# FORM 6-K

# SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

**Report of Foreign Private Issuer** 

Pursuant to Rule 13a-16 or 15d-16 of the Securities Exchange Act of 1934

For the period September 12, 2006

# SANPAOLO IMI S.p.A.

(Exact name of registrant as specified in its charter)

Piazza San Carlo 156 10121 Turin, Italy

(Address of principal executive offices)

| Indicate by check mark whether the registrant files or will file annual reports under cover Form | 20-F or Form 40-F. |
|--|--------------------|
| Form 20-F ⊠ Form 40-F □  |                    |

Indicate by check mark whether the registrant by furnishing the information contained in this form is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.

Yes □ No ⊠

### SANPAOLO IMI GROUP

### **NEWS RELEASE**

### Results to June 30, 2006 approved

- NET INCOME: 1,140 million euro (+27.5% against first half 2005)
- CURRENT OPERATING INCOME: 1,769 million euro (+23.5% against first half 2005)
- GROSS OPERATING INCOME: 4,354 million euro (+10.3% against first half 2005)
- ANNUALIZED RoE: 17.8% (15.7% in first half 2005, 17.2% in 2005)
- COST INCOME RATIO: 53.1% (56.4% in first half 2005). In the second quarter the ratio was 52.4%.
- ASSET QUALITY: ratio of non-performing loans to loans to customers 0.7% (0.8% at the end of June 2005); ratio of doubtful loans to total net loans 2.09% (2.5% at the end of June 2005)
- 35,000 NEW RETAIL CUSTOMERS IN THE SIX MONTHS
- MEDIUM- & LONG-TERM LOANS: 3,700 million euro in personal loans and domestic mortgages by the commercial banks (+27% on the first half of 2005).

More than 4,000 million euro in medium- & long-term loans to companies by the commercial banks (+34% on the first half of 2005)

Principal profit margins and business volumes grew compared with the first half of 2005:

- Gross operating income was 4,354 million euro (+10.3%), thanks to positive development in all areas: the net interest income rose to 2,019 million euro (+8.3%), net commissions were 1,709 million euro (+9.3%), dividends and results from other financial assets and liabilities rose to 325 million euro (+49.8%) and the result of the insurance business rose to 203 million euro (+11.5%).
- Loans to customers rose 11.2% from June 2005 and 5.6% from the beginning of the year, with further improvements in credit quality. Doubtful loans fell 6.8% from June 2005 and 7.4% from the beginning of the year.
- Financial assets of customers also grew: +5.7% from June 2005 and +2.7% on the end of 2005. The positive trend in direct deposits (+5.4% on the 12

months and +4% from December 2005) and indirect deposits (+5.5% on the 12 months and +1.4% from the end of December) continued.

In the second quarter of 2006 the level of earnings was the highest of the previous six quarters: gross operating income was 2,239 million euro (+5.9% against the first quarter of 2006, with the creation of 124 million euro in new revenues) and net interest and other banking income reached 2,102 million euro. Net income in the second quarter was 621 million euro, up 19.7% on the first quarter of 2006. Average net income calculated for the first two quarters of 2006 was up 15% compared to the 2005 quarterly average.

**Turin, September 12, 2006** – The Board of Directors of SANPAOLO IMI today approved the results of the Group at June 30, 2006, prepared according to IAS/IFRS accounting principles.

The results show a positive development in the principal profit margins compared to the same period of 2005. The Group achieved a decisive improvement in **gross operating income** (+10.3%), to 4,354 million euro, thanks to strong revenues: **net interest income** rose to 2.019 million euro (+8.3%), **net commissions** to 1,709 million euro (+9.3%), **insurance business** to 203 million euro (+11.5%). **Net interest and other banking income** rose to 4,121 million euro (+10.9%) and **current operating income** was 1,769 million euro (+23.5%).

