



Impact Assessment *per Merito*

Summary report of the period March 2019 – June 2023

Direzione Impact

December 2023

This presentation was produced with the support of PricewaterhouseCoopers Business Services S.r.l. (PwC). PwC was involved in the development of the methodological framework, the definition of the information collection process, the setup of the IT infrastructure, and, finally, the processing and analysis of the results.

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This document summarizes the results of the social impact assessment of “*per Merito*”, a product of Intesa Sanpaolo supported by the *Fund for Impact*.

The *Fund for Impact* is an instrument initiated with the “Piano d’Impresa 2018-2021” (i.e. business plan) to promote high social impact credit inclusion initiatives. With a provision of € 300 million, it allows to provide leveraged loans up to € 1.5 billion. The Business Plan 2022-2025 reconfirmed the objectives of the *Fund for Impact*.

Between March 2019 and June 2023, 11.877 students obtained the loan *per Merito* (for a total amount of € 198 million) and 8.899 of them filled out a questionnaire – the RIM, Rilevatore di IMpatto – to detect the effects generated by *per Merito* on academic pathways.

The RIM is a tool developed by Intesa Sanpaolo's Direzione Impact, which allows to measure the effects generated by the initiatives financed by the bank on beneficiaries and society as a whole.



1. Context of reference

The socioeconomic context in which *per Merito* operates



The percentage of **individuals with at least one tertiary or post-tertiary degree** (ISCED 5-8) is **17.8%**, against a European average of 29.5%; this places our country at the **penultimate place in the European Union**: only Romania performs worse than us.

(Source: Eurostat)

17.8%
Italian
average

29.5%
EU
average



The **students who drop out of school** in Italy are **12.7%** (compared to a **European average of 9.7%**). Among these, 23.2% of women and 32.9% of men start looking for a job, while 11.5% of women and 9.4% of men leave school due to the high costs of tuition fees and other expenses related to attending the courses.

(Source: Istat)

12.7%
Italian
average

9.7%
EU
average



59% of students graduate within the expected time foreseen by their course of study. The others, on average, obtain a **bachelor's degree in 4 years** and a **master's degree in 2.5 years**. **More than 4 out of 10 students** finish **late** their tertiary academic education.

(Source: Almalaurea)



The **employment rate of graduates** between 30-34 years is equal to **81.1% (+12%** compared to **high school graduates** and **+31%** compared to those who hold a **middle school diploma**).

(Source: Istat)



The **family background influences the probability of obtaining a tertiary degree**. In 2021 among the population of 30-34 years old with a degree: 70% have at least one graduate in the family, 11% a parent with at most a middle school diploma.

(Source: Istat)



Three years after obtaining a degree, the average monthly salary is 1.475 € for a bachelor's degree and 1.507€ for a master's graduate. In the **25-64 age range a graduate has a salary that is 37% higher than a high school graduate**.

(Source: Almalaurea)

The increased costs for tertiary education and the response of per Merito 7

Over the years, costs related to tertiary education, mainly represented by tuition, rent, food, transportation, technological equipment, have significantly increased.

Specifically, **an increase was recorded:**

- in costs of **bills**, **+68.7% in 10 years**;
- on **rental charges** in the main metropolitan cities, on average by **4% during 2022**;
- on consumer prices for **food items**, on average by **12.9% between March 2022 and March 2023**.



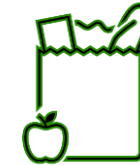
68.7%

Increase in the cost of bills over 10 years ⁽¹⁾



4%

Increase in rental charges between the 1st and 2nd semester 2022 ⁽²⁾



12.9%

Increase in prices of food items between '22 and '23 ⁽³⁾

Sources: (1) [Codacons](#); (2) [Il Sole 24 Ore](#); (3) [Unioncamere](#)

In this context *per Merito* by Intesa Sanpaolo is introduced. A **loan** aimed at supporting "deserving" ⁽¹⁾ students residing in Italy and of legal age ⁽¹⁾. The amount can be semi-annual or annual, **for a maximum amount of € 75.000**, without the need of any guarantee and **it covers all possible costs related to the student's academic pathway**.

⁽¹⁾ The disbursement of the tranches is subject to meeting objectives related to the academic performance.

⁽²⁾ Enrolled at: universities in Italy or abroad; AFAM (Alta Formazione Artistica e Musicale); PhDs; ITS (corsi di Alta Formazione Professionale)); Erasmus program; other post-secondary education institutions.

Provision of financing to students



...and without having to ask anything from their parents (the **Fund for Impact** supports access to credit)



...even if **away from home**, with **more expenses** to bear (e.g. renting a room)

...who attend **any faculty or course** they are interested in (including masters)



How per Merito works

per Merito provides resources to support students in post-diploma paths, helping to mitigate socio-economic differences that have a significant impact on the education paths between families.

ATTENDING STUDIES



Provision of a credit line during the course of studies.

Account with a dedicated credit line (in the form of Credit Opening in account) with tranches being provided for a duration equal to the study course. **Tranches provision is subject to compliance with pre-established objectives related to the course of study** (average grades and timing).

The amount provided **can be used by the student according to the needs** (tuition, courses, computer equipment, food and accommodation for those studying away from home).

LOOKING FOR A JOB



Bridge period to find a job.


This period lasts up to 24 months from the end of the line of credit disbursements. The student **will not receive any more disbursements and will not have to repay anything**. Interests continue to accrue during this period.

PAYING BACK THE LOAN



A loan to repay the used credit line.

At the end of the "bridge period", or even before, **capitals used and the accrued interest must be repaid** through a loan or by immediately extinguishing (in whole or in part) the remaining debt.

€ 75.000 

Maximum amount
that can be
requested

18 years 

Minimum age of the
applicant

5 years 

Maximum period for
the credit
disbursement

30 years 

Maximum period for
the repayment of
the credit

TAN

Credit opening in c/c for cash elasticity (APC): 2,50%

LOAN repayment:

- **4,35% up to 10 years term**
- **4,44% up to 10 years term**

TAEG CA

Example calculated as of 01/01/2024: Total amount of credit € 15.00, duration 60 months, made available progressively in fractions of € 1,500 on a semi-annual basis, assuming full utilization of the total amount granted for each period.

The total cost of the credit is 1,031.25 euros and includes: interest 1.031.25 euros; other expenses not included. Total amount owed by the consumer 16,031.25 euros.

TAN 2,50% TAEG: 2,5022%

TAEG LOAN

Example calculated as of 01/01/2024 (amortization start date 01/02/2024) on a loan of 15.000,00 euro to be repaid in 96 months. Total amount of credit 15,000.00 euros.

Total cost of the credit is 2,843.40 euro and includes: interest 2,787.98 euro; pre-amortization interest 55.42 euro; stamp duty withheld at disbursement 16 euro (exempt if Intesa Sanpaolo current account holder); other expenses not included. First installment amount (including pre-amortization interest) 153.21 euros; subsequent monthly installment amount 185,29 euros. Total amount owed by the consumer 17,843.40 euros.

TAN 4,35% TAEG: 4,44%

Advertising message with promotional purpose


"per Merito" is a product of Intesa Sanpaolo S.p.A that can be applied for in all branches of the bank dedicated to students attending Universities in Italy and abroad, or Postgraduate training institutions. For contract terms and conditions consult the Information Sheets available in branches and on the bank's website. For more information contact your Branch Manager or go to the tab dedicated to per Merito at www.intesasanpaolo.com.


per Merito: matching the territories need

From the product launch (March 2019) until June 2023, Intesa Sanpaolo granted **€ 198 million** to **11,877 students**.

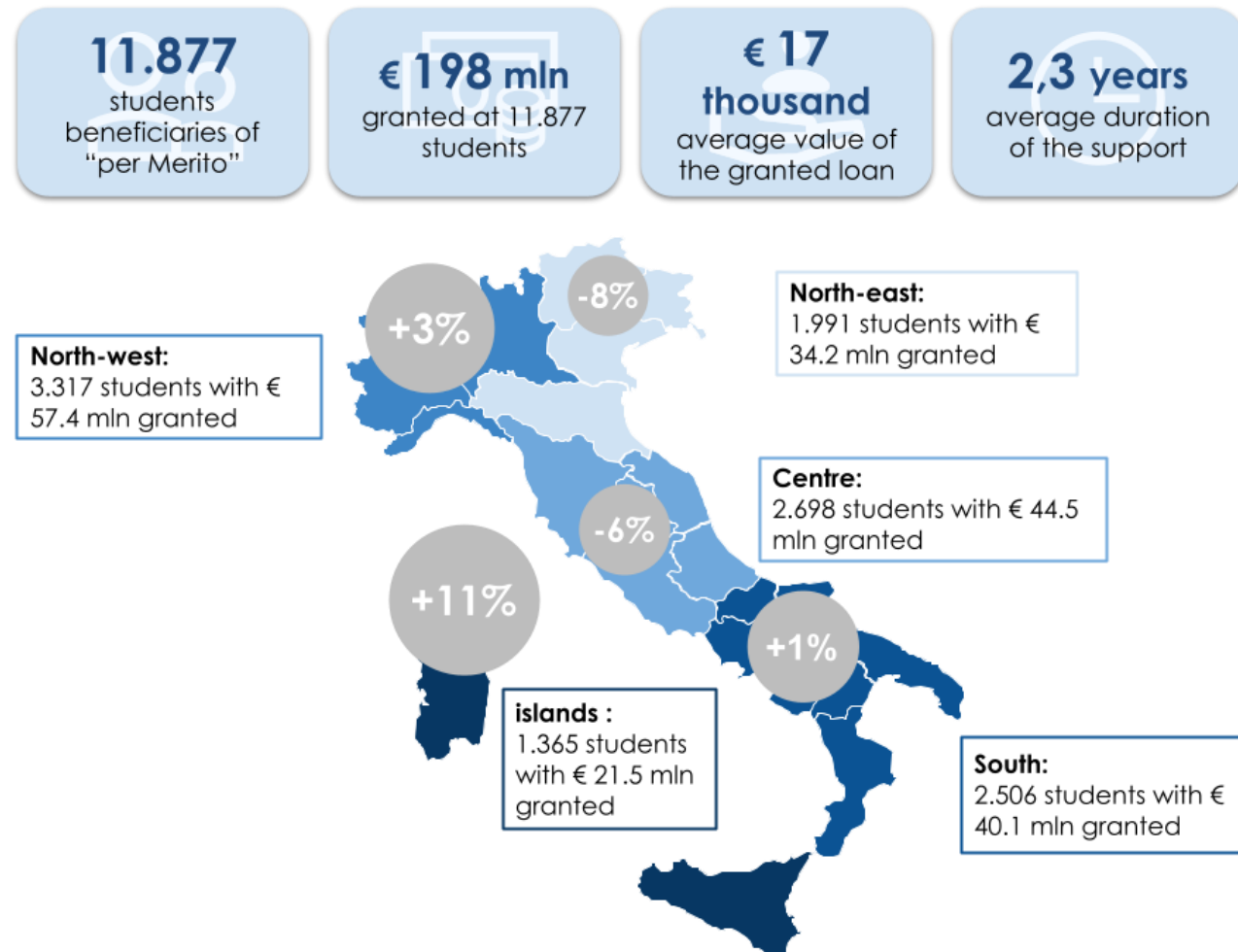
The geographical area where the highest number of loans has been granted is the **North-West: 3,317 students** have received **57.4 million euros**.

per Merito aims to contribute to **reducing socio-economic differences** within the population: to verify if the product has primarily spread in neediest areas, we have defined the **two indicators** represented in the graph on the right:

 **The need indicator** of the *per Merito* loan, represented by the grey bubbles (a higher value corresponds to a greater need)⁽¹⁾.

