

PRESS RELEASE

**INTESA SANPAOLO:
SUPPORT FOR INTERNATIONALISATION OF SMEs EXTENDED
THANKS TO SYNERGY BETWEEN INTERNATIONAL
SUBSIDIARY BANKS AND BANCA DEI TERRITORI DIVISIONS**

- **New growth opportunities for Italian SMEs in the 12 countries served by the Group's retail banks in Central and South-Eastern Europe and North Africa**
- **Dedicated financing lines and solutions and onboarding teams for Italian companies at the Group's foreign banks.**
- **Two thousand Italian industrial groups with their own subsidiaries in countries within the ISBD foreign network perimeter**
- **Giuseppe Ferraro: "The project will speed the extension of the initiative to countries in which the Group enjoys a leadership role and will provide increasing support to both Italian companies operating in those areas and foreign companies operating in Italy. Just a few months from launch, €250 million in financing has already been approved."**

Milan, 16 February 2024 – **Intesa Sanpaolo** has launched a synergistic programme between its **International Subsidiary Banks Division (ISBD)** and **Banca dei Territori Division (BDT)** to further enhance cross-border business opportunities for mid-corporates operating in the 12 countries served by the Group's retail banks in Central and South-Eastern Europe and North Africa.

The programme's ambition is to strengthen **Intesa Sanpaolo's** positioning as **bank of reference** and **long-term partner for businesses**, leveraging the Group's **synergistic operating models**.

The project, which aims to harness intragroup synergies for SMEs – already successfully implemented last year in the markets of Slovakia (through VUB Banka), Romania (Intesa Sanpaolo Bank) and Hungary (CIB Bank) – is now being extended to **Albania, Croatia, Serbia** and **Slovenia**, and will continue to be expanded to other markets where more than 2,000 Italian industrial groups are present with their own subsidiaries in countries within the ISBD foreign network's perimeter.

The programme, set up jointly by the **Banca dei Territori Division** led by **Stefano Barrese** and the **International Subsidiary Banks Division** led by **Marco Elio Rottigni**, calls for an increase in lines of financing and the offering of products and services dedicated to internationalisation, now also involving Intesa Sanpaolo Bank in **Albania**, Privredna Banka Zagreb in **Croatia**, Banca Intesa Beograd in **Serbia**, Intesa Sanpaolo Bank in **Slovenia**, the **regional offices** of Banca dei Territori and the **Agribusiness Department**.

Within this framework, the Italian **road show will be held later this month**: four meetings with local companies in Venice (19 February), Padua (20 February), Jesi (21 February) and Florence (22 February).

Giuseppe Ferraro, Head of the Corporate & SME Department of Intesa Sanpaolo's International Subsidiary Banks Division commented: *“Just a few months after launch, the project to reinforce the synergies between the International Subsidiary Banks Division and the Banca dei Territori Division has achieved results far in excess of the targets set, with more than 600 customers involved and over €250 million in financing granted. The success of the project, which helps further strengthen the Intesa Sanpaolo Group's international positioning, has made it speed the extension of the initiative to national markets where the Group occupies a position of leadership, to provide increasing support for both Italian companies operating in these areas and foreign companies operating in Italy.”*

Media Relations

Intesa Sanpaolo

Corporate & Investment Banking and Governance Areas

stampa@intesasanpaolo.com

Intesa Sanpaolo is Italy's leading banking group – serving families, businesses and the real economy – with a significant international presence. Intesa Sanpaolo's distinctive business model makes it a European leader in Wealth Management, Protection & Advisory, highly focused on digital and fintech, in particular with Isybank, the Group's digital bank. An efficient and resilient Bank, it benefits from its wholly-owned product factories in asset management and insurance. The Group's strong ESG commitment includes providing €115 billion in impact lending by 2025 to communities and for the green transition, and €500 million in contributions to support people most in need, positioning Intesa Sanpaolo as a world leader in terms of social impact. Intesa Sanpaolo is committed to Net Zero by 2030 for its own emissions and by 2050 for its loan and investment portfolios. An engaged patron of Italian culture, Intesa Sanpaolo has created its own network of museums, the Gallerie d'Italia, to host the bank's artistic heritage and as a venue for prestigious cultural projects.

News: group.intesasanpaolo.com/en/newsroom/news

X: @intesasanpaolo

LinkedIn: linkedin.com/company/intesa-sanpaolo