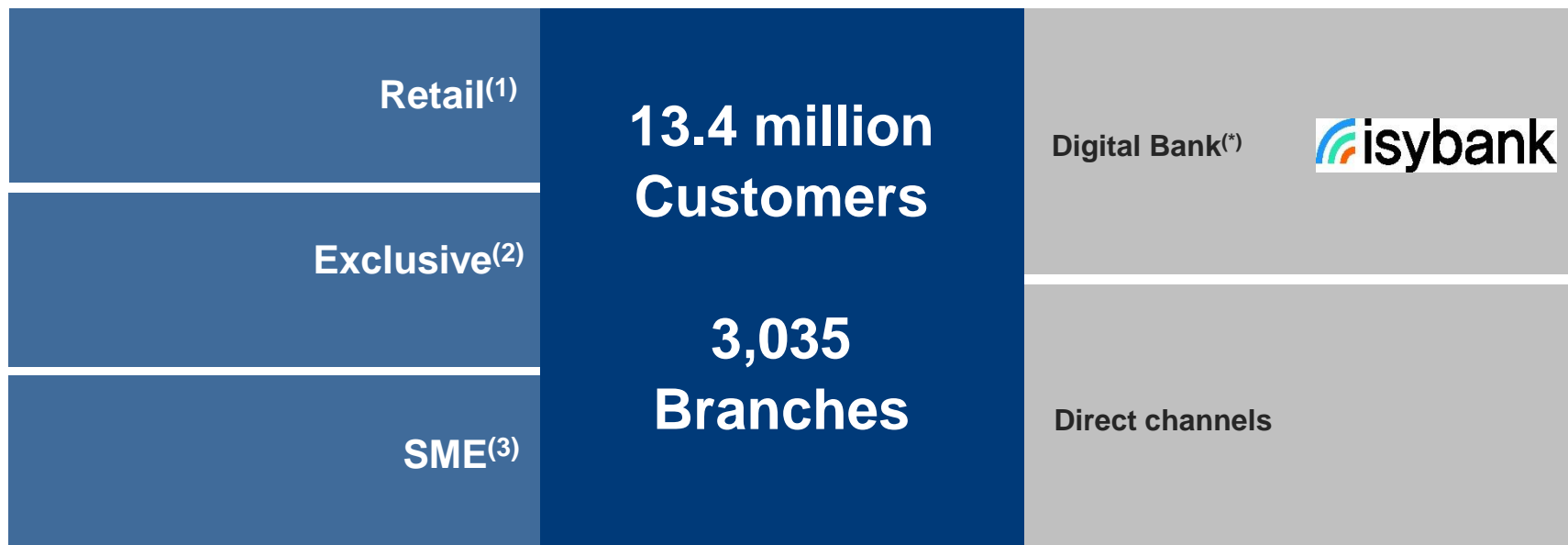


# The Banca dei Territori Division



**Focus on the market and centrality of the territory for stronger relations with individuals, small and medium-sized enterprises and non-profit entities**

Figures as at 31 March 2024

(1) Retail customers: individuals and enterprises with less complex financial needs

(2) Exclusive customers: individuals with more complex financial needs

(3) Enterprise customers: enterprises with more complex financial needs (generally, Small and Medium Enterprises)

(\*) The subsidiary also operates in instant banking through Mooney (the partnership with the ENEL Group)

# The Banca dei Territori Division

## Retail Exclusive

2,464 branches dedicated to  
13 million Retail and Exclusive  
customers

## SME

250 branches dedicated to  
177,000 SME customers <sup>(1)</sup>, 224  
branches dedicated to 83,000  
customers in the agribusiness sector  
and 97 branches  
serving 97,000 Non-profit customers

Figures as at 31 March 2024

(1) Including SME Finance activity (industrial credit, leasing and factoring)

# The Banca dei Territori Division: 12 Regional Governance Centres

GOVERNANCE CENTRES	MANAGER	BRANCHES
North Lombardia	Daniele Fulvio Pastore	190
South Lombardia	Marco Franco Nava	172
Milano, Monza and Brianza	Pierluigi Monceri	220
North Piemonte, Valle d'Aosta and Sardegna	Stefano Cappellari	247
South Piemonte and Liguria	Andrea Perusin	189
West Veneto and Trentino-Alto Adige	Cristina Balbo	239
East Veneto and Friuli-Venezia Giulia	Francesca Nieddu	204
Emilia Romagna and Marche	Alessandra Florio	311
Toscana and Umbria	Tito Nocentini	313
Lazio and Abruzzo	Roberto Gabrielli	297
Basilicata, Puglia and Molise	Alessandra Modenese	235
Campania, Calabria and Sicilia	Giuseppe Mario Nargi	418

Figures as at 31 March 2024