 **The concentration indicator** of the *per Merito* loan: the more intense color indicates a higher concentration of loans in relation to the student population.

According to the graph, there is a substantial correspondence between the two indicators: **the loans granted to students are concentrated in the areas with the highest needs.**



(1) The percentage indicates the deviation (of the need indicator) of the Area from the national average value. The indicator is based on external sources and takes into account three parameters: the population between the ages of 25 and 64 who have a degree or post-degree (the higher the percentage, the greater the need to obtain a tertiary degree); the average annual income of families (lower incomes increase the need to rely on *per Merito*); the average cost of tertiary/postgraduate courses (higher costs correspond to a greater need of *per Merito*).

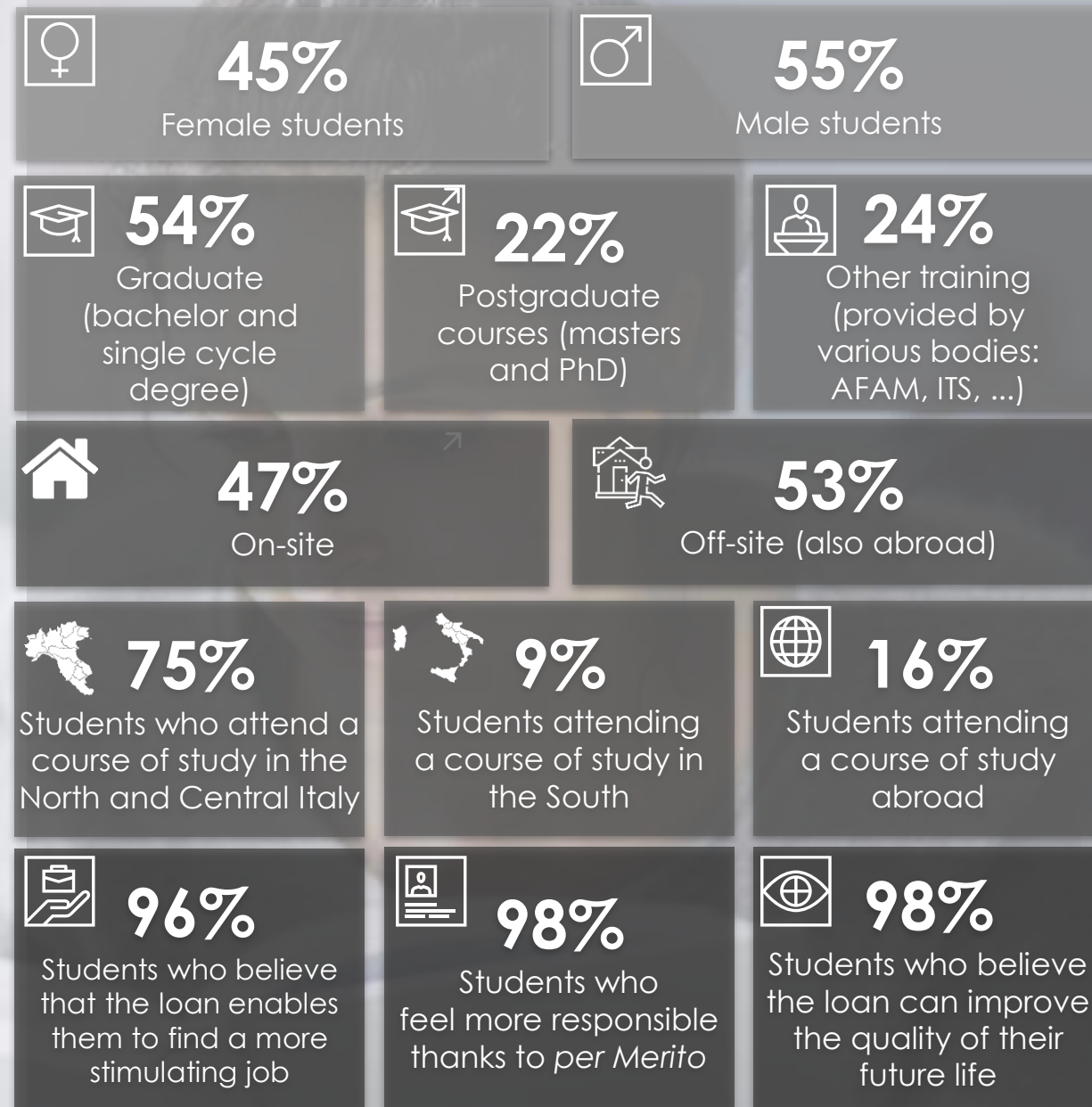
2. The effects of *per Merito* on academic pathways

Students beneficiaries of *per Merito*

8.899 students contributed to the impact assessment through the completion of the quali-quantitative RIM - Rilevatore d'Impatto questionnaire.

The students stated how they intended to use the resources received and what alternatives they would have had without the credit offered by Intesa Sanpaolo.

The **data** related to the impact detected through the RIM **were projected on the entire perimeter of the 11.877 students** who subscribed to the product.



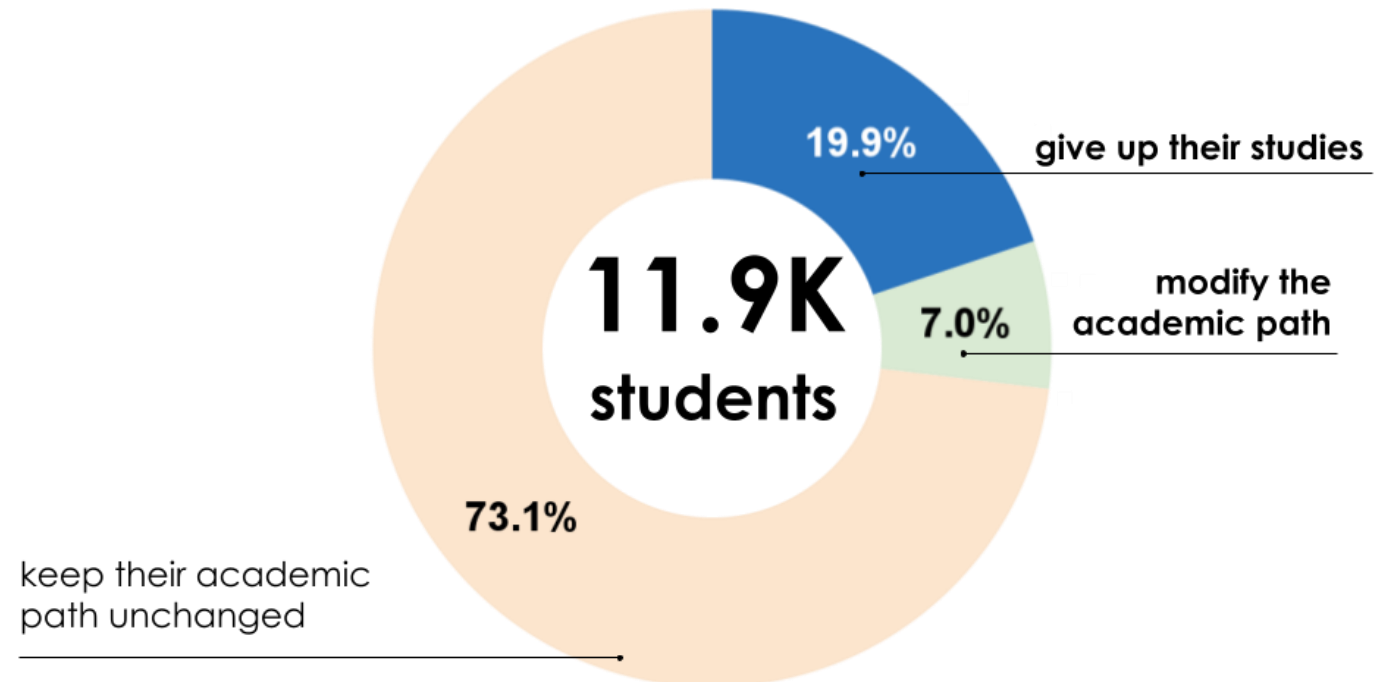
The choices of students in the absence of *per Merito*

Students' statements have made it possible to identify the effects of *per Merito* on the study paths; **if the product had not been available:**

- **19.9%** students would have **given up their studies,**
- **7.0%** students would have **modified their academic path.**

Nevertheless, positive effects of *per Merito* in terms of greater financial independence are also **noticeable towards the students** who have declared **that they would have maintained the same academic path** as they would have been able to draw on other financial resources (e.g. help from family/friends, own savings, loans granted by other financial entities).

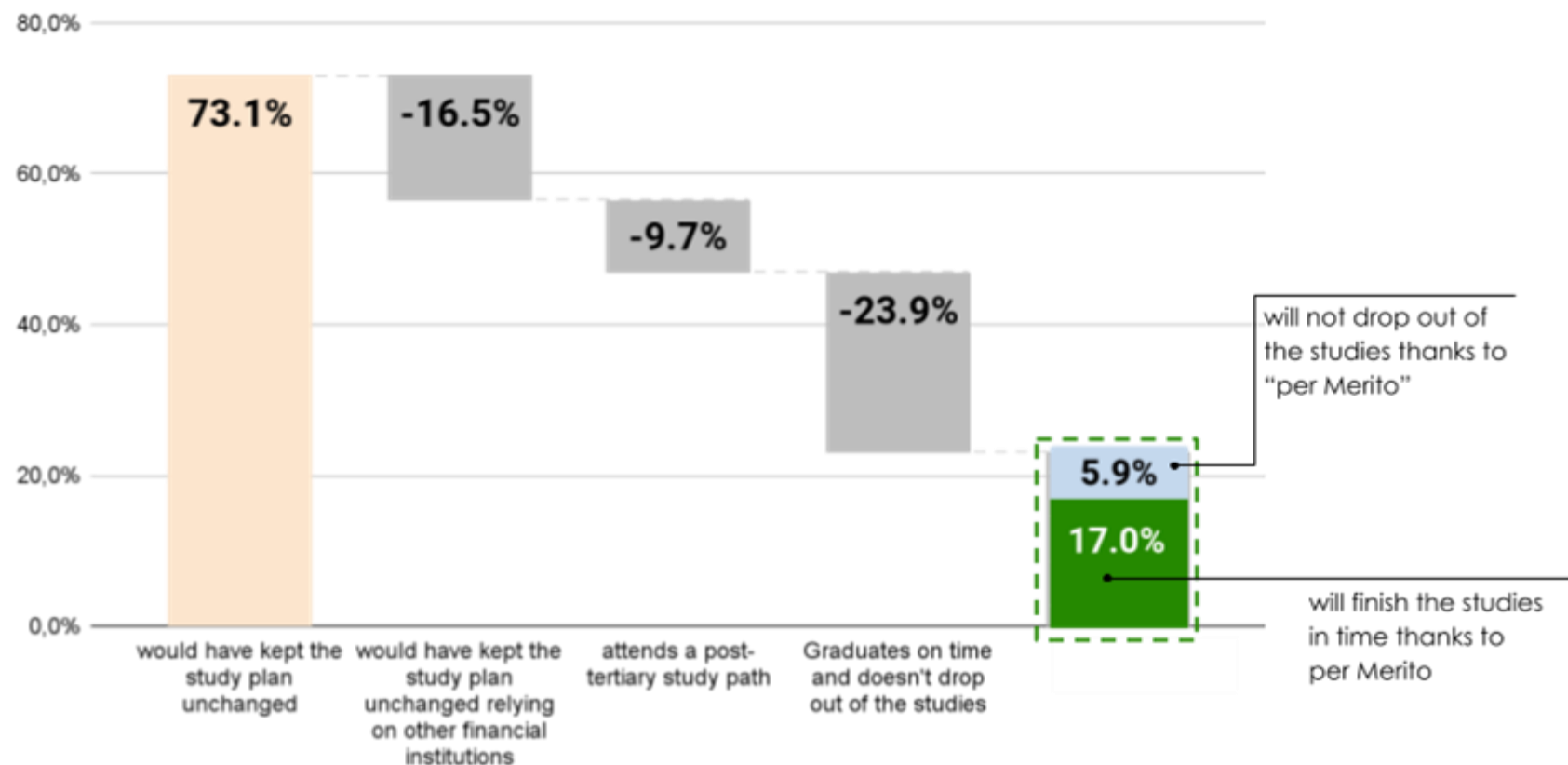
In the absence of per Merito, students would:



The effects of *per Merito* on students who plan to keep the study path unchanged

Regarding the **8.681 (73.1%)** students who claimed that without *per Merito* they would have kept their study plans unchanged, it is estimated that, **despite their forecasts**⁽¹⁾:

- **706 students (5.9%) would drop out of their studies**
- **2.020 students (17%) would not be able to finish them on time**



(1) Sources:

- [Eurostat](#) - in Italy, 12.7% of students aged 18 to 24 drop out of their studies and do not continue to study.
- [Almalaurea](#) - 41.6% of students do not graduate on time.

The effects of per Merito on all students

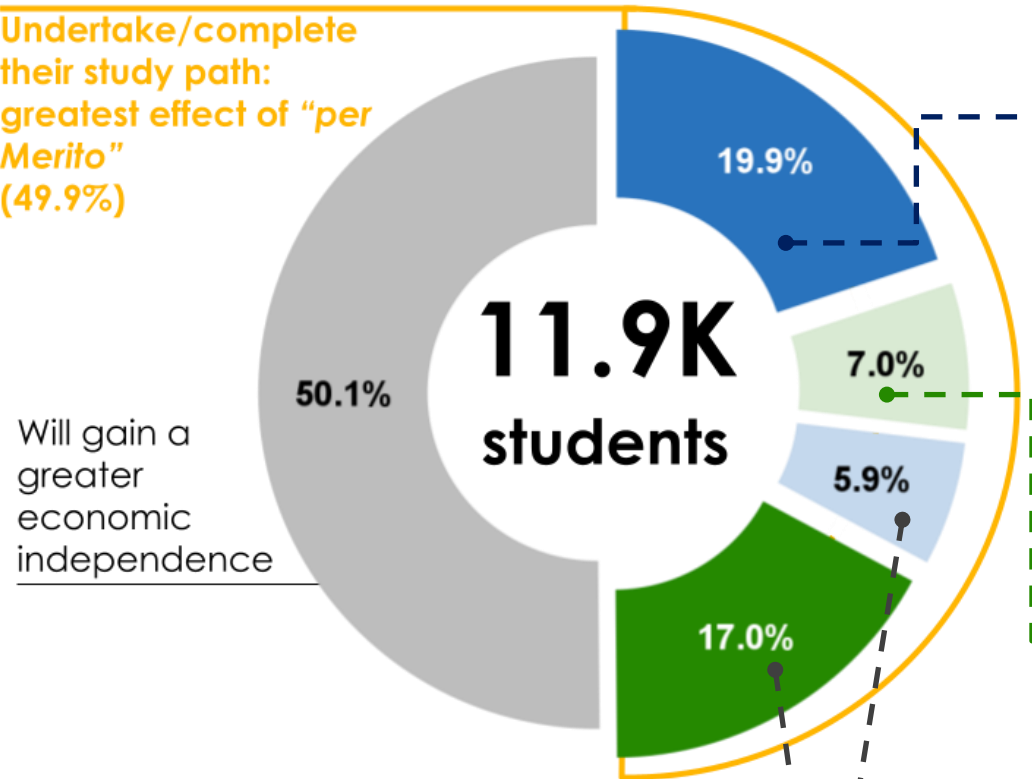
per Merito generate **significant impacts on 5.922 students (49.9%)** :

- **2.361 (19.9%)** undertake/continue their study path, that they would have otherwise abandoned
- **835 (7.0%)** don't introduce changes – otherwise inevitable – to the study plan (educational institution/faculty/city)
- **2.020 (17.0%)** finish their studies within the expected timeframe
- **706 (5.9%)** don't drop out of their studies

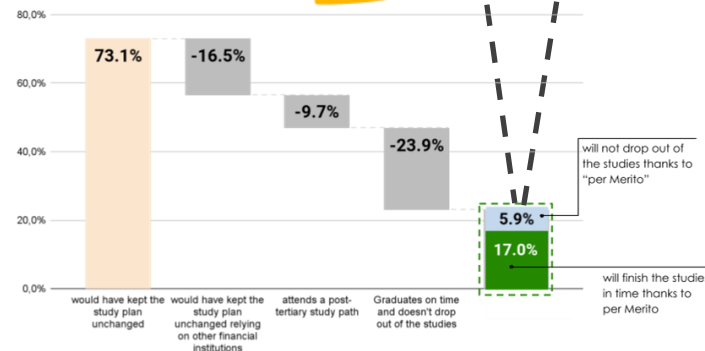
In any case a **positive effect** is also noticeable regarding the **other half of the students (50.1%)** who benefit from per Merito since they can face their study path with the advantages of greater **economic independence**.

Thanks to per Merito, students:

Undertake/complete their study path: greatest effect of "per Merito" (49.9%)



Will gain a greater economic independence



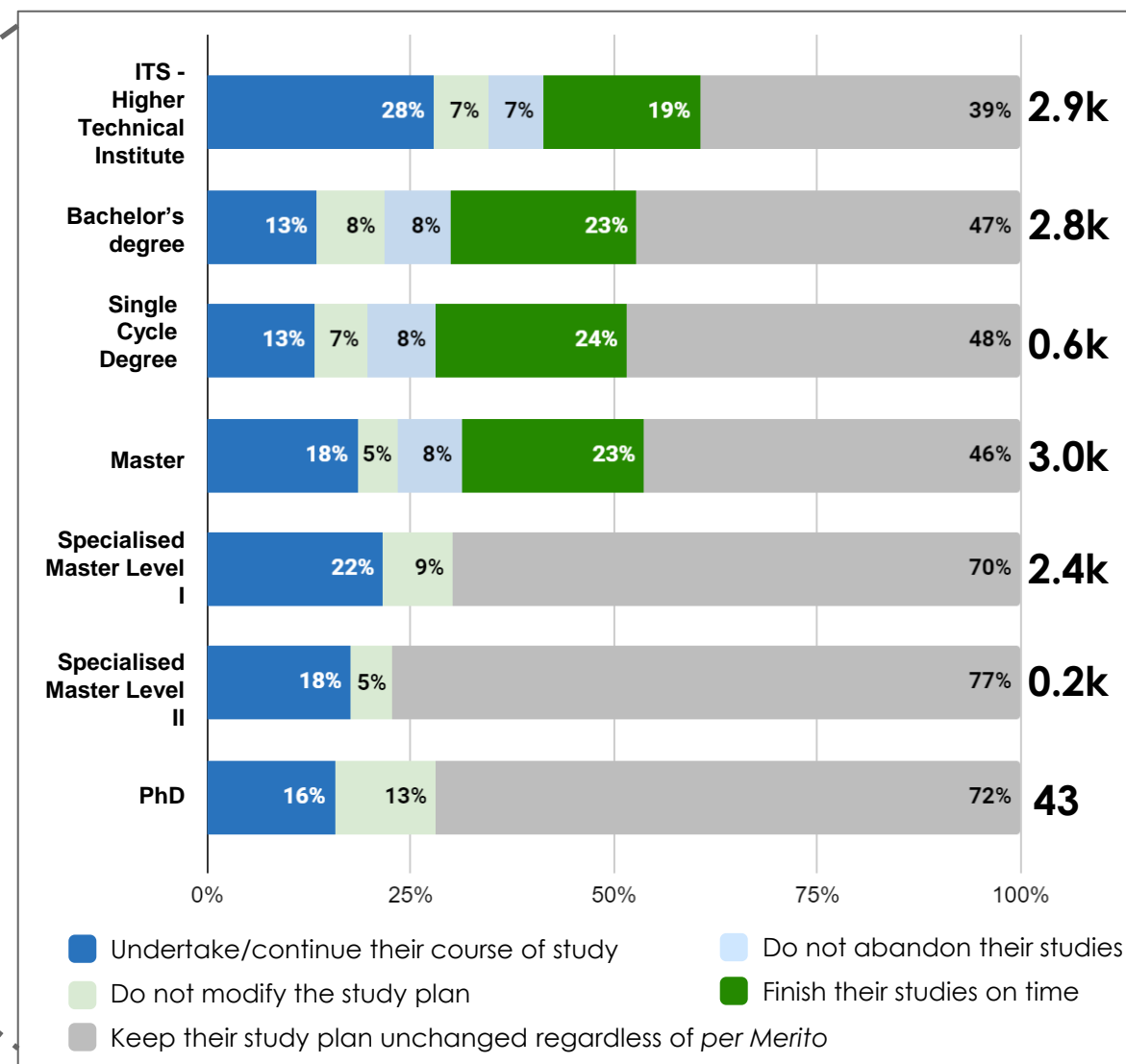
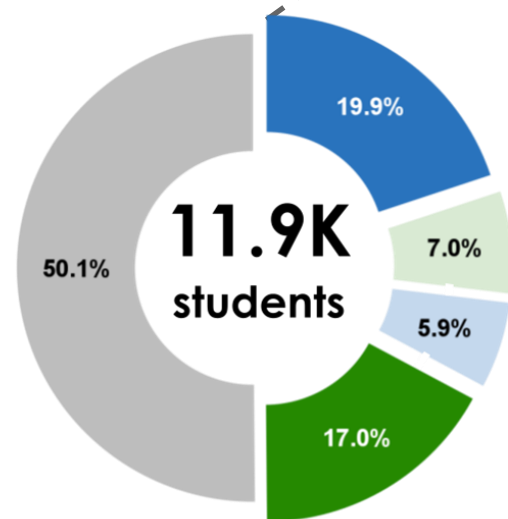
Students who would have given up their studies	
Number of students	2.361
Average loan value	€ 16.5 K
Average loan duration	2.1 years
Subject of study?	Higher Technical Institute (34% of total)
How do they spend?	Tuition fee (79% of total)

Students who would have had to modify their study plan	
Number of students	835
Average loan value	€ 20.9 K
Average loan duration	2.2 years
Subject of study ?	Bachelor's degree (28% of total)
How do they spend?	Tuition fee (79% of total)

The effects of *per Merito* based on the type of studies

The **most significant advantages** of *per Merito* are produced in favor of students who undertake lower levels of tertiary education degrees, characterized by high levels of dropout and school delays.

