

INTESA  SANPAOLO

Italian Leader with a European Scale

Updated as at 7 May 2024

The history of Intesa Sanpaolo



(1) Intesa Sanpaolo acquired control of UBI Banca on 5 August 2020 and merged it by incorporation on 12 April 2021

Italian banking leader of European scale

The Leader in Italy

- Leader in all segments with a market share of 22% in customer deposits and 18% in customer loans
- Leadership in most attractive products
- Strong capital base and asset quality

Unique Customer Reach

- Largest domestic network: over 3,300 branches serving 13.6 million clients, and 15% market share⁽¹⁾
- Best branch footprint making the Group truly nationwide: market share $\geq 12\%$ ⁽¹⁾ in 16 out of 20 regions
- High penetration of local markets: market share $\geq 5\%$ ⁽¹⁾ in 105 out of 107 provinces

Strategic International Presence

- Strategic international presence, with over 900 branches and 7.3 million customers, comprising subsidiaries operating in commercial banking in 12 countries in Central Eastern Europe and Middle Eastern and North African areas and an international network of specialists in support of corporate customers across 25 countries, in particular in the Middle East and North Africa and in those areas where Italian companies are most active

Figures as at 31 March 2024

(1) Bank of Italy criteria, figures as at 31 December 2023

Solid value creation for all stakeholders

Clients

- A Bank that supports the real economy and is a Wealth Management, Protection & Advisory leader
- An omnichannel Bank with a fintech perspective

Shareholders

- Strong and sustainable value creation and distribution to shareholders
- Over the time horizon of the 2022-2025 Business Plan: a cash dividend distribution was envisaged corresponding to a payout ratio, based on the consolidated net income, of 70% each year of the Plan; a 3.4bn euro buyback approved at the Shareholders' Meeting and authorised by the ECB (amount equivalent to the suspended 2019 dividend), executed for an initial outlay of 1.7bn euro from 4 July 2022 to 11 October 2022 and for the remaining outlay of 1.7bn euro from 13 February 2023 to 4 April 2023; for the 2022 results, 1.4bn euro cash interim dividends paid in November 2022 and 1.6bn euro cash remaining dividends paid in May 2023, for a total dividend distribution of 3bn euro. For the 2023 results, 2.6bn euro cash interim dividends paid in November 2023 and 2.8bn euro cash remaining dividends payable in May 2024, for a total dividend distribution of 5.4bn euro. Buyback of 1.7bn euro, to be launched in June 2024, approved by the ECB and the Shareholders' Meeting

Group People

- Empowerment and motivation of the Group's people, who are its most important asset: hybrid physical-remote way of working to offer maximum flexibility, initiatives to improve wellbeing and safety, reskilling/redeployment programmes, best-in-class training particularly on critical capabilities for both the digital and the ecological transition, promotion of an inclusive and diverse environment, incentive plans (including long-term) to foster individual entrepreneurship

Society and Environment

- Significant ESG commitment of Intesa Sanpaolo, with a world-class position in Social Impact and strong focus on climate
- A Bank that provides support to address social needs, is focused on financial inclusion, has a commitment to culture, promotes innovation, and supports clients in the ESG/climate transition specifically through sustainable lending and ESG investment and insurance products
- Intesa Sanpaolo is committed to achieving net-zero emissions by 2030 in terms of own emissions and by 2050 in terms of loan and investment portfolios, asset management and insurance. The Group has joined the NetZero Banking Alliance (NZBA), the Net Zero Asset Managers Initiative (NZAMI), the Net Zero Asset Owner Alliance (NZAOA) and the Net Zero Insurance Alliance (NZIA)⁽¹⁾

(1) On 25 April 2024, the NZIA was discontinued and the United Nations Environment Programme (UNEP) announced the creation of the Forum for Insurance Transition to Net Zero (FIT), a new UN-led and convened structured dialogue and multistakeholder forum to support the necessary acceleration and scaling up of voluntary climate action by the insurance industry and key stakeholders. Intesa Sanpaolo Vita is one of the Founding FIT Participants

The Group at a glance: Financial Highlights

Total Assets euro 931,596 m	Intesa Sanpaolo	~ 20.9 million Customers	~ 13.6 million in Italy
Loans to Customers euro 423,254 m			~ 7.3 million abroad
Direct Deposits from Banking Business euro 575,926 m		4,244 Branches	3,310 in Italy
Direct Deposits from Insurance Business euro 173,776 m			934 abroad
Shareholders' Equity ⁽¹⁾ euro 65,804 m		Market Capitalisation ⁽²⁾ euro 64.5 bn	
1Q24 Net Income euro 2,301 m			

Figures as at 31 March 2024

(1) Including Net Income

(2) As at 30 April 2024

The Group at a glance: Ratings

Fitch Ratings

Long-term senior preferred (unsecured)
Short-term
Viability
Outlook LT senior preferred (unsecured)

BBB
F2
bbb
Stable

Moody's

Long-term senior preferred (unsecured)
Short-term
Outlook LT senior preferred (unsecured)

Baa1
P-2
Stable

Morningstar DBRS

Long-term senior preferred (unsecured)
Short-term
Trend LT senior preferred (unsecured)
Trend Short-term

