



Italian Leader with a European Scale

The history of Intesa Sanpaolo



Italian banking leader of European scale

The Leader in Italy

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

Unique Customer Reach

- Largest domestic network: over 4,200 branches, 16%⁽¹⁾ market share and 11.9 million clients
- Best branch footprint making the Group truly nationwide: market share $\geq 12\%$ ⁽¹⁾ in 18 out of 20 regions
- High penetration of local markets: market share $\geq 5\%$ ⁽¹⁾ in all the 107 provinces
- Particular strength in the wealthiest areas of Italy: strong retail presence covering more than 70% of Italian household wealth

Strategic International Presence

- Strategic international presence, with approximately 1,100 branches and 7.5 million customers, including 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 31 December 2018

(1) Bank of Italy criteria, figures as at 30 September 2018

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 proposed for 2018.

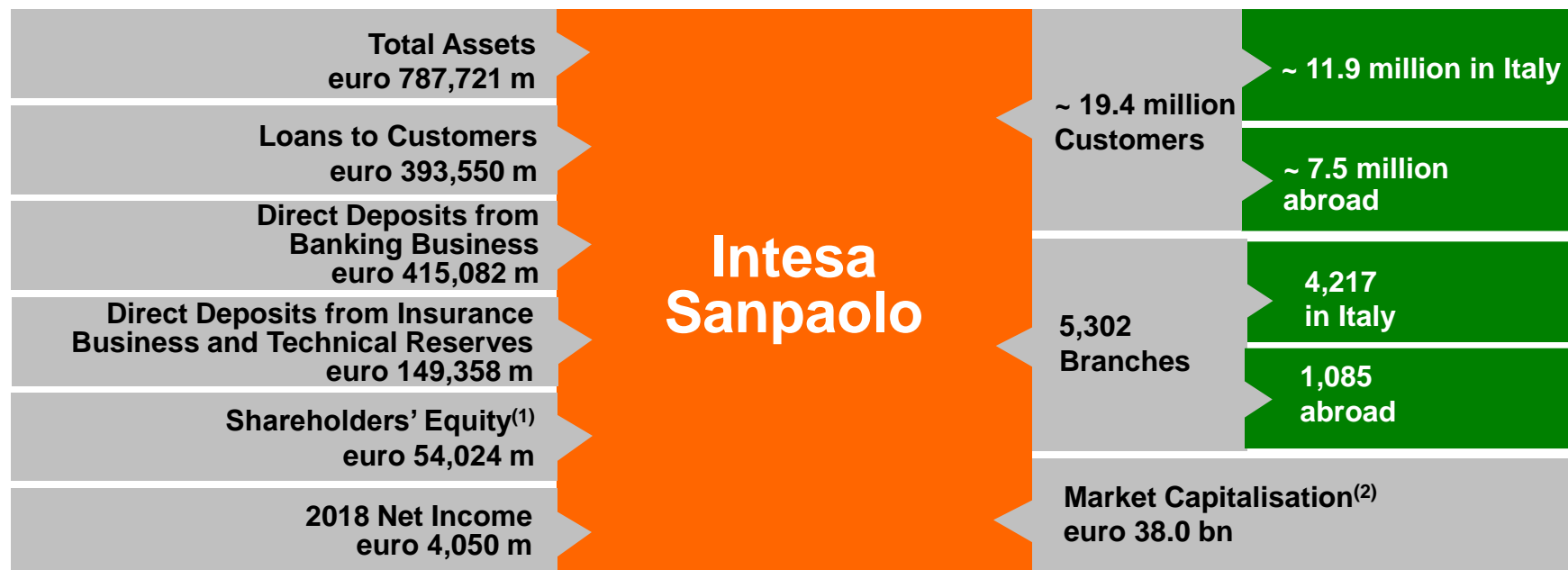
Employees

- 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



Figures as at 31 December 2018

(1) Including Net Income

(2) As at 29 March 2019

The Group at a glance: Ratings

DBRS

Long-term
Short-term
Trend Long-term
Trend Short-term

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

Fitch Ratings

Long-term
Short-term
Viability
Outlook

BBB
F2
bbb
Negative

Moody's

Long-term
Short-term
Outlook

Baa1
P-2
Stable

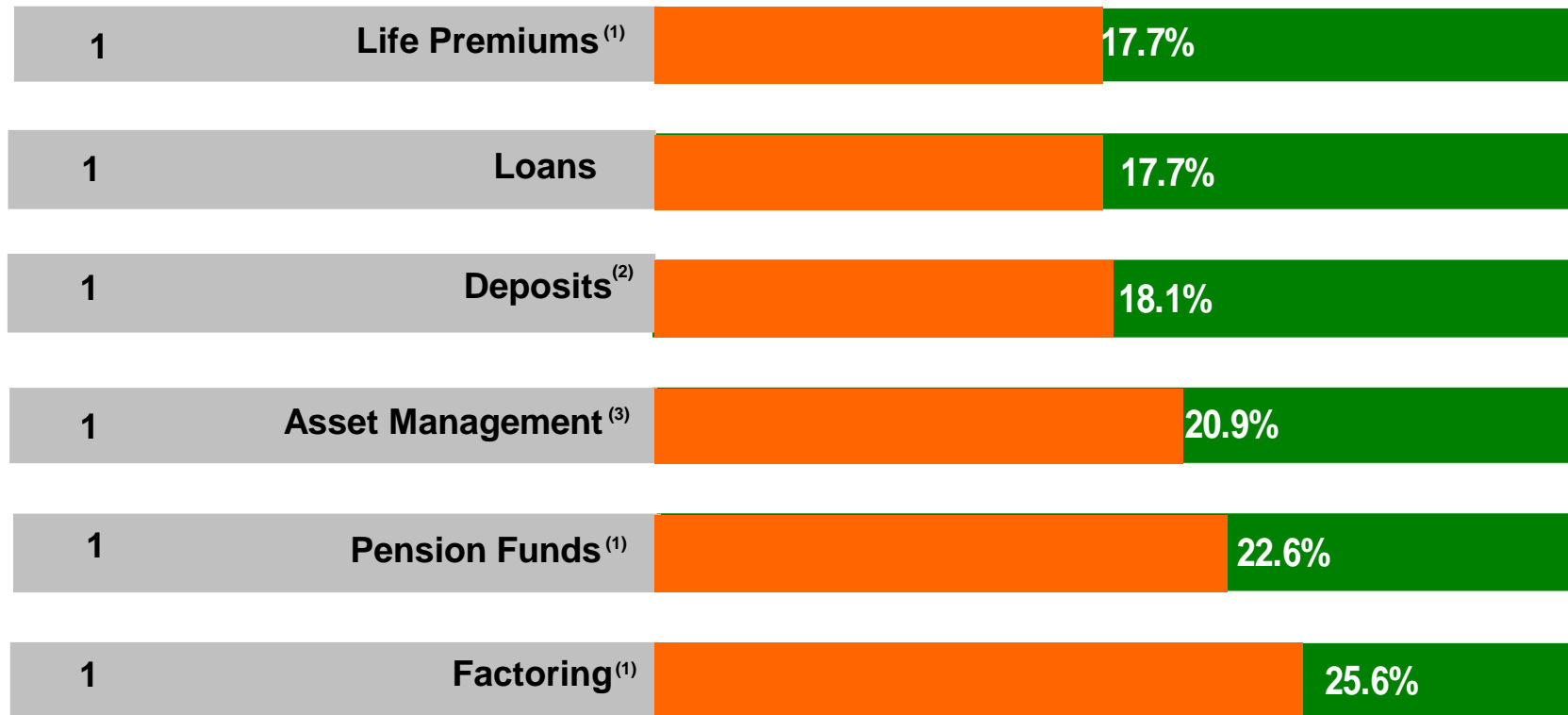
S&P Global Ratings

Long-term
Short-term
Outlook

BBB
A-2
Negative

Leadership in Italy built on long-standing relationships with customers

RANKING IN ITALY



Figures as at 31 December 2018

(1) Data as at 30 September 2018

(2) Including bonds