The **Master's students** (both levels) and **Doctorates** on the other hand are more **responsible and determined to achieve their degree**, therefore the chances of dropping out or slowing down studies are reduced.



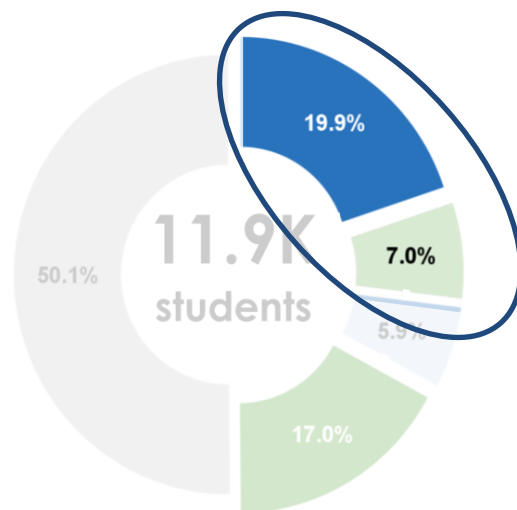
Please note: within the different courses of study there is also a portion of students (2% of the total) who participate in the Erasmus+ program.

The students who choose to study abroad

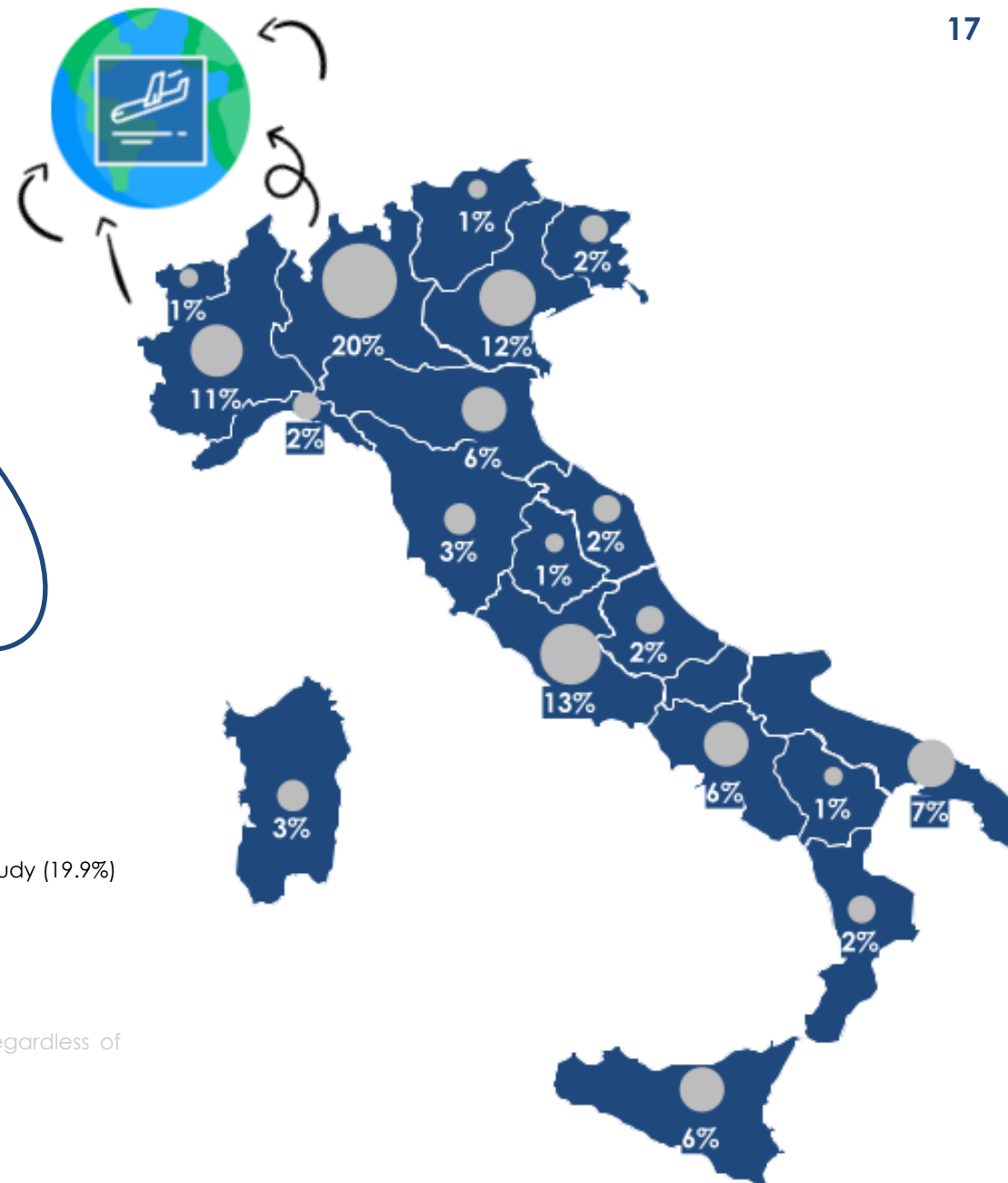
One fifth of the students that thanks to Per Merito do not give up or modify their course of study (which in turn represent 26.9% of all students), **choose to study abroad.**

The main regions of origin⁽¹⁾ are:

- **Lombardy (20%)**
- **Lazio (13%)**
- **Veneto (12%)**
- **Piedmont (11%).**



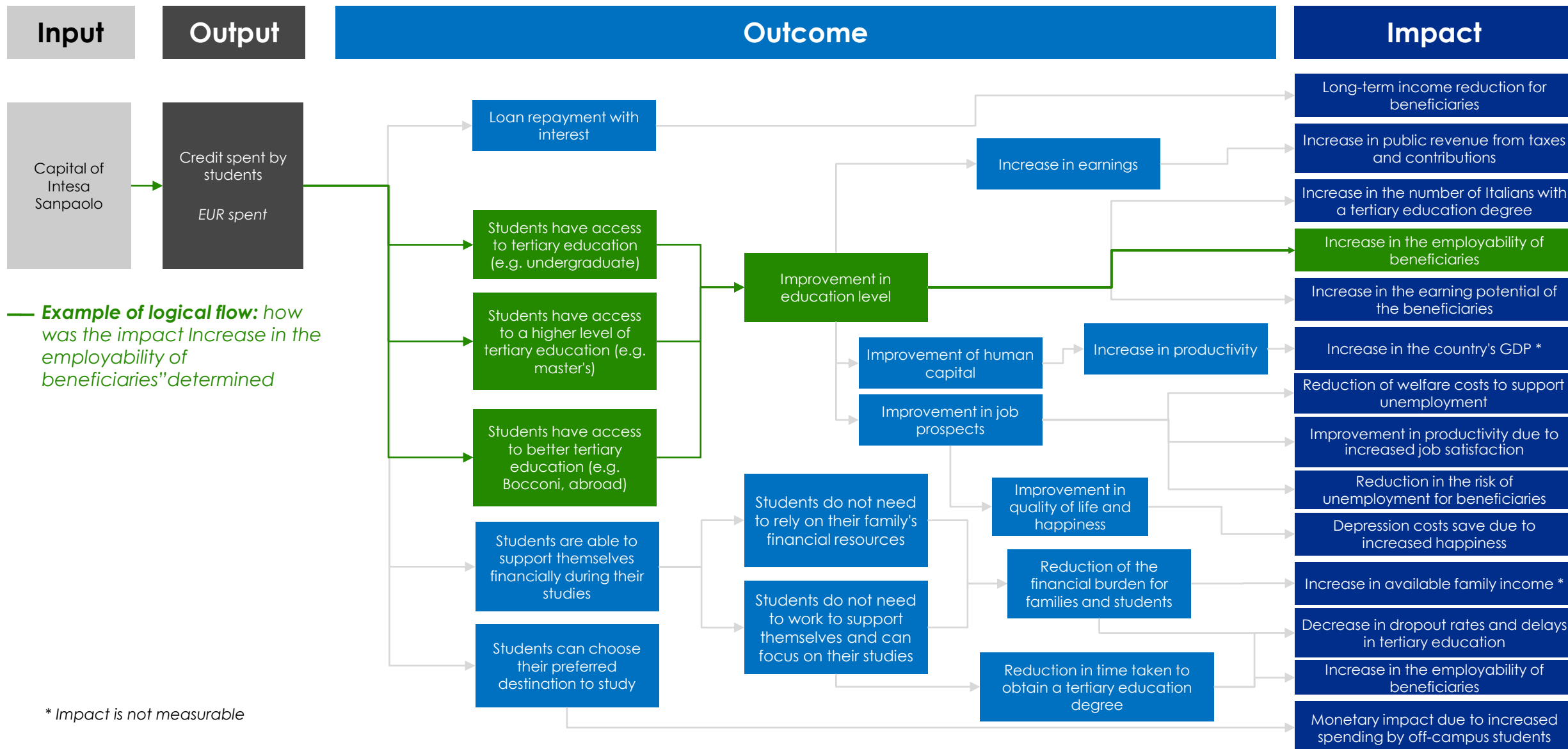
- undertake/continue their course of study (19.9%)
- do not modify the study plan (7.0%)
- Do not abandon their studies (5.9%)
- Finish their studies on time (17.0%)
- Keep their study plan unchanged regardless of per Merito (50.1%)



(1) For the calculation of the students' origin, data relating to their place of residence is used.

3. The impacts of *per Merito*

Application of the Theory of Change to *per Merito*



The immediate effect (outcome) of *per Merito*: financial support for students and families



All students who adhere to *per Merito* benefit from an **immediate financial support**, which entails the following advantages:

- **3.196 students** that without *per Merito* would have given up or modified their course of study, **can face the expenses for a new course of study or the higher costs associated with their preferred course;**
- the other **8.681 students**, being able to support the expenses for rents, transports, technological equipment, and additional needs, **in turn, take advantage in their studies** and in general, **they benefit in terms of quality of life** (better logistical solutions, time saved in commuting, more comfortable study environments, ...).

In addition, *per Merito* helps to **alleviate the economic and financial pressure on families** who do not face the burden of providing guarantees to obtain the loan.