Credit quality remained high, thanks to the selective criteria used in loan disbursement and strict provisioning polices, as demonstrated by the total of doubtful loans, down 7.4% on the end of 2005.

Net income was thus 1,140 million euro against 894 million in the same period of 2005 (+27.5%).

The Group acquired 35,000 new retail customers and 450 corporate clients in the period; in the second quarter alone more than 21,000 new retail customers joined the bank.

The performance in the half is in line with the objectives of the Three-Year Plan, which envisages RoE of 18% and a cost/income ratio of 52% in 2008.

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### Consolidated results at June 30, 2006(1).

Group **gross operating income** was 4,354 million euro (+10.3% on the first half of 2005), thanks to a positive performance in ordinary business areas.

**Net interest income** in 2006 was 2,019 million euro, with an increase of 8.3% on the first half of 2005 and accelerating compared to the growth of 7.8% recorded in the first quarter of 2006. The principal growth factor came from customer business. Average

### (1) Consolidation note

Note that, for consistent comparison, the first half 2005 figures have been restated to take account of changes made by the European Commission on certain international accounting principles subsequent to the publication of the 2005 Report. In terms of consolidation, therefore, the figures for the first six months and full year 2005 include the consolidation of the grouping of Fideuram Wargny and Gest Line among income from discontinuing operations net of taxes in line with IFRS 5.

interest-earning assets rose by 13.3% on the first half of 2005, total average spread fell by 13 basis points, as did customer spreads (16 basis points), as a result of excess supply in the system causing mark-up pressures.

**Loans to customers** at the end of June were 147.3 billion euro, significantly up on December 2005 (+5.6%), and on the 12 months (+11.2%). Performance benefited from both long- and medium term and short-term financing: the latter grew 10.6% in the 12 months. The total shows good progress in retail (5.5 billion euro drawn down by the commercial banks with 2.8 billion euro in domestic mortgages and 0.9 million in personal loans, up 25.6% on the same period of 2005) and corporates (financings of more than 4 billion euro, +34.3% on the first half of 2005); however, loans to public works and infrastructure fell 7.3% from the beginning of the year (Banca OPI's loan book at the end of the period was 19.2 billion euro).

**Direct deposits** were 171.9 billion euro, up 4% from the beginning of the year and 5.4% in the 12 months.

At the end of June the Group's domestic market share was 10.1% in loans and 10.7% in direct deposits.

Group **net commissions** in the first half of 2006 were 1,709 million euro, up 9.3% on the end of June 2005. The growth was driven by management, trading and consultancy (+15.2%), thanks above all to the performance in asset management (+13.4%) which represents more than half of total commissions. Again in asset management, trading and consultancy, the good results in trading and custody (+29.9%), which benefited from commissions relating to Wind and structured finance securities, should be noted. The sector was affected by uncertainties in financial markets; furthermore the tendency of rising interest rates took interest from fixed income securities. Customer preferences turned towards more flexible products such as flexible funds and management.

**Financial assets of customers** at the end of June were 412.7 billion euro, up 2.7% from the end of December 2005 and 5.7% in the 12 months.

The stock of **indirect deposits** reached 265.8 billion euro, up 1.4% from the beginning of the year and 5.5% on the 12 months, largely because of asset management. From December 2005, there was a change in composition of customer assets from actively managed to funds under administration and direct deposits. Asset management was affected by the second quarter's negative performance in financial markets and expectations of further rises in interest rates, reflected in the outflow of funds and fall in value)of managed funds. **Asset management** volumes were thus 155.8 billion euro, up 2.6% in the 12 months, but down 1.4% from the beginning of the year. Mutual funds and fund-based management were 104.4 billion euro (+3.3% in the12 months and -1.7% from the beginning of the year): in this context the greater weight in flexible funds, up since June by 3 percentage points should be noted. The new "Absolute Return" funds attracted savers and achieved net inflows in the half of approximately 3.3 billion euro.