(3) Mutual funds; data as at 30 September 2018

European scale

EUROZONE RANKING

BANKS' MARKET CAPITALISATION (euro bn)

	HSBC	145.0
1	Banco Santander	67.3
	Sberbank	62.8
2	BNP Paribas	53.3
	Lloyds Banking Group	51.2
3	ING	42.0
	UBS	41.7
4	Intesa Sanpaolo	38.0
	Royal B. of Scotland	34.6
5	BBVA	34.0
6	Crédit Agricole	30.9
	Barclays	30.7
7	Nordea Bank	27.5
	Credit Suisse	26.5
	DNB	26.3
8	KBC	25.9
9	UniCredit	25.5
	Standard Chartered	22.7
10	Société Générale	20.8
11	ABN AMRO Group	18.9
	Svenska Handelsb.	18.3
	SEB	17.0

Source: Bloomberg
Prices as at 29 March 2019

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

Board of Directors and Management Control Committee appointed on 27/04/2016

Gian Maria Gros-Pietro	Chairman
Paolo Andrea Colombo	Deputy Chairperson ^{(1) (2)}
Carlo Messina ^(#)	Managing Director and CEO
Bruno Picca	Director ⁽¹⁾
Rossella Locatelli	Director ⁽²⁾
Giovanni Costa	Director
Livia Pomodoro	Director ⁽²⁾
Giovanni Gorno Tempini	Director ⁽²⁾
Giorgina Gallo	Director ⁽²⁾
Franco Ceruti	Director
Gianfranco Carbonato	Director ⁽²⁾
Francesca Cornelli ^(*)	Director ⁽²⁾
Daniele Zamboni ^(*)	Director ^{(1) (2)}
Maria Mazzarella ^(*)	Director ⁽²⁾
Maria Cristina Zoppo	Director and MCC member ^{(1) (2)}
Edoardo Gaffeo	Director and MCC member ⁽²⁾
Milena Teresa Motta	Director and MCC member ^{(1) (2)}
Marco Mangiagalli ^(*)	Director and MCC Chairman ⁽²⁾
Alberto Maria Pisani ^(*)	Director and MCC member ^{(1) (2)}

Nomination Committee

Gianfranco Carbonato	Chair ⁽²⁾
Paolo Andrea Colombo	Member ^{(1) (2)}
Giovanni Costa	Member
Gian Maria Gros-Pietro	Member
Livia Pomodoro	Member ⁽²⁾

Remuneration Committee

Paolo Andrea Colombo	Chair ^{(1) (2)}
Giovanni Costa	Member
Giorgina Gallo	Member ⁽²⁾
Giovanni Gorno Tempini	Member ⁽²⁾
Bruno Picca	Member ⁽¹⁾