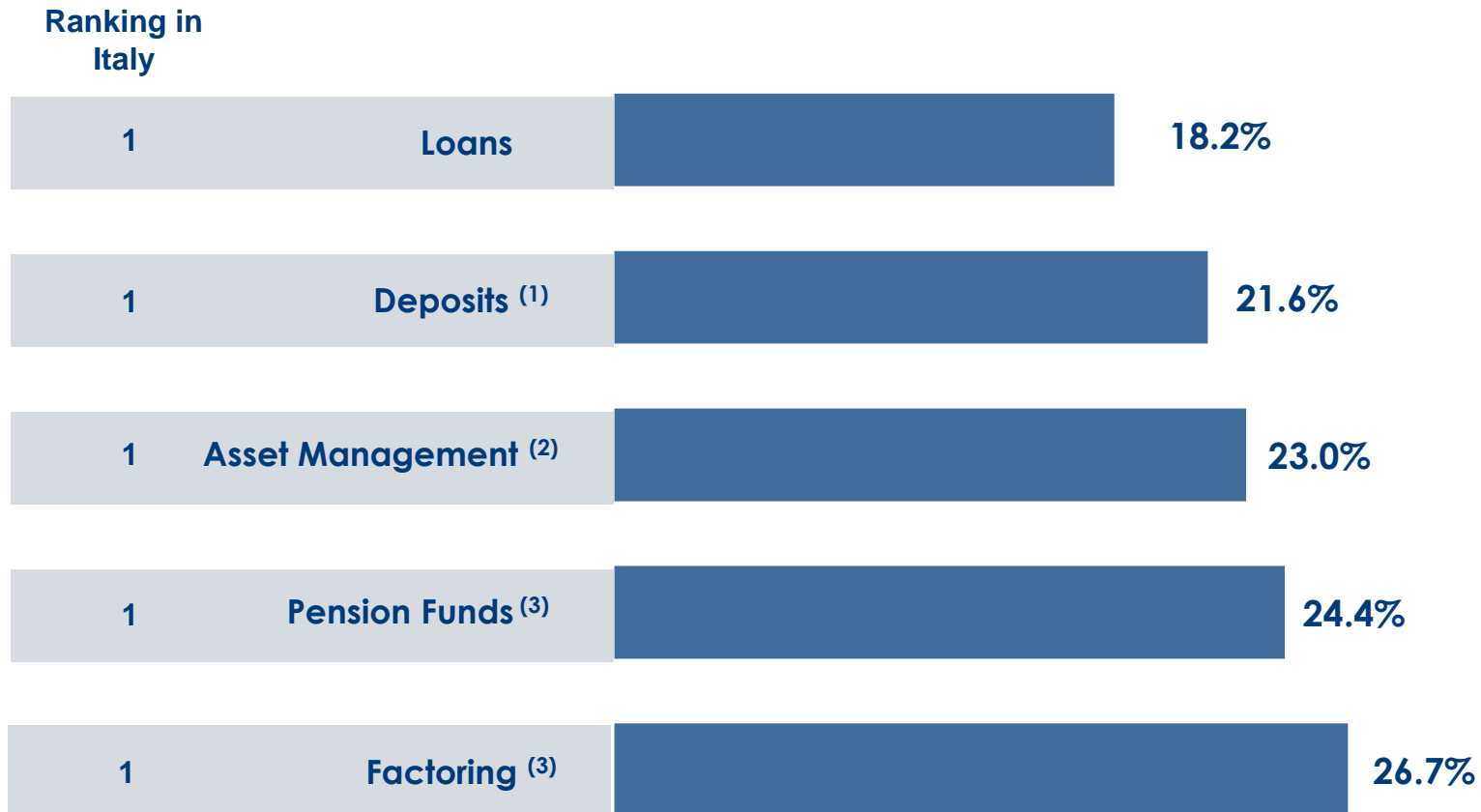
BBB (high)
R-1 (low)
Stable
Stable

S&P Global Ratings

Long-term senior preferred (unsecured)
Short-term
Outlook LT senior preferred (unsecured)

BBB
A-2
Stable

Leadership in Italy built on long-standing relationships with customers



Figures as at 31 March 2024

(1) Including bonds

(2) Mutual funds; figures as at 31 December 2023

(3) Figures as at 31 December 2023

European scale

EUROZONE RANKING

BANKS' MARKET CAPITALISATION (euro bn)

	HSBC	153.4
	UBS	85.7
1	BNP Paribas	77.6
2	Banco Santander	72.4
3	Intesa Sanpaolo	64.5
4	BBVA	59.4
5	UniCredit	58.2
6	ING	49.1
7	Crédit Agricole	44.0
	Lloyds Banking Group	38.4
8	Nordea Bank	38.4
9	CaixaBank	37.2
	Barclays	35.6
	NatWest	31.0
10	Deutsche Bank	29.9
11	KBC	29.2
	SEB	26.0
	DNB	25.3
	Danske Bank	23.4
	Standard Chartered	20.9
	Swedbank	20.5
12	Société Générale	20.4
13	Erste Bank	18.5
	PKO Bank Polski	17.5
14	Commerzbank	17.3

Source: Bloomberg
Prices as at 30 April 2024

Corporate Governance: Board of Directors, Management Control Committee and Internal Committees