The SANPAOLO IMI Group continues to occupy the number one position in mutual funds, with a domestic market share of 18.1% calculated on the new and broader Assogestioni definitions, which included funds promoted in Italy by foreign law Sicavs.

Total **assets under administration** at the end of June 2006 were 110 billion euro (+9.9% in the 12 months and +5.5% from the beginning of the year).

**Life technical reserves and financial liabilities** showed an increase in the 12 months (+0.7%) and a fall on the levels at the end of 2005 (-1.3%), standing at 45.3 million euro: the progressive maturity of the portfolio was not counterbalanced by new written policies in the first half. Against this negative trend at system level, a review of life products is under way to support the development of the business and its effect will be clear from the second half of the year.

The **insurance result** was 203 million euro (+11.5% against the same period in 2005). This result was achieved during a slowdown related to the transitional phase and relaunch of the Eurizon group, thanks to positive results in financial management.

**Dividends and results from other financial assets and liabilities** were 325 million euro (+49.8% against June 2005). The increase is due to Banca IMI's traditional activities. A substantial contribution came from financial markets business and securities, foreign exchange and commercial bank derivatives: in particular, interest and exchange rate derivatives generated consolidated revenues of 78 million euro, exceeding the total for the whole of 2005. The results also include more than 12 million euro profit on the sale of FIAT securities resulting from the FIAT Convertible Facility and 30 million euro from the sale of certain minority interests available for sale.

**Profits from shareholdings**, 59 million euro, were down by 24.4% on the same period of 2005, which had benefited from significant capital gains resulting from private equity investments.

Net interest and other banking income was 4,121 million euro, up 10.9% on an annual basis.

**Net value adjustments for loan deterioration** amounted to 233 million euro, in line with the 229 million euro in the first half of 2005, confirming the satisfactory risk profile of the Group's loan portfolio. Coverage of doubtful loans remains high and such as to cover a substantial guarantee of recoverability. The valuation of the inherent risk in the performing loan portfolio led to a general provision 92 million euro, down 36.1% on the first half of 2005. The Group general reserve was 1,171 million euro, 0,8% of the performing loan portfolio, in line with the results at 31 December 2005.

**Non-performing loans** fell by 3.3% (1,044 million euro against 1,080 as of end-December and 1,109 at June 2005), while **problem and restructured loans** (1,188 million euro) rose by 1.7%; the coverage ratios were respectively 76.1% and 31.4%.

Asset quality, thanks to selective criteria in loan disbursement and a strict provisioning policy, remains high and the credit risk indices of the Group were, there, always at good levels: ratios of non-performing loans/loans to customers and problem and restructured

loans/loans to customers were respectively 0.7% and 0.8%. The ratio of doubtful loans to total net loans at the end of June was 2.09% (2.5% at the end of June 2005).

<u>Current operating income</u> was 1,769 million euro (+23.5% against June 2005), benefiting from the strong revenue performance.

**Operating expenses were** 2,313 million euro, up 3.8% on the first half of 2005 compared to 1.8% in the first quarter of 2005: personnel expenses (1,398 million euro) grew by 4.9% against an average rise of 1.3% in numbers as a result of investments in the commercial network and insurance business. Personnel expenses were further influenced by contractual salary increases due to the renewal of the national labor contract (CCNL) renewed in February 2005, provisions for the possible renewal of the CCNL at the end of 2005 and increase in variable remuneration. The last factor grew because of medium-term incentives to support the Three-year Plan, the wider shareholding scheme and increased provision for the incentive scheme related to the positive results of the Group in the opening months of 2006.

Other administrative expenses were 733 million euro (+5.6% on the first half of 2005): the increase was largely due to promotional costs for the Winter Olympic Games Torino 2006, of which SANPAOLO IMI was Principal Sponsor and property maintenance charges.

The cost/income ratio fell to 53.1%, an improvement of 3.3 percentage points on the same period of 2005.