Risks Committee

Rossella Locatelli	Chair ⁽²⁾
Franco Ceruti	Member
Francesca Cornelli ^(*)	Member ⁽²⁾
Bruno Picca	Member ⁽¹⁾
Daniele Zamboni ^(*)	Member ^{(1) (2)}

Committee for transactions with related parties of Intesa Sanpaolo S.p.A. and associated entities of the Group

Daniele Zamboni ^(*)	Chair ^{(1) (2)}
Giorgina Gallo	Member ⁽²⁾
Giovanni Gorno Tempini	Member ⁽²⁾
Rossella Locatelli	Member ⁽²⁾
Maria Mazzarella ^(*)	Member ⁽²⁾

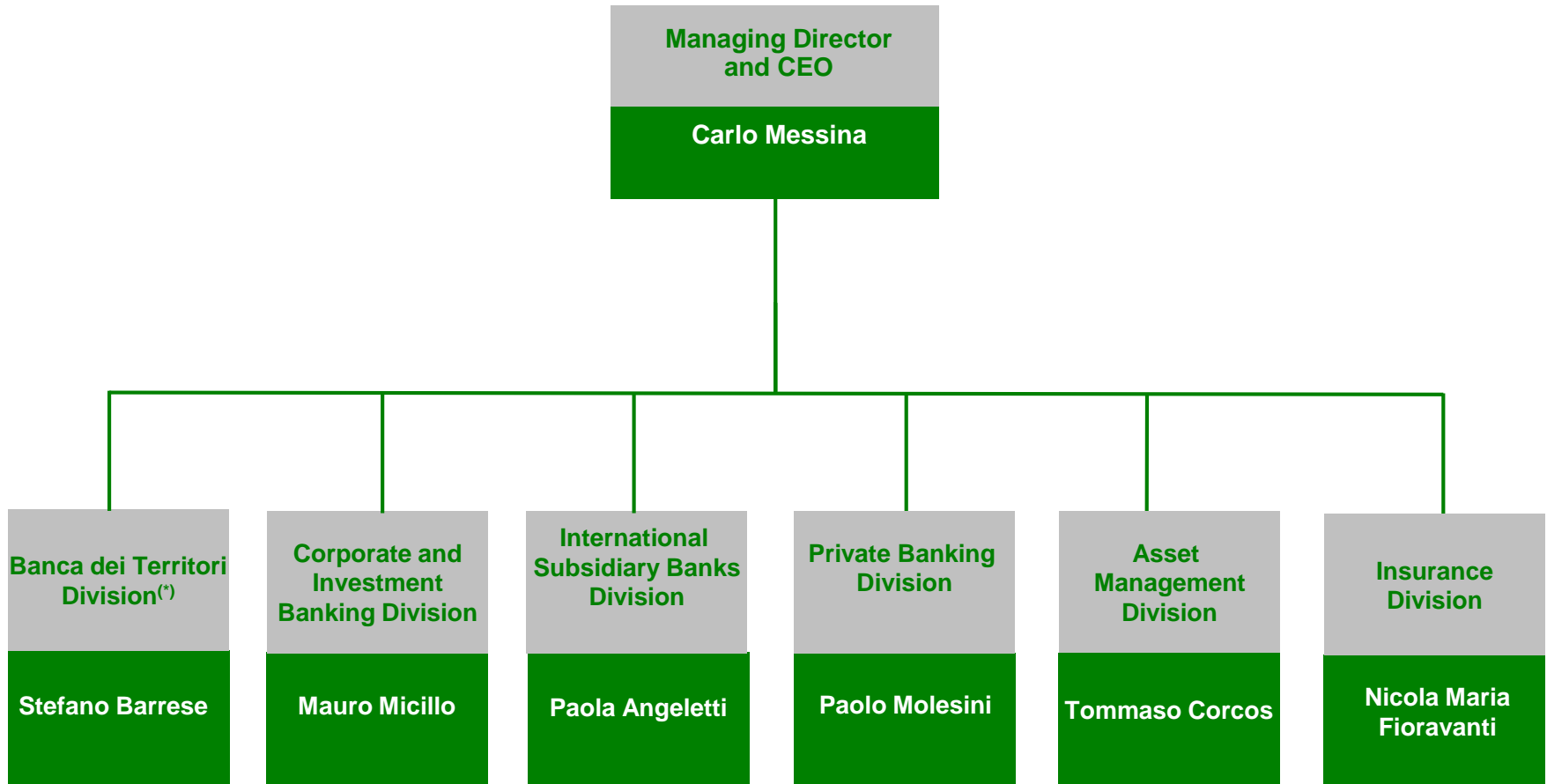
^(#) Was appointed Managing Director and CEO by the Board of Directors on 28 April 2016. He is the only executive director on the Board