Board of Directors and Management Control Committee appointed on 29/04/2022

Gian Maria Gros-Pietro	Chair
Paolo Andrea Colombo	Deputy Chair ^{(2) (3)}
Carlo Messina ⁽¹⁾	Managing Director and CEO
Franco Ceruti	Director
Paola Tagliavini	Director ^{(2) (3)}
Liana Logiurato	Director ⁽³⁾
Luciano Nebbia	Director
Bruno Picca	Director ⁽²⁾
Livia Pomodoro	Director ⁽³⁾
Maria Alessandra Stefanelli	Director ⁽³⁾
Bruno Maria Parigi	Director ⁽³⁾
Daniele Zamboni ⁽⁴⁾	Director ^{(2) (3)}
Maria Mazzarella ⁽⁴⁾	Director ⁽³⁾
Anna Gatti ⁽⁴⁾	Director ⁽³⁾
Fabrizio Mosca	Director and MCC member ^{(2) (3)}
Milena Teresa Motta	Director and MCC member ^{(2) (3)}
Maria Cristina Zoppo	Director and MCC member ^{(2) (3)}
Alberto Maria Pisani ⁽⁴⁾	Director and MCC Chair ^{(2) (3)}
Roberto Franchini ⁽⁴⁾	Director and MCC member ^{(2) (3)}

Nomination Committee

Livia Pomodoro	Chair ⁽³⁾
Paolo Andrea Colombo	Member ^{(2) (3)}
Gian Maria Gros-Pietro	Member
Maria Mazzarella ⁽⁴⁾	Member ⁽³⁾
Bruno Picca	Member ⁽²⁾

Remuneration Committee

Paolo Andrea Colombo	Chair ^{(2) (3)}
Franco Ceruti	Member
Anna Gatti ⁽⁴⁾	Member ⁽³⁾
Liana Logiurato	Member ⁽³⁾
Luciano Nebbia	Member

Risks and Sustainability Committee

Paola Tagliavini	Chair ^{(2) (3)}
Franco Ceruti	Member
Bruno Picca	Member ⁽²⁾
Bruno Maria Parigi	Member ⁽³⁾
Daniele Zamboni ⁽⁴⁾	Member ^{(2) (3)}

Committee for Transactions with Related Parties

Daniele Zamboni ⁽⁴⁾	Chair ^{(2) (3)}
Liana Logiurato	Member ⁽³⁾
Paola Tagliavini	Member ^{(2) (3)}
Maria Mazzarella ⁽⁴⁾	Member ⁽³⁾
Maria Alessandra Stefanelli	Member ⁽³⁾

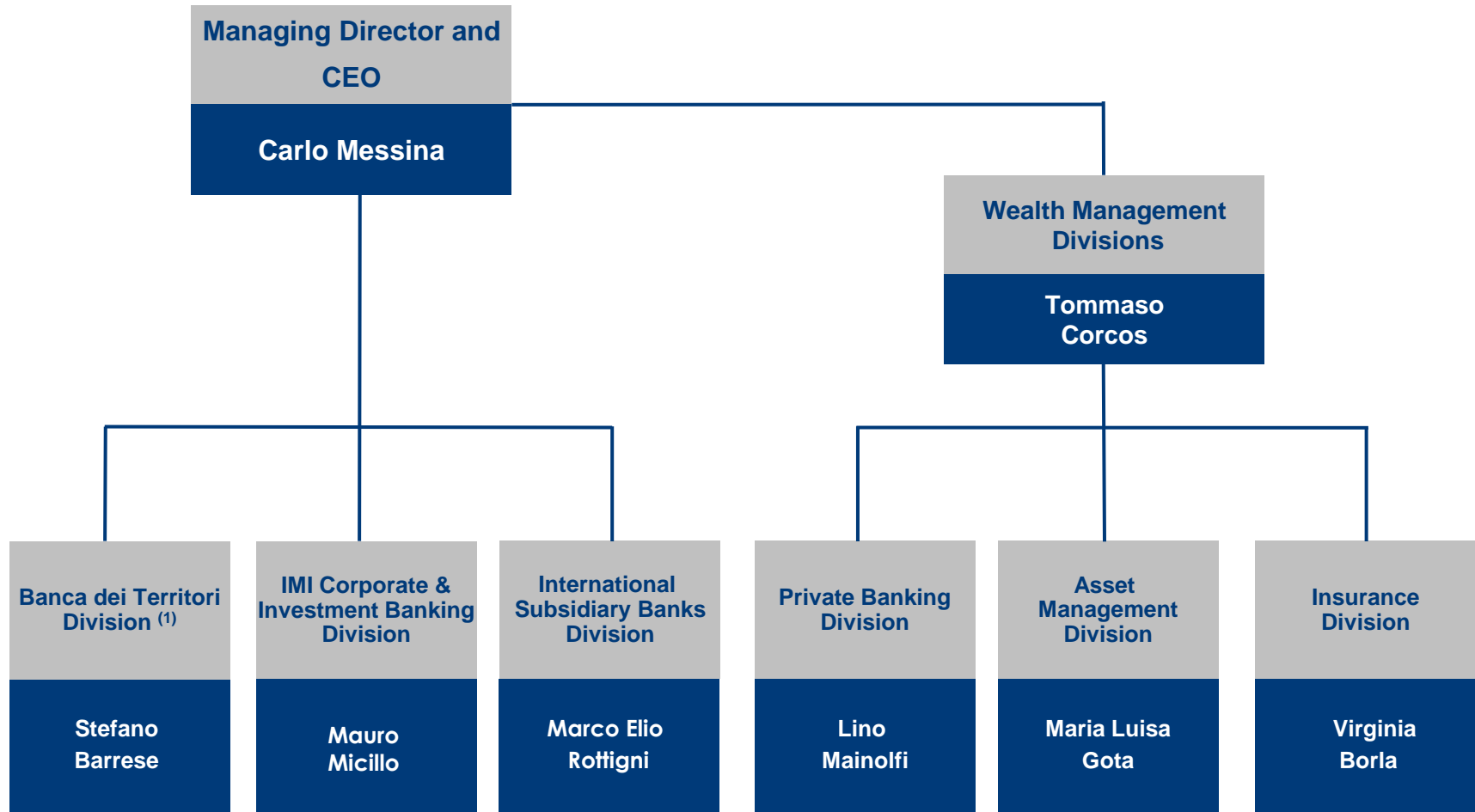
(1) Was appointed Managing Director and CEO by the Board of Directors on 29 April 2022. He is the only executive director on the Board