Net income, after deduction of income taxes and minority interests, was 1,140 million euro (+27.5%).

The tax rate was 36.1%, slightly higher than in the corresponding period of 2005.

Net shareholders' funds of the Group at June 30, 2006 were 13,949 million euro (13,483 million euro at December 31, 2005). The changes in the first half of 2006 were due principally to income at the end of the period, net of dividends paid for 2005, accounting for stock options and change in valuation reserves, thanks to the fair value revaluation of certain shareholding interests (289 million euro), including SCH, Fiat, Ixis Asset Management and Ixis Corp & Investment Bank

At the end of June 2006 the solvency ratios of the Group were 7.7% (tier 1 ratio) and 10.4% (total risk ratio).

At June 30, 2006 the SANPAOLO IMI Group had a total network of 3,186 branches in Italy, with a market share 10%, 131 branches abroad, 19 representative offices, 42,647 employees and 4,199 financial salespeople.

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### Second quarter 2006 consolidated results.

The second quarter showed improved profit margins compared to the first, benefiting from good progress in revenues with best results for six quarters.

The gross operating income in the second quarter was 2.239 million euro, up 5,9% on the first: the increased revenues (124 million euro) were in all areas and come largely from structural changes in current operating performance.

The increase in operating expenses in the second quarter (1,174 million euro against 1,139 million euro in the first quarter of 2006) is due to various factors: personnel expenses (to support the Three-Year Plan), professional expenses related to commercial initiatives and rationalization and net value adjustments for tangible and intangible assets, which discounted seasonal adjustments to the investment timetable.

Net income in the second quarter was 621 million euro, up 19.7% on the previous quarter. Average net income for the two quarters of 2006 was 15% more than the 2005 quarterly average.

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### 2006 first half consolidated results by business sectors.

### Banking.

Banking is the core business of the Group and represents the point of reference for the definition, development and coordination of the commercial strategies of all the Group's networks. The sector employs 80% of Group personnel, generated 83% of dealings, and contributed 81% of consolidated revenues and 81% of consolidated net income. Net of tax, net income for the first half of 2006 was 918 million euro, against 703 million in the same period of 2005 (restated *pro forma*), +30.6%. Together with a growth of 12.3% in capital absorbed, this means an increase in annualized RORAC of more than three percentage points (24.6%) compared to the same period in the previous year. This was accompanied by a reduction of 3.4 percentage points in the cost/income ratio, following the development of revenues and contained growth of operating expenses. The sector was marked by positive performance in all profit margins, helped by the increase in financial assets of customers (+5.6%) and net loans to customers (+11%). Net interest income showed an increase of 8.8% which, together with the recovery in other commercial banking revenues and greater income from Wholesale, led to an increase in gross operating income of 10.6%. Revenue performance thus led to an increase in current operating income of +25.9%, with a slight fall in value adjustments and growth of 3.8% in operating costs compared to the first half of 2005.

The *Retail & Private* business line works with families, small business and private clients and also includes Neos Banca (consumer credit) and Farbanca (remote banking in health services). Volumes, almost half of the Group's Business, showed a growth of 5.1% on the end of June 2005, thanks to increased loans to customers (+15.3%) and, slightly less, in financial assets (+3.2%). The gross banking income of Retail & Private showed a growth of 9.6% against the same period of the preceding year, thanks to increases in interest income and net commissions. Revenue performance led to an increase of 20.7% in net income of 431 million euro. Capital absorbed was 16%, down, in terms of relative weight, against the same period of the preceding year. Annualized

profitability, up to 42.7% from 35.8% in the first six months 2005, reflected the increase in net income.