^(*) Is a representative of the Minority List

⁽¹⁾ 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

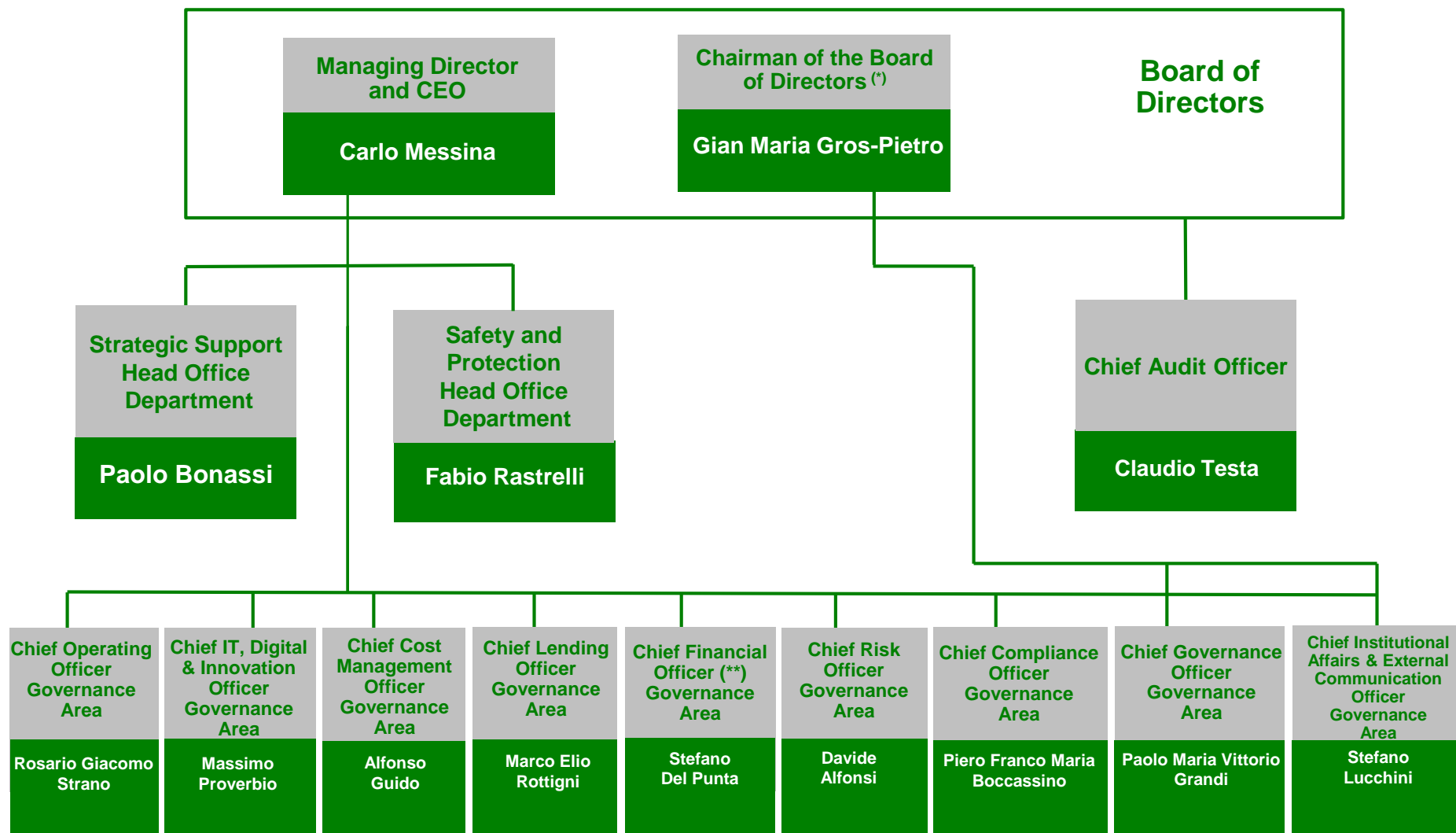
⁽²⁾ Meets the independence requirements pursuant to Article 13.4 of the Articles of Association, the Corporate Governance Code and Article 148, third paragraph, of Legislative Decree 24 February 1998 no 58

A customer-oriented organisation



(*) Domestic Commercial Banking

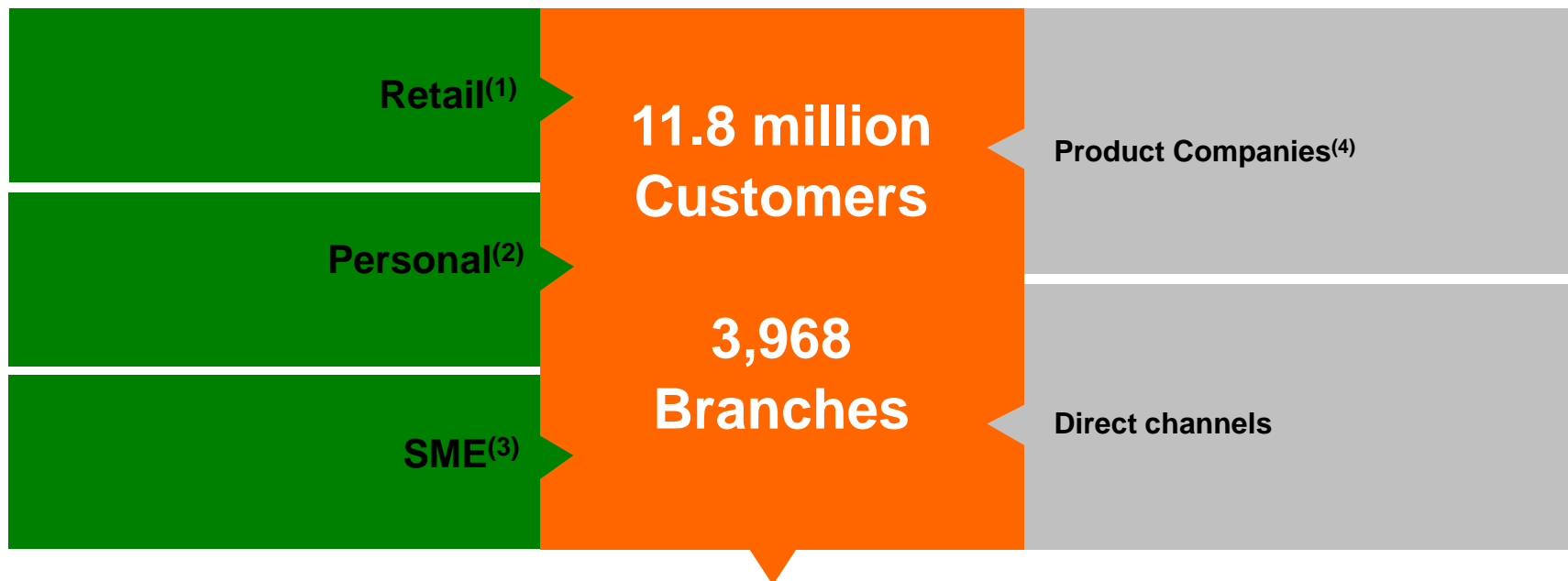
Head Office Departments and Chief Officers