The 8 impact indicators identified



- 1 Increase in the number of Italians with a tertiary education degree
- 2 Decrease in dropout rates and delays in tertiary education
- 3 Increase in beneficiaries' employability
- 4 Increase in beneficiaries' earning potential
- 5 Costs saved for depression care due to increased happiness
- 6 Reduction of welfare costs to support unemployment
- 7 Increase in public revenue from taxes and contributions
- 8 Productivity increase due to increased job satisfaction

<p>11.877 Supported students</p> <p>€198M funding</p> <p>3.067 Students would have given up on or abandoned their studies without "per Merito"</p> <p>835 students would have changed their course of study without "per Merito"</p>	<p>€19.5 M Additional funds from fees and pension contributions paid by students</p> <p>1.023 students additional will be employed due to "per Merito" 1 year after the end of their studies</p> <p>€3.8 K Additional average annual net income thanks to "per Merito" at 3 years after graduation</p> <p>€170.7 M Total positive impacts generated by students beneficiaries of "per Merito"</p>	<p>1.461 students earning a tertiary degree for the first time in their lives, increasing their personal happiness through the obtainment of a tertiary education degree in Italy and increasing their personal happiness through earning of a tertiary degree</p> <p>€159 K Added value created each year through increased job satisfaction</p> <p>€3.1 K Additional average annual net income thanks to "per Merito" 5 years after graduation</p> <p>€2.5 M Additional support for unemployed or inactive youth saved thanks to "per Merito"</p>	<p>124.6 M Costs incurred by students</p> <p>33.6 M Costs faced by the Bank</p>
<p>€67.8 K Annual cost of depression treatment saved through "per Merito"</p> <p>706 students In addition did not drop out of their course of studies</p> <p>2.020 students completing the course of study on time</p>			

The impacts of *per Merito* – Increase in tertiary education rate and combating school dropout



Undertakes studies
Does not modify them
Does not drop them
Finishes them on time

1

Increase in the number of Italians with a tertiary education degree



per Merito contributes to **increasing the tertiary education rate at the national level**, which is at the moment significantly lower than the European average (17.8% vs. 29.5%)⁽¹⁾.

2

Decrease in dropout rates and delays in tertiary education

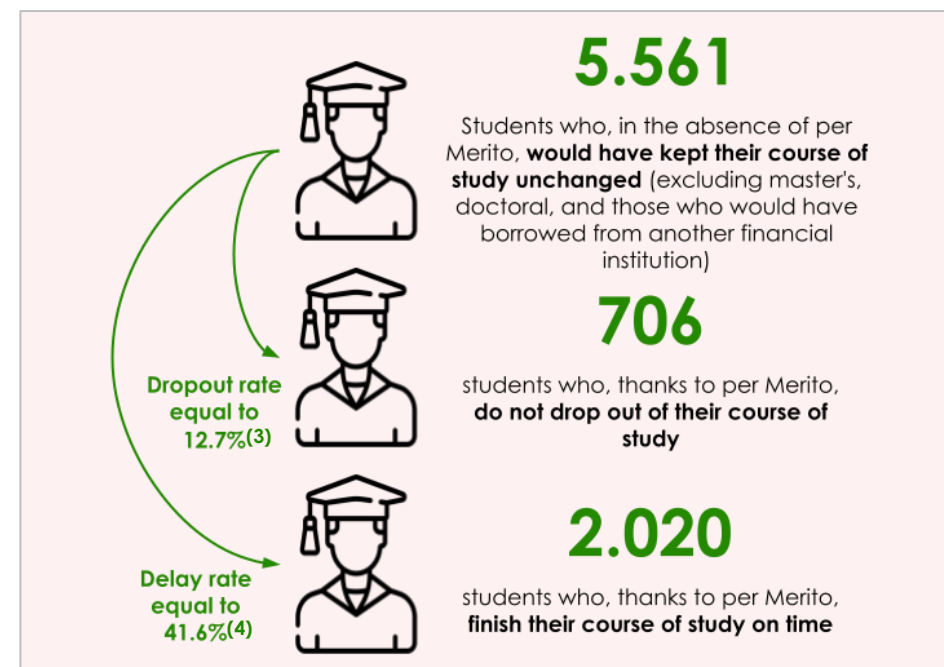


A **prerequisite** of *per Merito* is **the student's commitment to finish their studies without delay**. The 706 students who, in the absence of *per Merito*, would have dropped out of their studies and the 2.020 students that graduate on time thanks to *per Merito* contribute to reduce the dropout and delay rates in tertiary education.



(1) Source: [Eurostat](#) ((ISCED level 5-8)

(2) Bachelor's degree, single cycle, ITS (Higher Technical Institute) or AFAM



(3) In Italy 12.7% of students from 18 to 24 years old drop out of school. Source: [Eurostat](#)

(4) In Italy 41.6% of students do not graduate on time. Source: [Almalaurea](#)

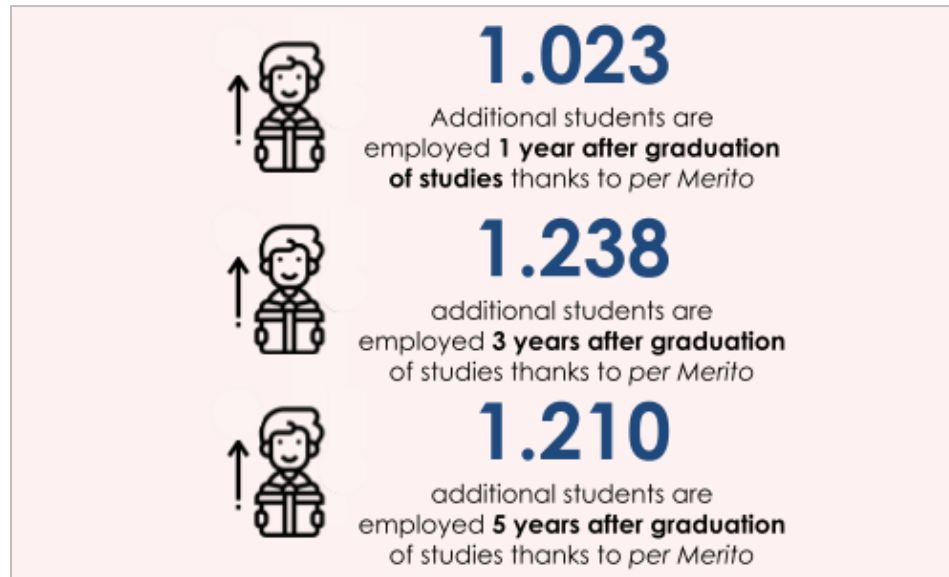
The impacts of *per Merito* – Effect on employment and increase in earning potential



- Undertakes studies **23**
- Does not modify them
- Does not drop them
- Finishes them on time

3 Increase in the beneficiaries' employability

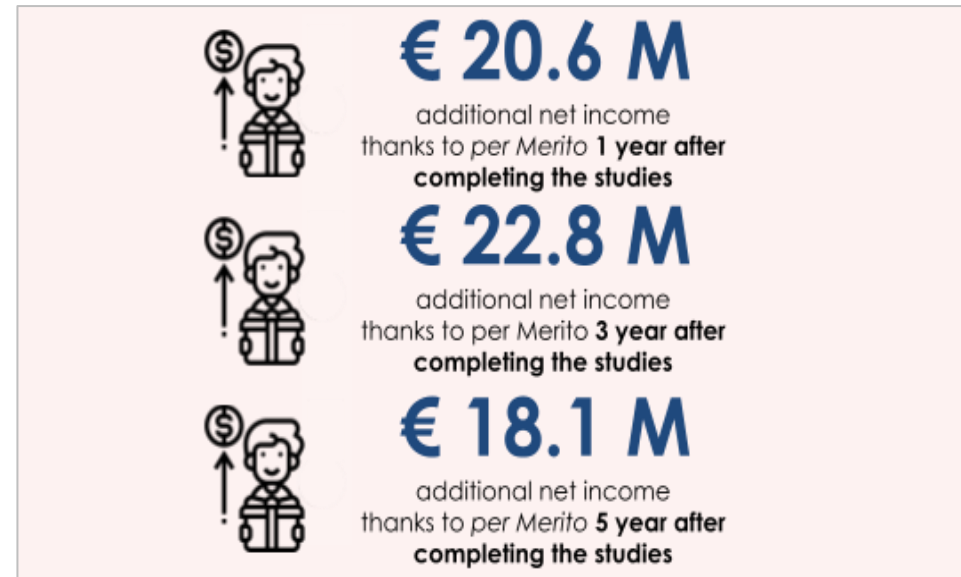
Earning a tertiary or post-tertiary degree, facilitated by the loan, increases employability⁽¹⁾. The box indicates the **additional employed students**, i.e. those **who without *per Merito* would have remained unemployed or would not have looked for work. The number of these students increases until the third year**, then it starts decreasing (with other factors that start to affect the probability of finding work)⁽²⁾.



(1) Source: data [Almalaurea](#), [Almadiploma](#), [Indire](#) and [Istat](#)
 (2) If we consider only the subset of students who would have remained unemployed (thus excluding those who would not have looked for a job), the additional employed students are 83 at one year, 91 at three years and 85 at five years after obtaining their degree

4 Increase in beneficiaries' earning potential

Access to a higher level of education increases earning potential: just one year after obtaining their degree, students who have participated in *per Merito* benefit from an additional annual net income of € 20.6 million (an additional € 3.5 thousand per student)⁽³⁾. **Potential income increases up to the third year**, then gradually decreases in the following years (over time the effect of obtaining a degree inevitably reduces).



(3) Source: Developed from data [Jobpricing - University Report](#), [Almalaurea](#), [Almadiploma](#) and [Istat](#)

The impacts of *per Merito* - Reduction in the risk of depression and welfare costs



- Undertakes studies 24
- Does not modify them
- Does not drop them
- Finishes them on time

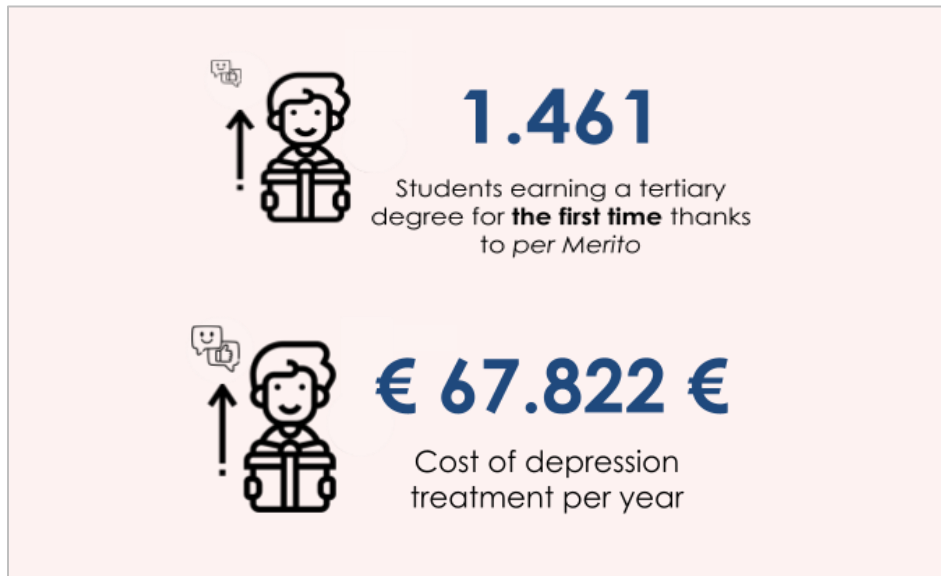


Costs saved for depression care due to increased happiness



Attending a degree improves job prospects and quality of life, and therefore generates personal and professional satisfaction.

