	Ho Chi Minh City
Hong Kong	Jakarta
Shanghai	Mumbai
Singapore	Seoul
Tokyo	

### Country Subsidiaries Branches

UAE	Reyl	1
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## AFRICA

### Representative Offices Country Subsidiaries Branches

Cairo	Egypt	Bank of Alexandria	175
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Figures as at 30 June 2021

(1) The Nice branch ceased to operate on 31 August 2021

(2) European Regulatory & Public Affairs

# International presence of the Group product companies

Consumer Credit,  
E-money and Payment  
Systems

 **PBZ CARD**

Leasing

 **CIB LEASING**

 **INTESA  
LEASING**  
Beograd

 **PBZ LEASING**

 **VÚB LEASING**

Wealth  
Management

 **EURIZON**  
ASSET MANAGEMENT

 **REYL**  
innovative banking

 **INTESA SANPAOLO  
PRIVATE BANK SUISSE**  
Morval

 **FIDEURAM**  
ASSET MANAGEMENT IRELAND

 **INTESA SANPAOLO  
LIFE**

 **INTESA  
INVEST**  
Beograd

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YI TSAI**