(2) Is enrolled on the Register of Statutory Auditors and has practiced as an auditor or been a member of the supervisory body of a limited company

(3) Meets the independence requirements pursuant to Article 13.4.3 of the Articles of Association, the Corporate Governance Code, Article 148, paragraph 3 of the Consolidated Law on Finance (TUF), and banking regulations

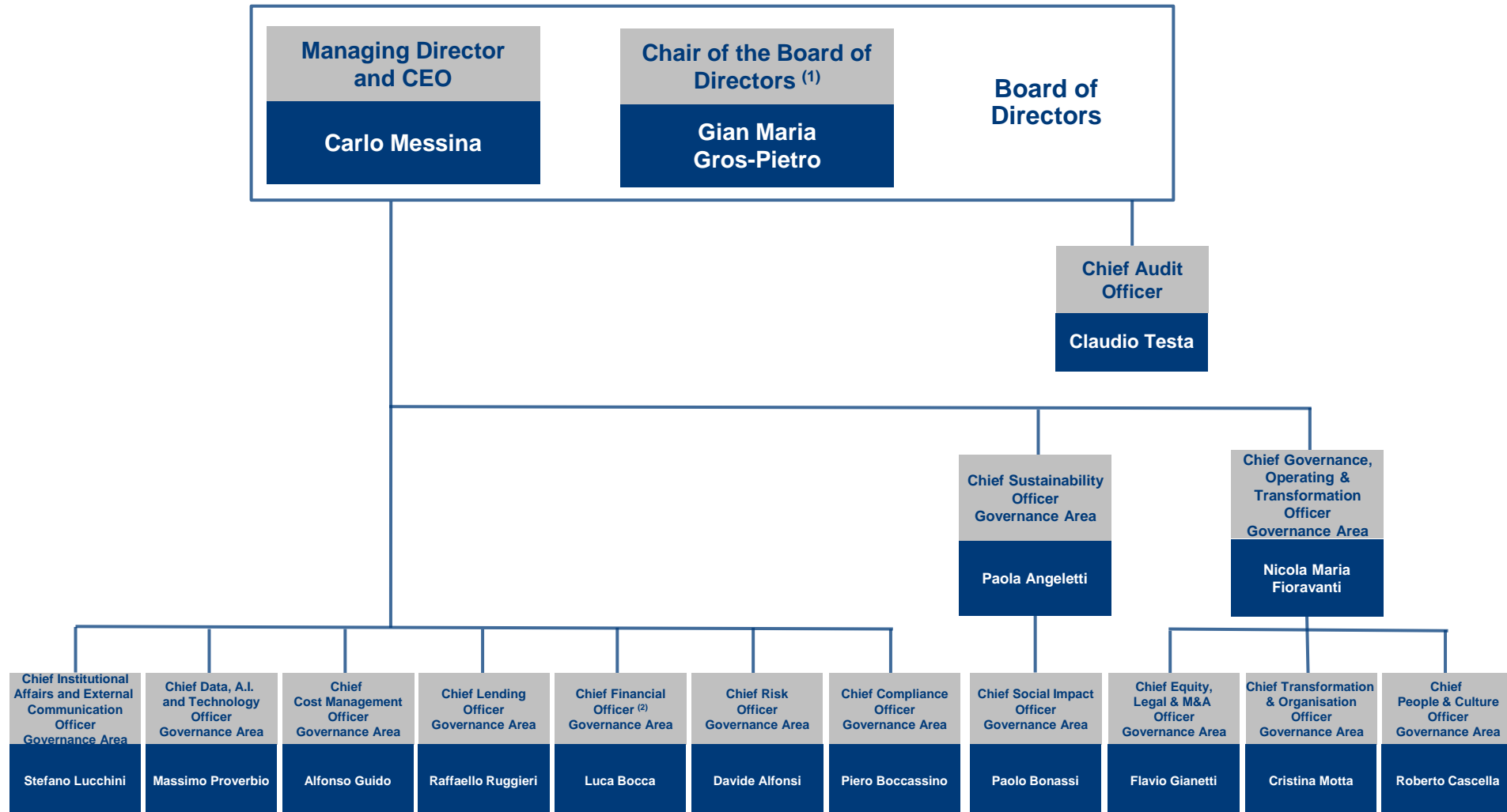
(4) Is a representative of the Minority Slate