Thanks to the attainment of their first tertiary degree, 1.461 students run a **lower risk of falling into depression** (the risk decreases by a value equal to 1.5%)(¹). For these students, the savings of the costs for the treatment of depression amount to a total of € 67.8 thousand per year.



(1) Source: [Education at a Glance 2017](#). To obtain the cost savings of depression, the value of 1.5% is multiplied by the number of individuals (1.461) who earn a tertiary education qualification for the first time thanks to *per Merito* and with the average annual cost for the treatment of depression.

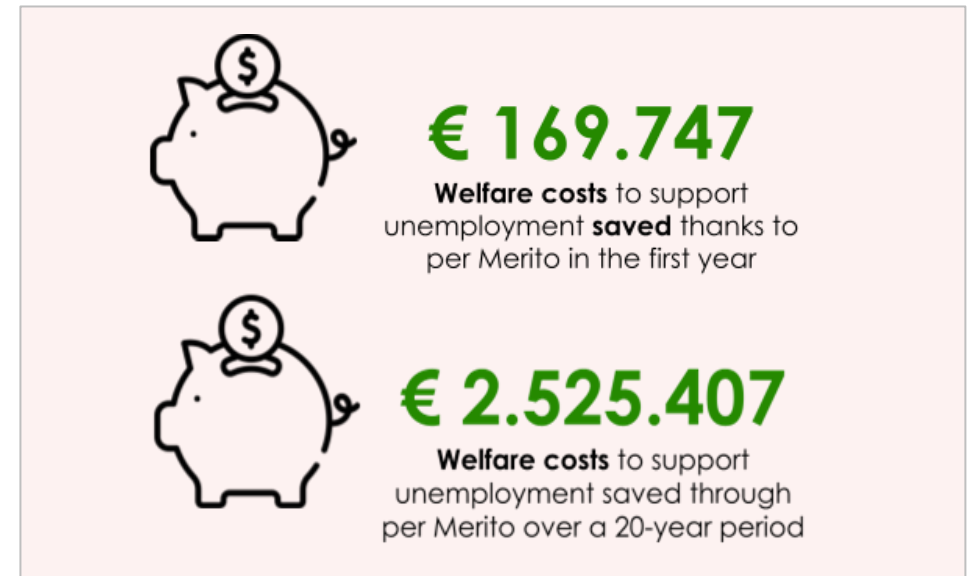


Reduction of welfare costs to support unemployment



For the 5,922 students on whom *per Merito* generates the most significant impacts (49.9%), **job prospects improve** and, consequently, **the risk of unemployment**, as well as the likelihood of resorting to income support benefits, **is reduced**.

per Merito generates a saving in public welfare costs(²) of about € 170 thousand per year, or about € 2.5 million in 20 years.



(2) Source: calculations based on Impact 3 data ("Increase in beneficiaries' employability") and [Inps](#)

The impacts of *per Merito* – Additional revenues for the State and productivity increase for businesses



- Undertakes studies 25
- Does not modify them
- Does not drop them
- Finishes them on time

7

Increase in public revenue from taxes and contributions



For those students benefiting the most from *per Merito* (49.9% of the total), the improvement in job prospects results in an **increase** in employability and **earning potential**: the effect on public revenue due to tax revenues and pension contributions is estimated at around € 1.3 million per year, equivalent to about € 19.5 million in 20 years ⁽¹⁾.



€ 1.310.013

Additional public revenue from tax revenue and pension contributions thanks to *per Merito* in the first year



€ 19.489.688

Additional public revenue from tax revenue and pension contributions due to *per Merito* over a 20-year period

(1) Source: data elaboration on Impact 4 data ("Increase in beneficiaries' earning potential") and [Agenzia delle Entrate](#)

8

Productivity increase due to increased job satisfaction



After obtaining a tertiary degree, **beneficiaries of *per Merito*** manage to access a **job that satisfies them more**. This has a positive impact on the productivity of the **companies** they work for, which manage to generate about **€ 2.4 million in added value** in 20 years⁽²⁾.



€ 158.665

Value added create each year through the increased job satisfaction of beneficiaries of *per Merito*

(2) According to the study "[Worker Absenteeism and Incentives: Evidence from Italy](#)", an individual with an additional year of education reduces absenteeism from work by 0.125 workdays per year. The impact calculation was made by multiplying this value with the additional years of study obtained thanks to *per Merito* and the value added per employee in Italy (source: [Istat](#)).

The monetizable impacts of per Merito: 20-year projection

The monetizable value of the positive impact generated by per Merito corresponds to **about € 170,7 million in 20 years**⁽¹⁾. Among them:



€ 146.3 million are attributable to **social impacts** (86% of the total);



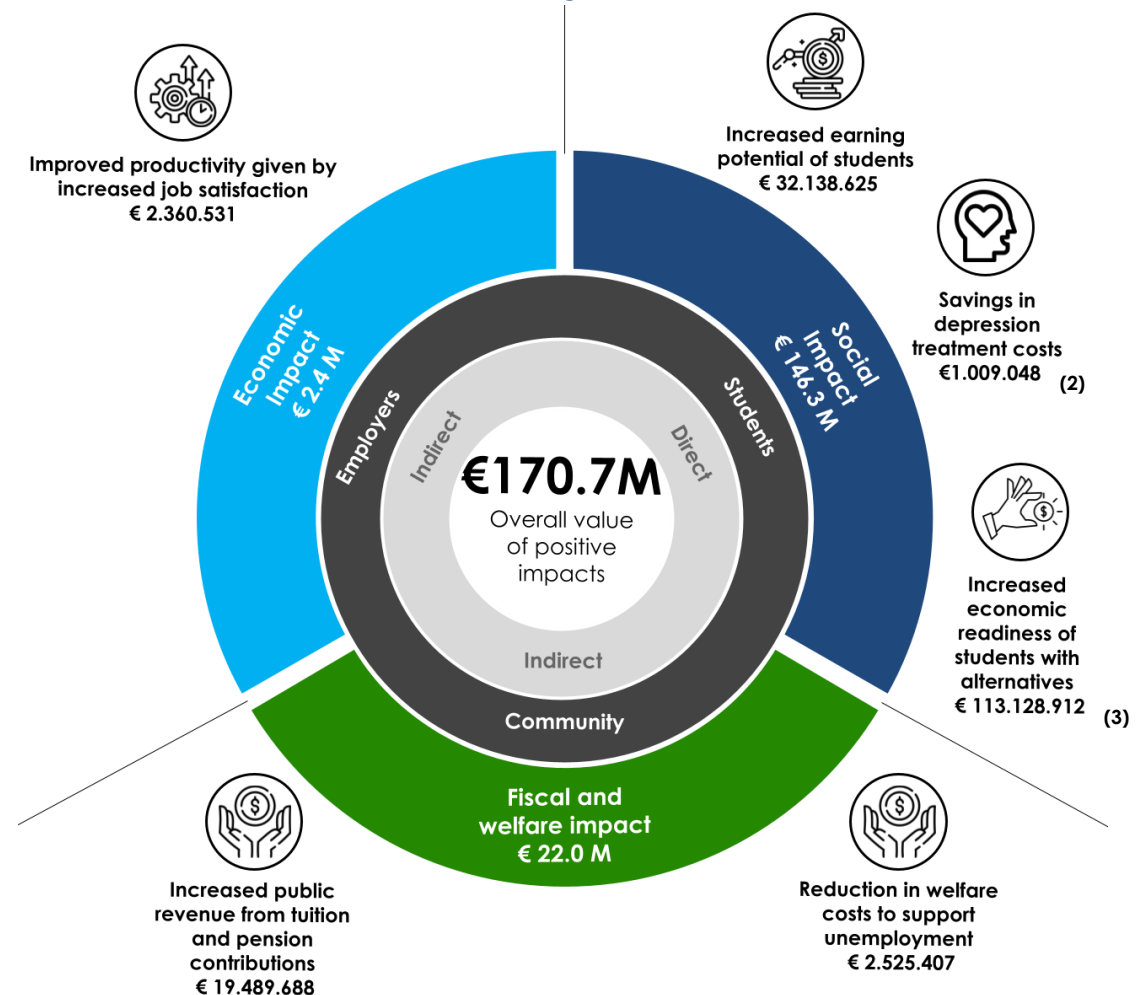
€ 22.0 million relate to **fiscal and pension impacts** (13% of the total);



€ 2.4 million can be identified as **economic impacts** (1%).

The **main beneficiaries** of these impacts **are the students who obtain per Merito** (86% of the total monetizable impacts generated by the product).

- (1) A 20-year period from the attainment of the degree is taken into consideration (afterwards the impacts diminish). Some per Merito impacts are not monetizable or are extremely complex to calculate (for example, the contribution to the country's GDP due to the increased productivity of students); **therefore the monetizable impact illustrated represents an underestimate of the overall impact.**
- (2) To calculate the cost saving of depression over 20 years, the annual saving is multiplied by 20, discounting the value with the **3% social discount rate** (source: [European Commission](#)) that is also **applied** to all other monetizable impacts.
- (3) Regardless of the adherence to the product, students would have kept the study plan unchanged benefit from per Merito: they can face the study path with the advantage of greater economic independence, obtaining a benefit in terms of quality of life.

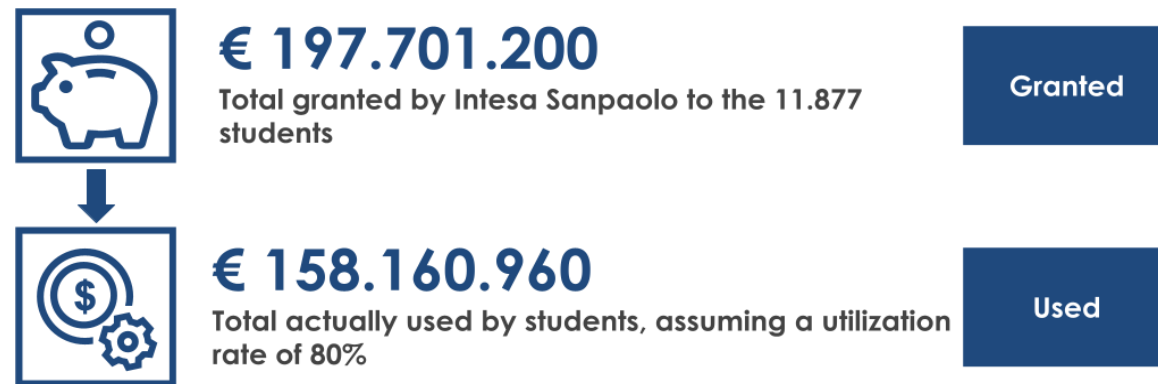


As assessed in this impact study, **for each €1 million** used by students, **€ 1.1 million of positive impacts** are generated.

