

PRESS RELEASE

INTESA SANPAOLO IS NAMED THE "BEST TRADE FINANCE BANK" IN ITALY

- **The Group provides *Trade Finance* in 135 countries worldwide, reaching volumes of 19 billion equal to 60,000 transactions**

Milan, 27 January 2016 – Intesa Sanpaolo was named “Best Trade Finance & Supplier Finance Provider in Italy” by *Global Finance* magazine during its selection of the **World's Best Trade Finance Providers**.

In the first nine months of 2015 - the assessment period taken into account for the award - Intesa Sanpaolo developed the *trade finance* business in more than **135 Countries in the world**, with volumes of **19 billion euro**, corresponding to **60,000 transactions**.

Thanks to these results, Intesa Sanpaolo consolidated its leadership on the market, exceeding 20% the *global trade* flows between Italy and the rest of the world.

In the credit guarantees segment alone, Intesa Sanpaolo **was up by 30%** with respect to 2014.

The complete range of products contributed to achieving this result: letter of credit confirmations, discounting, refinancing, business loans and guarantees through *Export Credit Agencies* (ECAs).

The award received by the Group is for the *Trade Finance* services managed by the **Financial Institutions Department** of the Corporate and Investment Banking Division of Intesa Sanpaolo.

As part of these activities, Intesa Sanpaolo monitors its clientele, that includes national and international financial institutions, with a dedicated and global business approach: the offer is widely diversified and oriented towards integrated solutions that promote the cross-selling of *Capital Markets* and *Investment Banking* products.

With the help of financial analysts and corporate executives, each year *Global Finance* selects the top performers from banks and international financial providers, naming them “World's best banks” in different financial fields. The top performers in the Trade Finance category were selected by evaluating different criteria such as: volumes and market share, product offer, competitive pricing, technology and the expertise placed at the disposal of customers.

“Thanks to its unique network of relationships with financial institutions all over the world, Intesa Sanpaolo is today in a position to better support its customers in all the countries in which it operates,” said **Stefano Stangoni**, Head of the Financial Institutions Department of Intesa Sanpaolo. “During 2015 we gave a strong boost to *export finance* operations that our clients have developed in especially attractive geographical areas, such as Africa, Asia, Middle East. In 2016 Intesa Sanpaolo will continue to invest in resources and technology to consolidate its leadership on the Italian market as the leading bank for *trade finance* services, said Stangoni.

For information

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