A customer-oriented organisation



(1) Domestic Commercial Banking

Central Structures

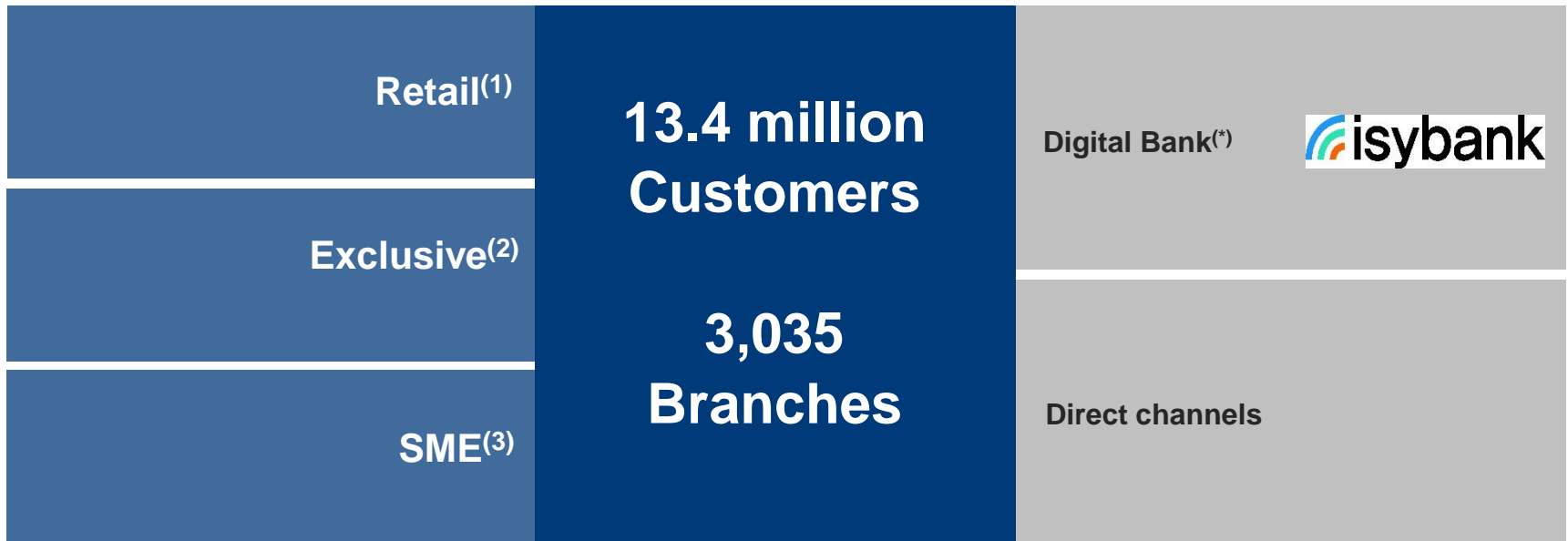


(1) Chair's Technical Secretariat (G. Paladino) reports to the Chair of the Board of Directors

(2) The Chief Financial Officer Governance Area includes the Manager responsible for preparing the Company's financial reports (E. Stegher)

The Chief Governance, Operating & Transformation Officer Governance Area and the Chief Institutional Affairs and External Communication Officer Governance Area also report to the Chair of the Board of Directors due to the specific nature of certain activities within their remit

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 ⁽¹⁾, 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

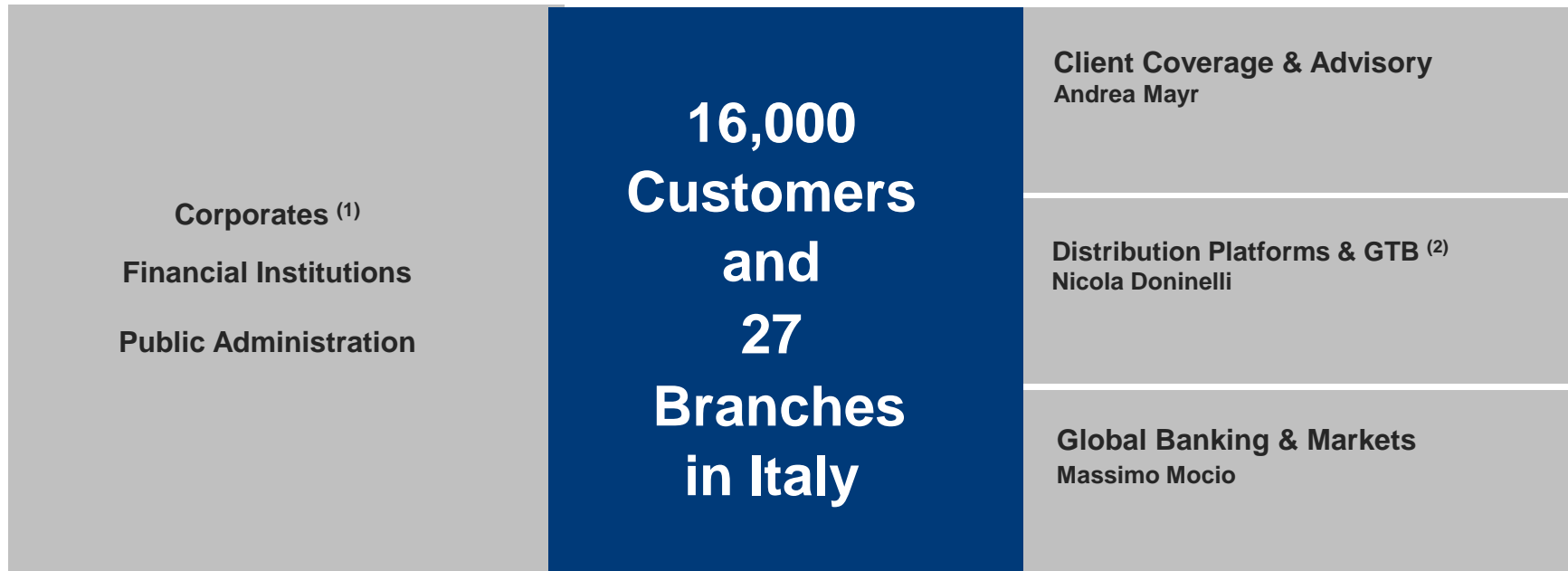
(1) Including SME Finance activity (industrial credit, leasing and factoring)