Corporate includes Sanpaolo Leasint (leasing). Business volumes followed the growth trend of the previous year, with an increase of 13.2% (annual), due to lending (+15.3%) and deposits (+7.6%). The lending performance was particularly pleasing in a period of strong market supply and increased competitiveness, reducing credit spreads. Revenues rose by 11.8% on the first half of 2005, thanks mainly to the increase in commissions and results from other financial assets and liabilities, which benefited from the development of interest rate and exchange rate derivatives for corporates. Net interest income rose by 6.2%, led by positive operating volumes, which effectively matched the downturn in mark-up. Operating expenses were largely stable while current operating income reached 293 million euro against 223 million in the first six months of 2005. Net income was 166 million euro, up 33.9% on the same period of the previous year. Greater capital absorption, due to higher lending, was amply compensated for by the increase in income which led to an improvement of almost two percentage points in annualized profitability in RORAC, up to 11.4%. Equally significant was progress in terms of efficiency: the cost/income ratio (38.9%) fell by more than four percentage points against the same period in the previous year.

### Savings and Pensions.

Eurizon Financial Group comprises EurizonVita, the sales networks of Banca Fideuram and, from January, Sanpaolo IMI Asset Management. The gross operating income in the first half of 2006 grew by 9.4% compared to the same period in 2005 (*pro forma*). The progress was generated above all by greater revenues from EurizonVita and higher net commissions from Fideuram and Sanpaolo Imi Asset Management. Net commissions were 416 million euro (+11.2%) and the insurance result was 193 million euro (+13.5%). The contribution to consolidated net income, which represents about 22% of Group income, was 251 million euro (+20.7%). Performance was influenced by the increase in operating expenses (+9.9%) related to both Eurizon start-up costs, and to new projects and marketing by Banca Fideuram. Operating data show a significant growth in asset management in the 12 months (+3.8%), thanks to positive progress in mutual funds and asset management. Capital absorbed was 11% of Group capital (+6.7% against the first half of 2005). Annualized profitability grew from 31.9% at 36.1%.

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The results are reported in detail in the statement of income and consolidated balance sheet included in the Report approved by the Board of Directors and attached to this news release. Note that these tables have not been audited by PricewaterhouseCoopers and the auditors have still not completed their limited audit of the half-year results. The half-year report at June 30, 2006 is available to shareholders and the market pursuant to art.82, comma 2, Delibera Consob May 14, 1999 11971 and successive modifications, in place of the information regarding the second quarter of 2006.

### IMPORTANT INFORMATION

In connection with the proposed business combination, the required information document will be sent to Commissione Nazionale per le Società e la Borsa ("CONSOB") and, to the extent that the shares issued in connection with the proposed business combination will be required to be registered in the United States, a registration statement on Form F-4, which will include a prospectus, may be filed with the United States Securities and Exchange Commission ("SEC"). If an exemption from the registration requirements of the U.S. Securities Act of 1933 (the "Securities Act") is available, the shares issued in connection with the proposed business combination will be made available within the United Sates pursuant to such exemption and not pursuant to an effective registration statement on Form F-4. Investors are strongly advised to read the documents that will be sent to CONSOB, the registration statement and prospectus, if and when available, and any other relevant documents sent to CONSOB and/or the SEC, as well as any amendments or supplements to those documents, because they will contain important information. If and when filed, investors may obtain free copies of the registration statement, the prospectus as well as other relevant documents filed with the SEC, at the SEC's web site at www.sec.gov and will receive information at an appropriate time on how to obtain these transaction-related documents for free from the parties involved or a duly appointed agent.

This communication does not constitute an offer to purchase, sell or exchange or the solicitation of an offer to purchase, sell or exchange any securities, nor shall there be any purchase, sale or exchange of securities in any jurisdiction in which such offer, solicitation or sale or exchange would be unlawful prior to the registration or qualification under the laws of such jurisdiction. The distribution of this communication may, in some countries, be restricted by law or regulation. Accordingly, persons who come into possession of this document should inform themselves of and observe these restrictions. To the fullest extent permitted by applicable law, the companies involved in the proposed business combination disclaim any responsibility or liability for the violation of such restrictions by any person.