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

(**) 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 businesses and non-profit entities

Figures as at 31 December 2018

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

4) Industrial credit, leasing and factoring, relations with Non-profit Entities, instant banking

The Banca dei Territori Division

Retail Personal

**3,583 branches dedicated to
11.5 million Retail and Personal
customers**



SME

**301 branches dedicated to
285,000 SME customers and 84
branches
serving approximately 65,000
Non-profit customers**



Figures as at 31 December 2018

The Banca dei Territori Division: 8 Regional Governance Centres

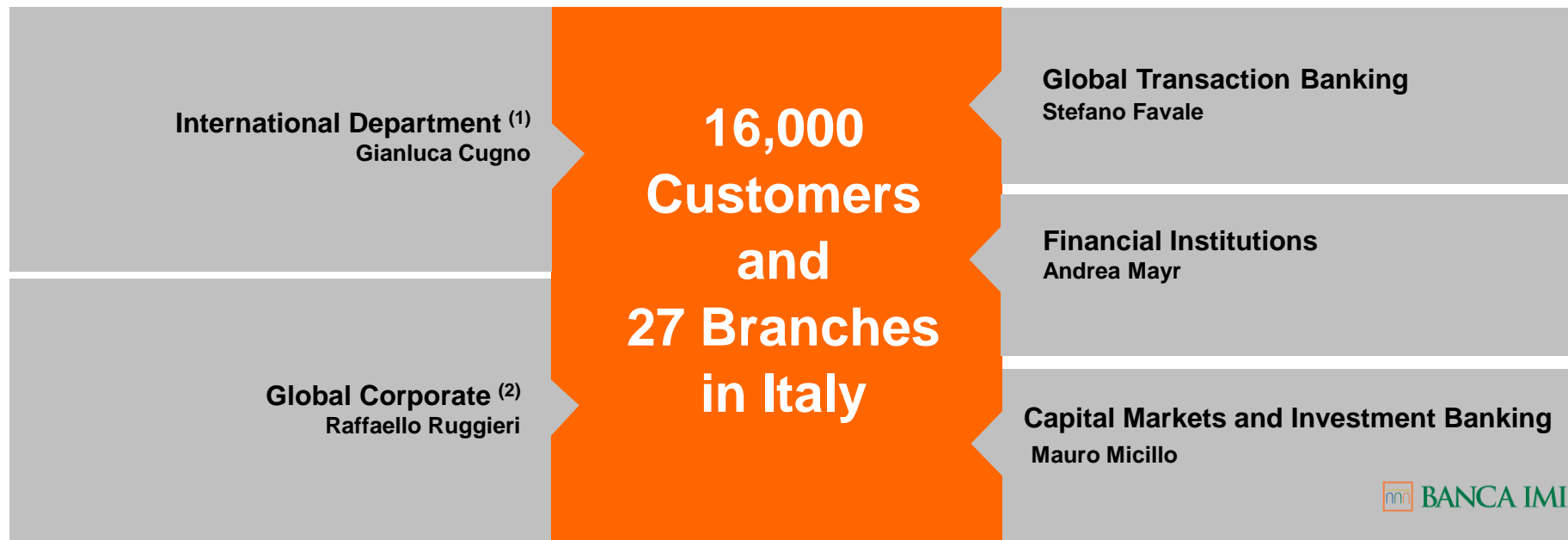
GOVERNANCE CENTRES	MANAGER	BRANCHES
Piemonte, Valle d'Aosta and Liguria	Cristina Balbo	432
Lombardia	Gianluigi Venturini	430
Milano and Province	Mauro Federzoni	283
Veneto, Friuli Venezia Giulia and Trentino Alto Adige	Renzo Simonato	678
Emilia Romagna, Marche, Abruzzo and Molise	Tito Nocentini	491
Toscana and Umbria	Luca Severini	451
Lazio, Sardegna and Sicilia	Pierluigi Monceri	537
Campania, Basilicata, Calabria and Puglia	Francesco Guido	666

Figures as at 31 December 2018

The Banca dei Territori Division: Main Product Companies

Business Field	Companies	Manager
Non-profit Entities Relations	 BANCA PROSSIMA PER LE IMPRESE SOCIALI E LE COMUNITA'	Marco Morganti
Industrial Credit, Factoring and Leasing	 MEDIOCREDITO ITALIANO	Teresio Testa
Instant banking	 BANCA 5 LA BANCA A PORTATA DI MANO <small>Gruppo INTESA SANPAOLO</small>	Silvio Fraternali