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

IMI Corporate & Investment Banking Division



A global partner for corporates, financial institutions and public administration, including internationally through a specialist network of branches, representative offices, and subsidiaries focused on corporate banking




Figures as at 31 March 2024

(1) Grouped, in accordance with a sector-based model, in the following 8 industries: Automotive & Industrials; Basic Materials & Healthcare; Energy; Food & Beverage and Distribution; Retail & Luxury; Telecom, Media & Technology; Infrastructure; Real Estate

(2) Including IMI CIB International Network (Foreign branches, representative offices and corporate banks)

IMI Corporate & Investment Banking Division

The international network spreads across 24 countries

CORPORATE BANKS	DIRECT BRANCHES	REPRESENTATIVE OFFICES (1)
 INTESA SANPAOLO BANK IRELAND  INTESA SANPAOLO BRASIL SA  INTESA SANPAOLO BANK LUXEMBOURG	European Hub (Milan) Amsterdam Frankfurt Madrid Paris Warsaw	
UK & MEA	Abu Dhabi Doha Dubai Istanbul London	Beirut Cairo
Asia Pacific	Hong Kong Shanghai Singapore Sydney Tokyo	Beijing Ho Chi Minh City Jakarta Mumbai Seoul
USA & Americas	New York	Washington D.C.

Figures as at 31 March 2024

(1) The Representative Offices include European Regulatory & Public Affairs in Brussels

Divisione IMI Corporate & Investment Banking

Commercial and Transaction Banking		Investment Banking & Structured Finance
Commercial Banking	Transaction Banking	
Lending and Guarantees	Cash Management	M&A Advisory
Leasing	Trade & Structured Export Finance	Equity Capital Markets
Factoring and Confirming	Merchant Services and Cards	Debt Capital Markets
	Securities Services	Structured Finance

Capital Markets

Markets

Equity

Fixed Income

Commodities

Foreign Exchange

Investment Products for
distribution

Market Hub

Clearing Service

Solutions

Hedging Solutions

Investment & Liquidity
Solutions

Loan Management &
Advisory

Loan Syndication

Risk Transfer &
Financing

Securitisation

Solutions & Financing

Sustainable Solutions

Loans

Bonds

Sustainable Hedging

Circular Economy

The International Subsidiary Banks Division

Albania



Bosnia and Herzegovina



Croatia



Czech Republic



Egypt



Hungary



**7.2 million
Customers
and
882 Branches
in 12 countries**

Moldova



Romania



Serbia



Slovakia



Slovenia



Ukraine








Strategic international presence in commercial banking in Central Eastern Europe and Middle Eastern and North African areas

The International Subsidiary Banks Division

Country	Bank	Manager	Total Assets (euro m)	Ranking (by Total Assets)	Branches	Customers
Albania	 INTESA SANPAOLO BANK Albania	Alessandro D'Oria	1,957	4	35	253,000
Bosnia and Herzegovina	 INTESA SANPAOLO BANKA Bosna i Hercegovina	Marco Trevisan	1,339	6	43	153,000
Croatia	 PRIVREDNA BANKA ZAGREB	Dinko Lucić	15,902	2	141	1,417,000
Egypt	 ALEXBANK بنك الإسكندرية	Dante Campioni	3,507	6	173	1,904,000
Hungary	 CIB BANK	Pál Simák	8,366	8	60	457,000
Moldova	 EXIMBANK	Marco Santini	299	6	17	60,000

Figures as at 31 March 2024

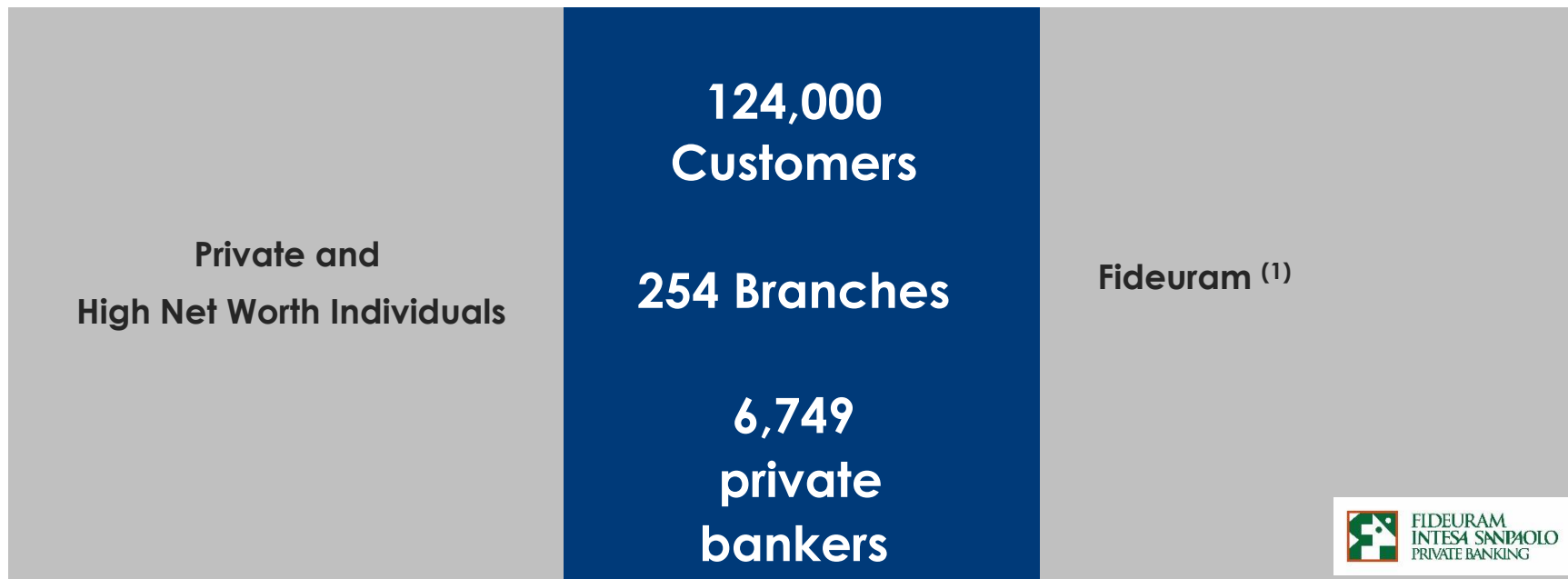
The International Subsidiary Banks Division