The shares to be issued in connection with the proposed business combination may not be offered or sold in the United States except pursuant to an effective registration statement under the Securities Act or pursuant to a valid exemption from registration.

# Reclassified consolidated statement of income

|   | H106<br>(€/mil) | H105<br>(€/mil) | Change<br>H106/H105<br>(%) | 2005<br>(€/mil) |
|---|-----------------|-----------------|----------------------------|-----------------|
| A. Net interest income  | 2.019           | 1.864           | +8,3                       | 3.798           |
| B. Net commissions  | 1.709           | 1.563           | +9,3                       | 3.284           |
| C. Income from credit disposals, assets held to maturity and        |                 |                 |                            |                 |
| repurchase of financial liabilities                                 | 39              | 43              | -9,3                       | 58              |
| D. Dividends and income from other financial assets and liabilities | 325             | 217             | +49,8                      | 526             |
| E. Profits (losses) on equity shareholdings                         | 59              | 78              | -24,4                      | 104             |
| F. Result of insurance operations                                   | 203             | 182             | +11,5                      | 431             |
| TOTAL OPERATING INCOME  | 4.354           | 3.947           | +10,3                      | 8.201           |
| G. Net adjustments to loans   | -233            | -229            | +1,7                       | -492            |
| H. Net adjustments to other financial assets                        | _               | -3              | n.s.                       | -1              |
| NET OPERATING INCOME  | 4.121           | 3.715           | +10,9                      | 7.708           |
| I. Personnel costs  | -1.398          | -1.333          | +4,9                       | -2.769          |
| L. Other administrative costs                                       | -733            | -694            | +5,6                       | -1.452          |
| M.Net adjustments to tangible and intangible assets                 | -182            | -201            | -9,5                       | -435            |
| - Operating costs   | -2.313          | -2.228          | +3,8                       | -4.656          |
| N. Other net income/expenses  | 26              | 42              | -38,1                      | 74              |
| O. Impairment of goodwill   |                 |                 |                            | -47             |
| P. Profit (losses) from disposals of investments                    | _               | 13              | n.s.                       | 16              |
| Q. Net provisions for other risks and charges                       | -65             | -110            | -40,9                      | -141            |
| PRE-TAX OPERATING PROFIT  | 1.769           | 1.432           | +23,5                      | 2.954           |
| R. Taxes for the period   | -639            | -507            | +26,0                      | -919            |
| S. Profit (losses) on discuntinued operations                       | 44              | -4              | n.s.                       | 5               |
| T. Profit attributable to minority interests                        | -34             | -27             | +25,9                      | -57             |
| NET PROFIT  | 1.140           | 894             | +27,5                      | 1.983           |

<sup>1)</sup> The consolidated reclassified statement of income is designed to reflected operational management. In particular, the contribution op the Group's insurance companies to "Total operating income" is conventionally cited in the specific line item "Result of insurance operations"