The Corporate and Investment Banking Division



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

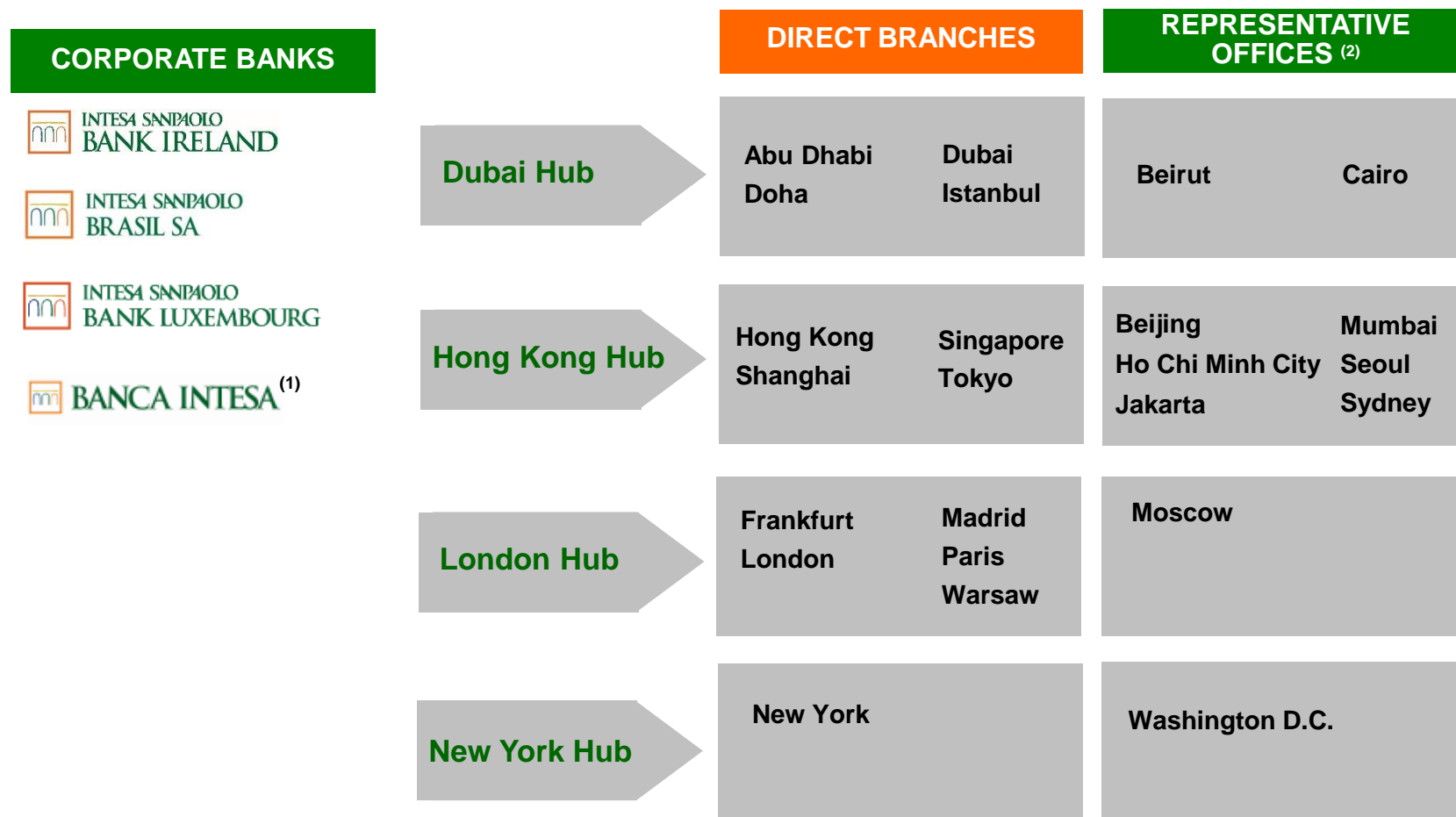
Figures as at 31 December 2018

(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 9 industries: Automotive & Industrials; Basic Materials & Healthcare; Food & Beverage and Distribution; Retail & Luxury; Infrastructure & Real Estate Partners; Public Finance; Energy; Telecom, Media & Technology; Business Solutions

The Corporate and Investment Banking Division

The international network of specialists spread across 25 countries serving corporate customers



Figures as at 31 December 2018

(1) Russian Federation

(2) The Representative Offices include Institutional Affairs in Brussels

The Corporate and Investment Banking Division

Complete solutions for global needs of Financial Institutions and Corporate clients

Global Relationship	Transaction Banking	Trade & Export Finance
Banks	Cash Management Trade Services	Export Trade
Insurances and Financial Institutions Non-Banks	Agency Services	Structured Trade
Funds	Local Custody	ECAs