Country	Bank	Manager	Total Assets (euro m)	Ranking (by Total Assets)	Branches	Customers
Romania	 INTESA SANPAOLO BANK Romania	Paolo Vivona	1,434		34	53,000
Serbia	 BANCA INTESA Beograd	Darko Popovic	8,166	1	142	1,409,000
Slovakia	 VÚB BANKA	Jozef Kausich	24,360	2	157	1,286,000
Slovenia	 INTESA SANPAOLO BANK Slovenia	Luigi Fuzio	4,045	4	40	172,000
Ukraine	 PRAVEX BANK	Gianluca Corrias	- (1)		40	75,000

Figures as at 31 March 2024

(1) The balance sheet of Pravex Bank has been consolidated on the basis of the countervalue of 2023 year-end figures at the exchange rate as at 31.3.24

The Private Banking Division



The Division serves the customer segment consisting of Private clients and High Net Worth Individuals with the offering of products and services tailored for this segment. Its international business is carried out including through the Reyl Intesa Sanpaolo hub

Figures as at 31 March 2024

(1) The parent company Fideuram - Intesa Sanpaolo Private Banking ("Fideuram") controls Intesa Sanpaolo Private Banking, IW Private Investments, SIREF Fiduciaria, Intesa Sanpaolo Wealth Management, Reyl Intesa Sanpaolo, Fideuram - Intesa Sanpaolo Private Banking Asset Management and Fideuram Asset Management Ireland

The Asset Management Division



Asset management solutions targeted at the Group's customers, commercial networks outside the Group, and the institutional clientele

Figures as at 31 March 2024

(1) The parent company Eurizon Capital SGR controls Eurizon Capital S.A., Epsilon SGR, Eurizon Asset Management Slovakia, Eurizon Asset Management Hungary, Eurizon Asset Management Croatia, Eurizon Capital Real Asset SGR, Eurizon SLJ Capital LTD and Eurizon Capital Asia Limited

The Insurance Division

Insurance



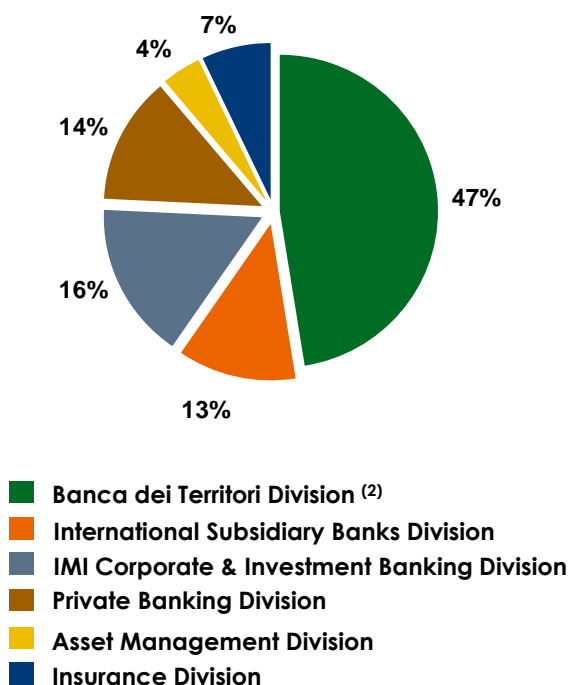
174 billion euro
Direct Deposits

Insurance and pension products tailored for the Group's clients

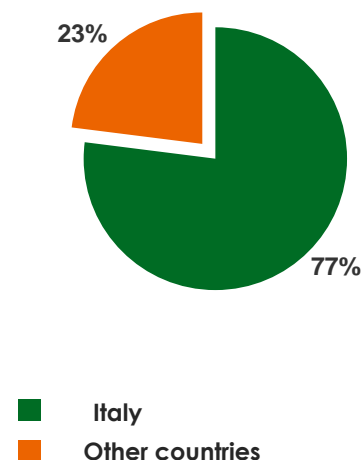
Breakdown of consolidated results as at 31 March 2024