The cost of generating impact

Benefits generated by *per Merito* on students and society must also be considered in the perspective of repaying the received credit. In the long term, all **the students who have obtained *per Merito* will have to repay the credit by paying its interest.**

Considering an average credit usage rate by students equal to 80%⁽¹⁾ of the total loan, and discounting the values with a social discount rate of 3%⁽²⁾, it is possible to estimate the **costs generated by *per Merito* both for the beneficiary students and, implicitly, for the Bank.**



The analysis highlighted the following results:

- students, beneficiaries of *per Merito*, face a cost approximately equal to **€ 124.6 million**⁽³⁾;
- the **Bank** sustain an implicit cost equal to **€ 33.6 million** (by implicit cost we mean the application of a subsidised loan compared to the cost of standard financing products). However, the additional costs related to the service offered (e.g. for branch personnel) and the risk of insolvency have not been quantified.

(1) To date, the average usage rate of students (amount used compared to the credit granted) is 72%. This rate, however, is an underestimate of how much students spend at the end of the loan because most of them are still in the disbursement phase of the loan (there is a latency between when they receive the credit and when they spend it): we therefore assume that students use 80% of the credit, in line with what happens for other products that have the same credit mechanism.

(2) The social discount rate, equal to 3%, represents the (intertemporal) opportunity cost of investing in an initiative that generates future benefits to society. Source: [European Commission](#)

(3) The start of the loan repayment phase occurs after the end of the disbursement period and after the bridge period, which together have a maximum duration of 7 years: therefore, *per Merito* generates financial effects on students for a maximum period of 37 years. Based on the data collected from the students who participated in the Rilevazione d'IMpatto, the average period detected to date is about 15 years: 2 years and 4 months of credit disbursement, two years of bridge period, 10 years and 5 months of repayment.

4. Methodological insight

Methodology - The impact evaluation framework

The exercise was carried out through a **proprietary model** developed by the “Direzione Impact” of Intesa Sanpaolo on the basis of **international measurement standards** and **best practices**.

1. Theory of Change

Methodology utilized to represent the causal link between the major components of an initiative (i.e. resources, activities) and its social goals (i.e. changes and generated impacts). It helps to identify the logical assumptions that must be fulfilled in order for a certain impact to occur.

4. Digitized process of data collection and indicator processing

A **quali-quantitative** survey called “Rilevatore di Impatto Sociale (**RIM**)” used to automate the **impact assessment process** in a continuous way, coherently with the defined methodologies. This is implemented in the definition and the development of **impact indicators**.



2. Impact Management Project

Harness the insights coming from the IMP, which has the goal of building a global consensus on the measurement, evaluation and reporting of impacts on people and the natural environment. Contributors include:
UN, OECD, IFC, GIIN, GRI, Barclays, BlackRock, Deutsche Bank, UBS, PwC

3. International taxonomies and classifications

- **ICNPO** (International Classification of Nonprofit Organizations) for Third Sector Financing
- **SDGs** (Sustainable Development Goals)
- **BES** (Fair and Sustainable Well-being)















per Merito according to the Impact Management Project

The [Impact Management Project](#) (IMP) is an internationally recognised framework for the assessment of social impact that can be used to represent the effects that *per Merito* has had on students and on society as a whole.

We have adapted this methodology to measure the impacts of *per Merito*, considering its dimensions in all the analyses of this report, which are here presented in an aggregate version.

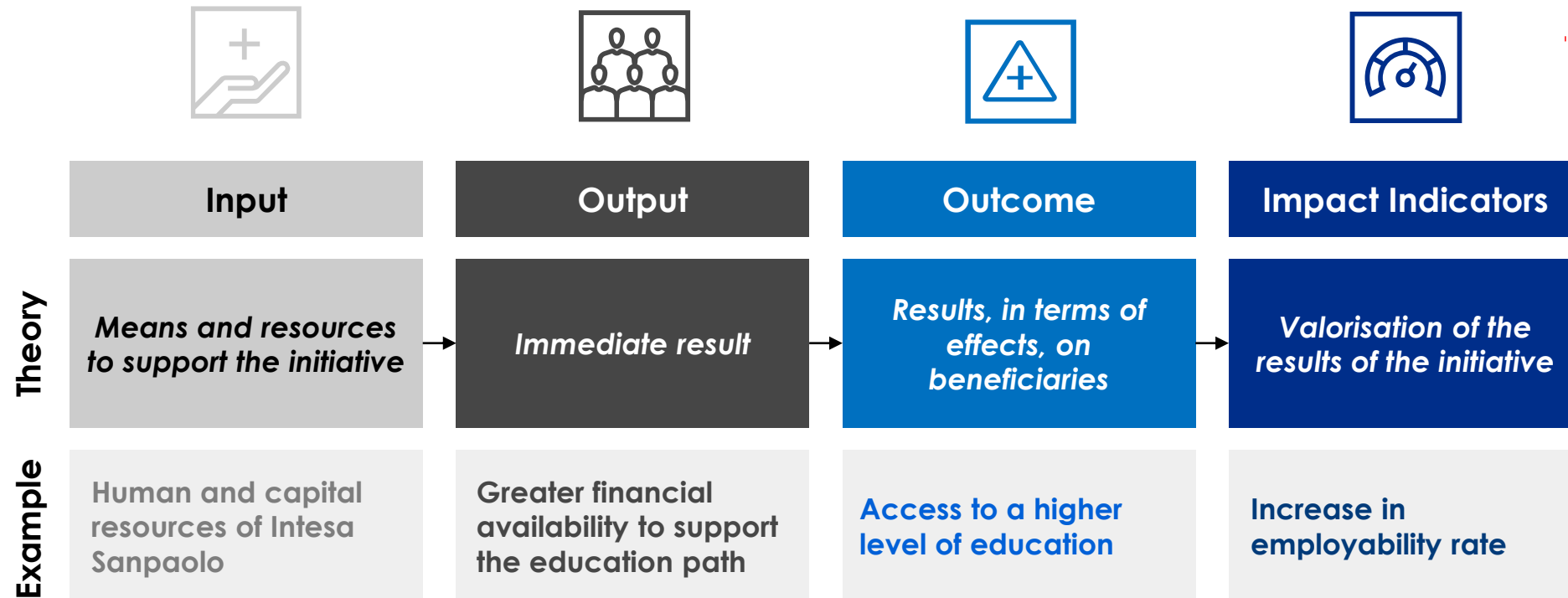
We do not include the “risk” dimension of the IMP because we do not have enough data to calculate it with significant accuracy, but we retain the goal of including it in future editions of the report⁽¹⁾.

(1) More information on the IMP and its dimensions are available at the [following link](#).

per Merito Impact			
according to the Impact Management Project			
	 € 124.6 milioni Negative impact monetizable for students	 € 33.6 milioni Negative impact monetizable for the bank	 € 170.7 milioni Monetizable positive impact total for students, community and employers
□	What	"Very much" or "Quite a lot" for 98% of the students	Answers to the question asking whether per Merito could improve the quality of their lives in the future
			SDG 4: Ensure inclusive and equitable quality education and promote lifelong learning opportunities for all
○	Who	 Students	Main beneficiaries of impact (86% of monetized impact)
		 Northwest of Italy	Area where the greatest impact was generated (27% of the monetized impact)
		 Students who would have had to give up their studies	Category of students generating the greatest impact (28% of monetized impact)
☰	How much	 11.877 students	Number of <i>Per Merito</i> beneficiaries
		 2.3 years	Average duration of support
		 € 198 millions	Total granted (of which 80 % was used*)
+	Contribution	 25.8%	They would have had to give up their studies or drop out after starting them if they had not received <i>per Merito</i>
		 7.0%	They would have had to change their study plans if they had not received <i>per Merito</i>
		 17.0%	They would have finished their studies late if they had not received <i>per Merito</i>
		 50.1%	They would still have completed their preferred course of study if they had not received <i>per Merito</i>

What and how do we measure? - The Theory of Change

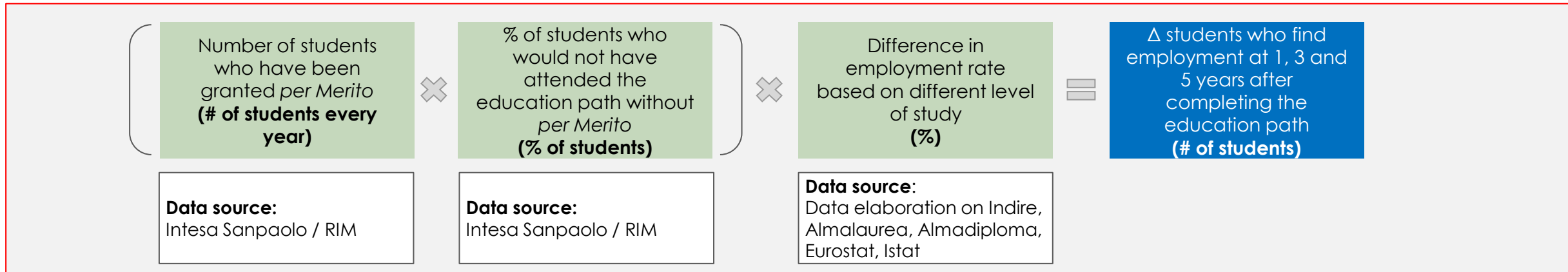
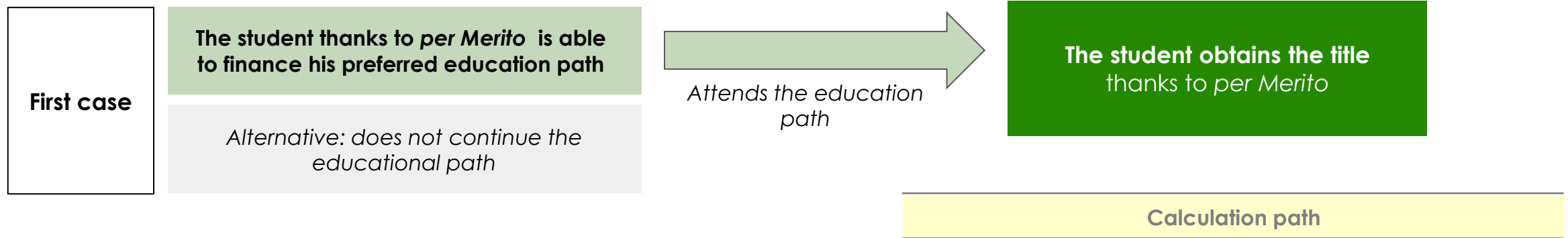
The Theory of Change (ToC) is an internationally recognized methodology that allows to clearly identify the concatenation between the activities at the basis of the initiatives, the expected goals and/or expected results, and the change they might generate. Below are the components of the ToC.



