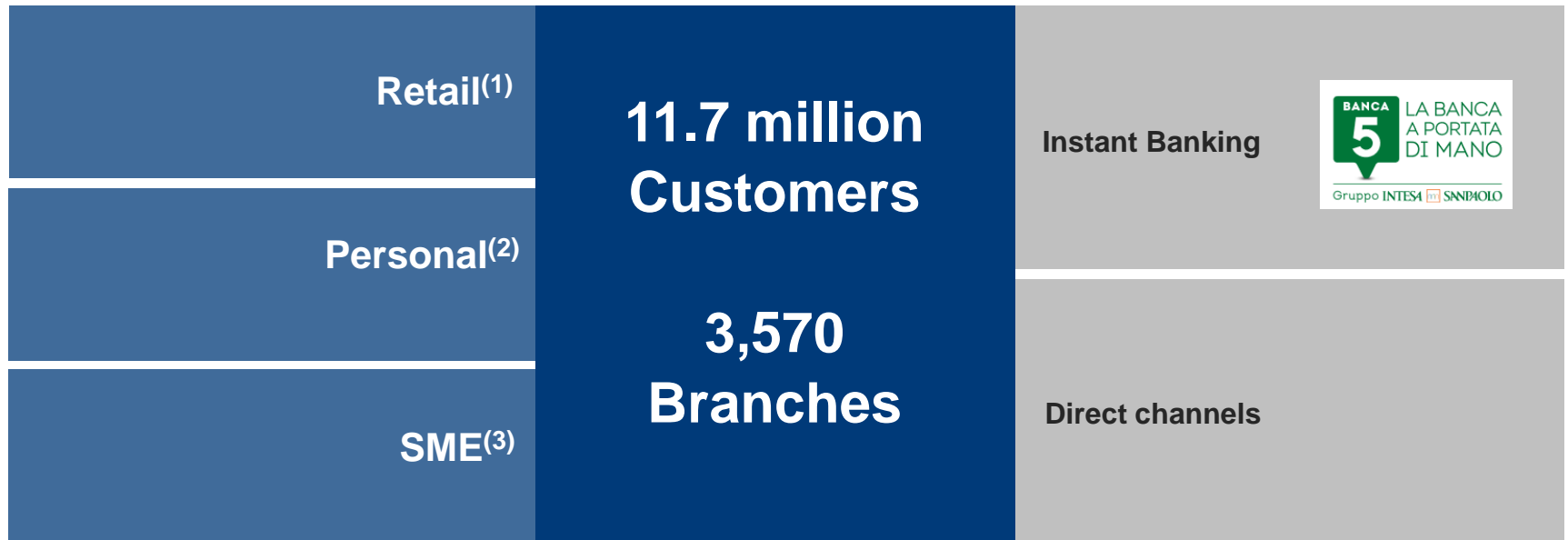


# The Banca dei Territori Division



**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	Cristina Balbo	403
Lombardia	Gianluigi Venturini	397
Milano and Province	Mauro Federzoni	257
Veneto, Friuli Venezia Giulia and Trentino Alto Adige	Renzo Simonato	642
Emilia Romagna, Marche, Abruzzo and Molise	Tito Nocentini	437
Toscana and Umbria	Luca Severini	370
Lazio, Sardegna and Sicilia	Pierluigi Monceri	502
Campania, Basilicata, Calabria and Puglia	Francesco Guido	562

Figures as at 30 September 2019