Operating Income

Breakdown
by Business Area ⁽¹⁾



Breakdown
by Geographical Area ⁽³⁾



Figures may not add up exactly due to rounding differences

(1) Excluding the Corporate Centre

(2) Domestic Commercial Banking

(3) Figures as at 31 December 2023

The Group Italian network

NORTH WEST

Intesa Sanpaolo		Subsidiaries	
Branches	Company	Branches	
961	Fideuram	101	

NORTH EAST

Intesa Sanpaolo		Subsidiaries	
Branches	Company	Branches	
639	Fideuram	59	

CENTRE

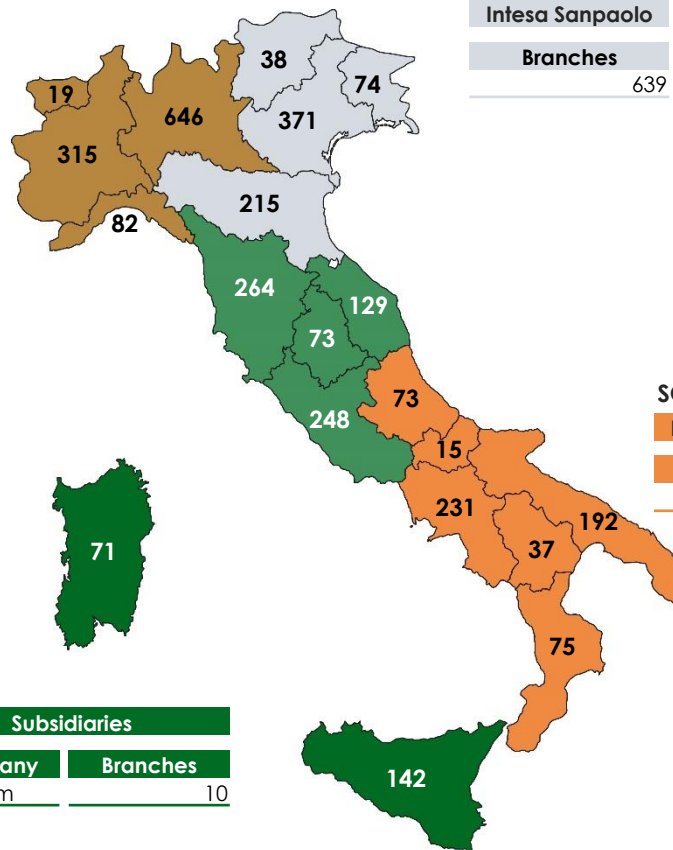
Intesa Sanpaolo		Subsidiaries	
Branches	Company	Branches	
669	Fideuram	45	

SOUTH

Intesa Sanpaolo		Subsidiaries	
Branches	Company	Branches	
590	Fideuram	33	

ISLANDS

Intesa Sanpaolo		Subsidiaries	
Branches	Company	Branches	
203	Fideuram	10	



Figures as at 31 March 2024

The Group product companies in Italy (1)

**Wealth
Management
& Protection**

Fiduciary Services

Consumer Credit (2)



(1) Factoring and Leasing activities are carried out directly by Intesa Sanpaolo S.p.A, the Parent Company

(2) Consumer Credit activities are also carried out directly by Intesa Sanpaolo S.p.A, the Parent Company

The Group International network

EUROPE

Direct Branches

Amsterdam
Frankfurt
Istanbul
London
Madrid
Paris
Warsaw

Representative Offices

Brussels ⁽¹⁾

Country	Subsidiaries	Branches
Albania	Intesa Sanpaolo Bank Albania	35
Belgium	Intesa Sanpaolo Wealth Management	2
Bosnia and Herzegovina	Intesa Sanpaolo Banka Bosna i Hercegovina	43
Croatia	Privredna Banka Zagreb	141
Czech Republic	VUB Banka	1
Hungary	CIB Bank	60
Ireland	Intesa Sanpaolo Bank Ireland	1
Luxembourg	Intesa Sanpaolo Wealth Management Intesa Sanpaolo Bank Luxembourg	1
Moldova	Eximbank	17
Romania	Intesa Sanpaolo Bank Romania	34
Russian Federation	Banca Intesa	27
Serbia	Banca Intesa Beograd	142
Slovakia	VUB Banka	156
Slovenia	Intesa Sanpaolo Bank	40
Switzerland	Reyl Intesa Sanpaolo	3
Ukraine	Pravex Bank	40

AFRICA

Representative Offices

Cairo

Country

Egypt

Subsidiaries

Bank of Alexandria

Branches

173



AMERICA

Direct Branches

New York

Representative Offices

Washington D.C.

Country

Brazil

Subsidiaries

Intesa Sanpaolo Brasil

Branches

1

AUSTRALIA/OCEANIA

Direct Branches

Sydney

ASIA

Direct Branches

Abu Dhabi

Doha

Dubai

Hong Kong

Shanghai

Singapore

Tokyo

Representative Offices

Beijing

Beirut

Ho Chi Minh City

Jakarta

Mumbai

Seoul

Figures as at 31 March 2024

(1) European Regulatory & Public Affairs

International presence of the Group product companies

Leasing

 CIB LEASING

 INTESA
LEASING
Beograd

 PBZ LEASING

 VÚB OPERATING
LEASING

Wealth Management

 INTESA SANPAOLO
WEALTH MANAGEMENT
Luxembourg

 EURIZON
ASSET MANAGEMENT

 FIDEURAM
ASSET MANAGEMENT IRELAND

 INTESA SANPAOLO
VITA

 INTESA
INVEST
Beograd

 REYL
INTESA SANPAOLO

 意才
YI TSAI