Global Transaction Banking Stefano Favale 15,000 International Department (1) **Gianluca Cugno Customers Financial Institutions** and **Andrea Mayr 27 Branches** Global Corporate (2) **Capital Markets e Investment Banking** Raffaello Ruggieri in Italy **Mauro Micillo** BANCA IMI

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

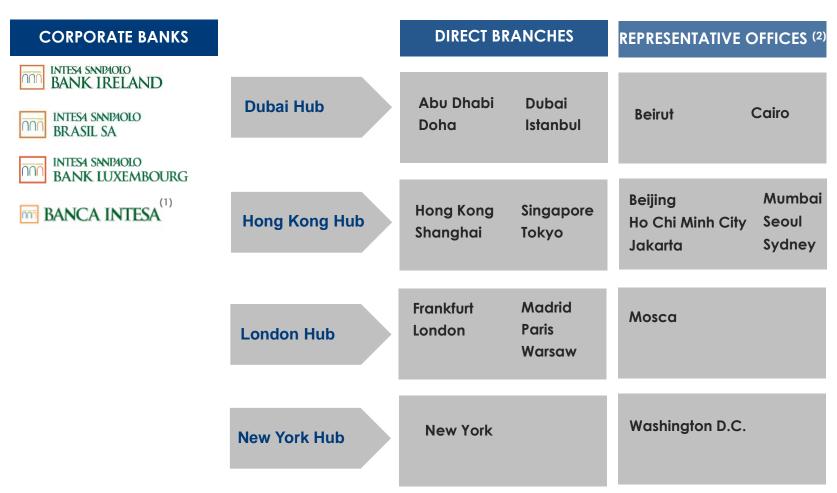
Figures as at 30 June 2019

⁽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



⁽¹⁾ Foreign branches, representative offices and corporate banks

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



Figures as at 30 June 2019



⁽¹⁾ Russian Federation

⁽²⁾ The Representative Offices include Institutional Affairs in Brussels.

Complete solutions for global needs of Financial Institutions and Corporate clients

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

BANCA IMI Capital Markets e Investment Banking

Capital Markets	Investment Banking & Structured Finance
Global Markets Securities	M&A
	Corporate Finance BdT (1)
Global Markets Solutions & Financing	Equity Capital Markets
Finance & Investments	DCM & Debt Syndication
	Structured Finance