The Corporate and Investment Banking Division



BANCA IMI

Capital Markets and Investment Banking

Capital Markets

Global Markets Securities

Global Markets Solutions & Financing

Finance & Investments

Investment Banking & Structured Finance

M&A

Corporate Finance BdT ⁽¹⁾

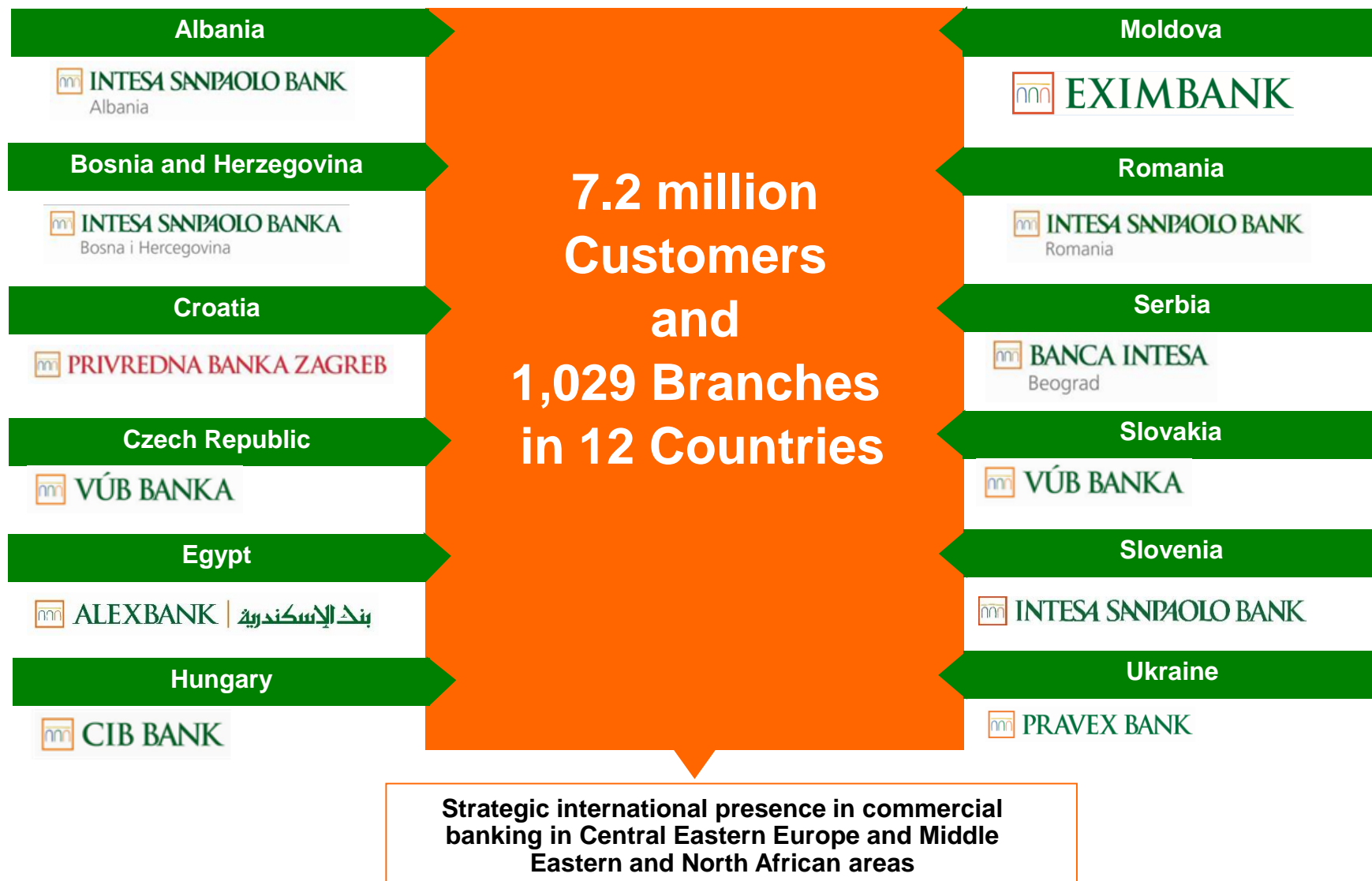
Equity Capital Markets

DCM & Debt Syndication

Structured Finance

(1) Origination and execution activities for SME customers of the Banca dei Territori Division

The International Subsidiary Banks Division







Figures as at 31 December 2018

The International Subsidiary Banks Division

Country	Bank	Manager	Total Assets (euro m)	Ranking (by Total Assets)	Branches	Customers
Albania	 INTESA SANPAOLO BANK Albania	Silvio Pedrazzi	1,387	4	34	226,000
Bosnia and Herzegovina	 INTESA SANPAOLO BANKA Bosna i Hercegovina	Almir Krkalić	1,054	6	54	170,000
Croatia	 PRIVREDNA BANKA ZAGREB	Dinko Lucić	11,464	2	192	1,658,000
Egypt	 ALEXBANK بنك الإسكندرية	Dante Campioni	4,702	6	175	1,584,000
Hungary	 CIB BANK	Pál Simák	5,935	7	68	423,000
Moldova	 EXIMBANK	Marco Santini	196	5	17	105,000

Figures as at 31 December 2018

The International Subsidiary Banks Division

Country	Bank	Manager	Total Assets (euro m)	Ranking (by Total Assets)	Branches	Customers
Romania	 INTESA SANPAOLO BANK Romania	Danut-Leonard Sandu	1,222		34	71,000
Serbia	 BANCA INTESA Beograd	Draginja Djuric	4,963	1	154	1,372,000
Slovakia	 VÚB BANKA	Alexander Resch	16,669	2	202	1,299,000
Slovenia	 INTESA SANPAOLO BANK	Josef Kausich	2,590	7	49	192,000
Ukraine	 PRAVEX BANK	Taras Kyrychenko	138		50	141,000