Impact assessment methodologies (1/5)

Assessment example: calculation of the "Increase in beneficiaries' employability"

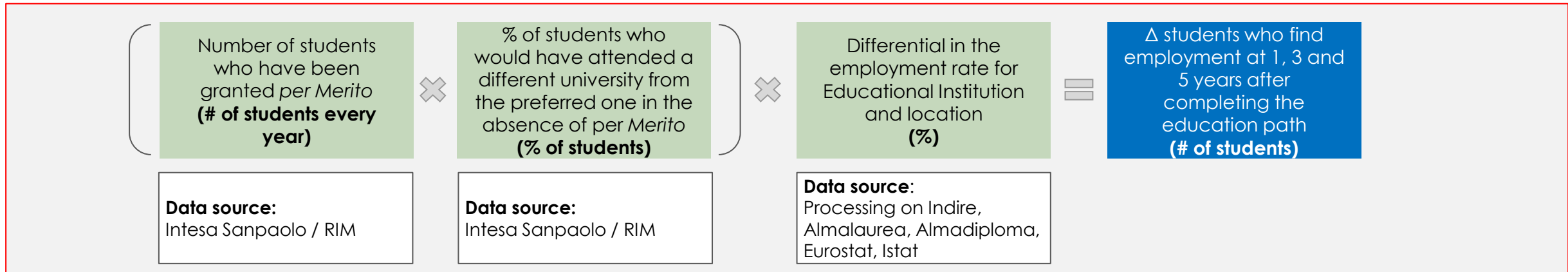
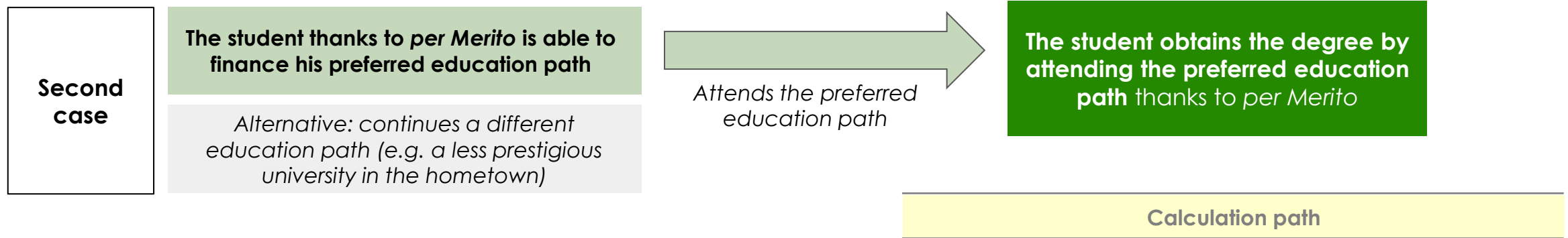
The algorithms to calculate the impact indicators are directly developed on the SAS platform. These algorithms are built, for each indicator, based on the "calculation pathways" and are valued through the combination of internal sources of the Bank, information from the RIM WEB and external sources of data enrichment.



Impact assessment methodologies (2/5)

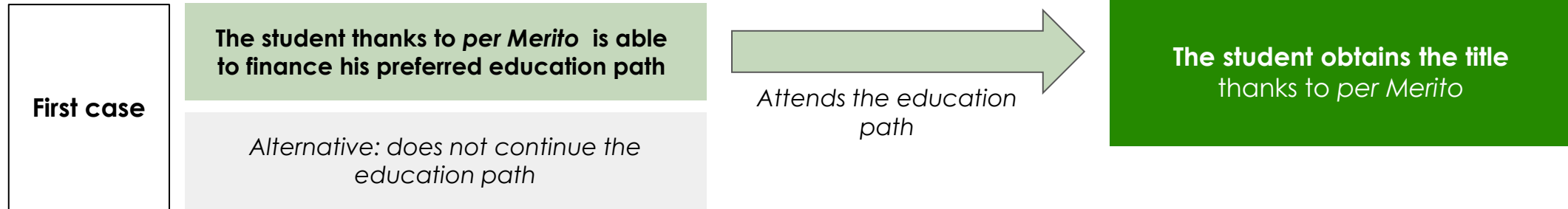
Assessment example: calculation of the "Increase in beneficiaries' employability"

The algorithms to calculate the impact indicators are directly developed on the SAS platform. These algorithms are built, for each indicator, based on the "calculation pathways" and are valued through the combination of internal sources of the Bank, information from the RIM WEB and external sources of data enrichment.



Impact evaluation methodologies (3/5)

Evaluation example: the differentials of "Increase in employability of beneficiaries"

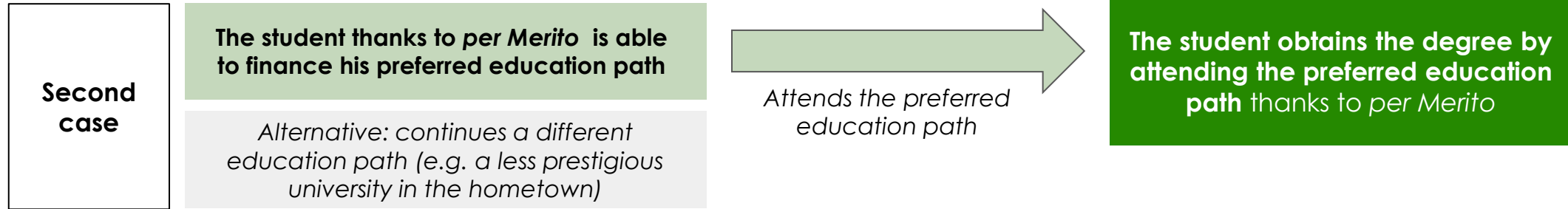


Students with per Merito	Students without per Merito	Three-year differential
ITS (Higher Technical Institute)	High School Diploma	+9% employment probability
Bachelor's Degree	High School Diploma	+4% employment probability
Single cycle	High School Diploma	+19% employment probability
Master's Degree	Bachelor's Degree	+21% employment probability
Specialised Master Level I	Bachelor's Degree	+24% employment probability
Specialised Master Level II	Specialised Master Level I	+5% employment probability
PhD	Specialised master Level II	+3% employment probability

Thanks to external sources, the differentials on **employment probabilities** based on the educational path with and without *per Merito*, are obtained

Impact evaluation methodologies (4/5)

Evaluation example: the differentials of "Increase in employability of beneficiaries"

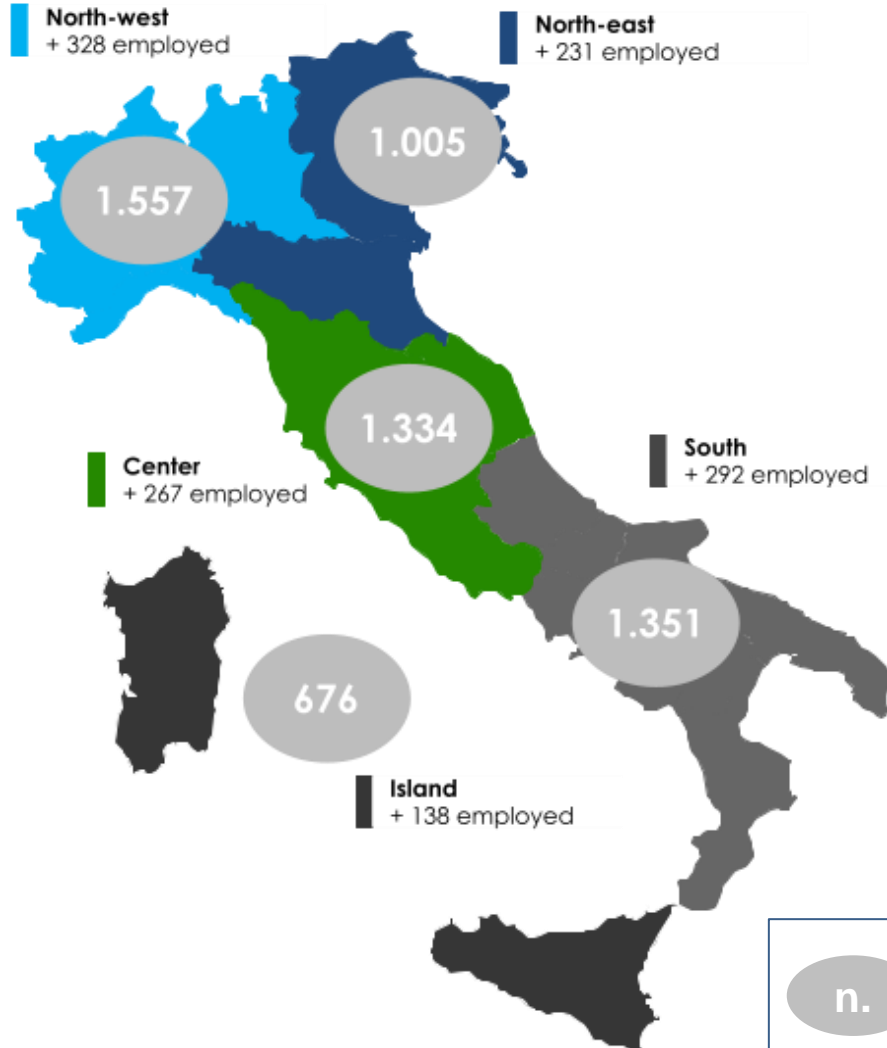


Where students will study thanks to per Merito	Where students would have studied without per Merito	Three-year differential
North	South	+14% probability of employment
Center	South	+9% employment probability
North	Center	+5% employment probability
Abroad	South	+28% employment probability
Abroad	North	+14% employment probability
South	North	-14% employment probability
South	Center	-9% employment probability

Thanks to external sources, the differentials on **the probability of employment** based on the geographical area where they will study with and without *per Merito*, are obtained

Impact assessment methodologies (5/5)

Assessment example: the results of the "Increase in employability of beneficiaries"



The map represents the number of additional employees thanks to per Merito **3 years after the completion of studies**, in relation to the number of students in the respective areas that were considered for the impact calculation (i.e. students who without per Merito would have: given up on the studies, changed their course of study, completed their studies late or abandoned their studies after starting them).

n. Number of students in the area affected by the impact calculation

The web Impact Detector (RIM) as a tool for collecting information

The **Rilevatore di Impatto Sociale (RIM)** is a tool used for the collection of information functional to the measurement of the social impact generated by *per Merito*, and is **set up directly within the student's online platform**.

The information gathered through RIM is complementary to other data collected by Intesa Sanpaolo's systems and external sources. Such data flows, and particularly the information gathered through RIM WEB, are **necessary to calculate the identified impact indicators**.

The survey is proposed **to all students** beneficiaries of *per Merito*, who are required to answer up **to 8 questions**.

RIM WEB in the students' online platform

Nell'ottica di misurare l'impatto sociale generato da Intesa Sanpaolo tramite "per Merito", ti vorremmo porre alcune semplici domande. Pertanto, richiediamo cinque minuti del tuo tempo per raccogliere la tua opinione attraverso la compilazione del questionario seguente.

Grazie per la tua preziosa collaborazione!

Seleziona la finalità per cui hai richiesto "per Merito"

Cortesemente seleziona la tua risposta

Avanti