Figures as at 31 December 2018

The International Subsidiary Banks Division

PRODUCT COMPANIES



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 hub Intesa Sanpaolo Private Bank (Suisse) Morval

Figures as at 31 December 2018

The Asset Management Division

**Asset
Management**



**243 billion euro
Assets under
Management**

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

Figures as at 31 December 2018

The Insurance Division

Insurance



**INTESA SANPAOLO
VITA**



**FIDEURAM
VITA**



**INTESA SANPAOLO
ASSICURA**

**149 billion euro
Direct Deposits
and Technical
Reserves**

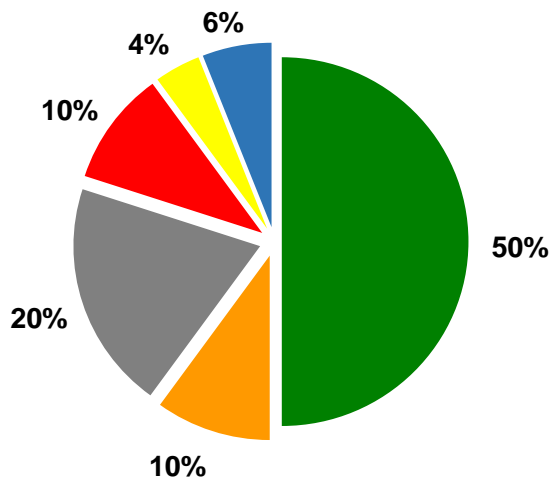
Insurance and pension products tailored for the Group's clients

Figures as at 31 December 2018

Breakdown of consolidated results as at 31 December 2018

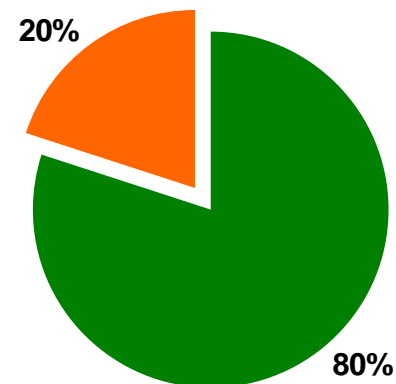
Operating Income

Breakdown
by Business Area ⁽¹⁾



- Banca dei Territori Division ^(*)
- International Subsidiary Banks Division
- Corporate and 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

(1) Excluding the Corporate Centre

(*) Domestic Commercial Banking

The Group Italian network



NORTH WEST

Intesa Sanpaolo		
Subsidiaries		
Branches	Company	Branches
1,121	Fideuram	89
	Banca Prossima	29
	Mediocredito Italiano	4
	Banca IMI	1
	Banca 5	1

NORTH EAST

Intesa Sanpaolo		
Subsidiaries		
Branches	Company	Branches
957	Fideuram	56
	Banca Prossima	16
	Mediocredito Italiano	2

CENTRE

Intesa Sanpaolo		
Subsidiaries		
Branches	Company	Branches
852	Fideuram	41
	Banca Prossima	10
	Banca Apulia	2
	Mediocredito Italiano	2
	Banca IMI	1

SOUTH

Intesa Sanpaolo		
Subsidiaries		
Branches	Company	Branches
633	Banca Apulia	98
	Fideuram	26
	Banca Prossima	20
	Mediocredito Italiano	2

ISLANDS

Intesa Sanpaolo		
Subsidiaries		
Branches	Company	Branches
234	Fideuram	10
	Banca Prossima	9
	Mediocredito Italiano	1

Figures as at 31 December 2018; Banca CR Firenze and Cassa di Risparmio in Bologna were merged into Intesa Sanpaolo on 25 February 2019

The Group International network

EUROPE

Direct Branches

Frankfurt
Istanbul
London
Madrid
Paris
Warsaw

Representative Offices

Brussels ⁽¹⁾
Moscow

Country	Subsidiaries	Branches
Albania	Intesa Sanpaolo Bank Albania	34
Bosnia and Herzegovina	Intesa Sanpaolo Banka Bosna i Hercegovina	54
Croatia	Privredna Banka Zagreb	192
Czech Republic	VUB Banka	1
Hungary	CIB Bank	68
Ireland	Intesa Sanpaolo Bank Ireland	1
Luxembourg	Fideuram Bank Luxembourg Intesa Sanpaolo Bank Luxembourg	1 1
Moldova	Eximbank	17
Romania	Intesa Sanpaolo Bank Romania	34
Russian Federation	Banca Intesa	32
Serbia	Banca Intesa Beograd	154
Slovakia	VUB Banka	201
Slovenia	Intesa Sanpaolo Bank	49
Switzerland	Intesa Sanpaolo Private Bank (Suisse) Morval ⁽²⁾	3
The Netherlands	Intesa Sanpaolo Bank Luxembourg	1
Ukraine	Pravex Bank	50
United Kingdom	Banca IMI Intesa Sanpaolo Private Banking	1 1



AMERICA

Direct Branches

New York

Representative Offices

Washington D.C.

Country	Subsidiaries	Branches
Brazil	Intesa Sanpaolo Brasil	1

AFRICA

Representative Offices	Country	Subsidiaries	Branches
Cairo	Egypt	Bank of Alexandria	175

OCEANIA

Representative Offices
Sydney

ASIA

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

Figures as at 31 December 2018

(1) Institutional Affairs

(2) Intesa Sanpaolo Private Bank (Suisse) and Banque Morval merged at the beginning of 2019