# Quarterly analysis of reclassified consolidated statement of income (1)

|  | 20              | 06              |                  |                 | 2005            |                 |                               |
|--|-----------------|-----------------|------------------|-----------------|-----------------|-----------------|-------------------------------|
|  | 30/6<br>(€/mil) | 31/3<br>(€/mil) | 31/12<br>(€/mil) | 30/9<br>(€/mil) | 30/6<br>(€/mil) | 31/3<br>(€/mil) | Average<br>quarter<br>(€/mil) |
| A. Net interest income   | 1026            | 993             | 980              | 954             | 943             | 921             | 949                           |
| B. Net commissions   | 856             | 853             | 861              | 860             | 816             | 747             | 821                           |
| C. Income from credit disposals, assets held to maturity and repurchase of financial liabilities | 29              | 10              | 2                | 13              | 38              | 5               | 15                            |
| assets and liabilities   | 181             | 144             | 102              | 207             | 166             | 51              | 132                           |
| E. Profits (losses) on equity shareholdings  | 44              | 15              | 15               | 11              | 66              | 12              | 26                            |
| F. Result of insurance operations  | 103             | 100             | 129              | 120             | 118             | 64              | 108                           |
| TOTAL OPERATING INCOME   | 2.239           | 2.115           | 2.089            | 2.165           | 2.147           | 1.800           | 2.051                         |
| G. Net adjustments to loans  | -137            | -96             | -135             | -128            | -142            | -87             | -123                          |
| H. Net adjustments to other financial assets   |                 | _               | 3                | -1              | -2              | -1              | _                             |
| NET OPERATING INCOME   | 2.102           | 2.019           | 1.957            | 2.036           | 2.003           | 1.712           | 1.928                         |
| I. Personnel costs   | -705            | -693            | -754             | -682            | -653            | -680            | -692                          |
| L. Other administrative costs  | -371            | -362            | -422             | -336            | -353            | -341            | -363                          |
| M. Net adjustments to tangible and intangible  |                 |                 |                  |                 |                 |                 |                               |
| assets   | -98             | -84             | -129             | -105            | -103            | -98             | -109                          |
|  | -1.174          | -1.139          | -1.305           | -1.123          | -1.109          | -1.119          | -1.164                        |
| N. Other net income/expenses   | 15              | 11              | 25               | 7               | 32              | 10              | 19                            |
| O. Impairment of goodwill  |                 | <u> </u>        | -46              | -1              |                 | _               | -12                           |
| P. Profit (losses) from disposals of investments   |                 |                 | 3                | _               | 13              |                 | 4                             |
| Q. Net provisions for other risks and charges  | -27             | -38             | -8               | -23             | -75             | -35             | <u>-35</u>                    |
| PRE-TAX OPERATING PROFIT   | 916             | 853             | 626              | 896             | 864             | 568             | 740                           |
| R. Taxes for the period  | -318            | -321            | -132             | -280            | -280            | -227            | -230                          |
| S. Profit (losses) on discontinued operations  | 38              | 6               | -11              | 20              | -10             | 6               | 1                             |
| T. Profit attributable to minority interests   | -15             | -19             | -9               | -21             | -13             | -14             | -14                           |
| NET PROFIT   | 621             | <u>519</u>      | 474              | 615             | <u>561</u>      | 333             | <u>497</u>                    |

<sup>(1)</sup> The consolidated reclassified statement of income is designed to reflected operational management. In particular, the contribution of the Group's insurance companies to "Total operating income" is conventionally cited in the specific line item "Result of insurance operations".

# Reclassified consolidated balance sheet

|  | 30/6/2006<br>(€/mil) | 30/6/2005<br>(€/mil) | Change 30/6/2006 - (%) | 31/12/05<br>(€/mil) |
|--|----------------------|----------------------|------------------------|---------------------|
| ASSETS   |                      |                      |                        |                     |
| A. Cash and liquidity  | 962                  | 1.016                | -5,3                   | 1.107               |
| B. Financial assets (other than loans and assets held to maturity) | 73.033               | 91.190               | -19,9                  | 77.402              |
| C. Financial assets held to maturity                               | 2.433                | 1.660                | +46,6                  | 2.535               |
| D. Credits due from banks  | 31.094               | 26.165               | +18,8                  | 28.836              |
| E. Loans to customers  | 147.330              | 132.443              | +11,2                  | 139.507             |
| F. Dealing securities  | 522                  | 855                  | -38,9                  | 435                 |
| G. Value adjustment of financial assets                            | _                    | _                    | _                      |                     |
| H. Shareholdings   | 985                  | 796                  | +23,7                  | 819                 |
| I. Reinsurance technical reservees                                 | 35                   | 23                   | +52,2                  | 29                  |
| L. Intangible assets   | 2.697                | 2.248                | +20,0                  | 2.177               |
| M. Goodwill  | 794                  | 762                  | +4,2                   | 756                 |
| N. Other intangible assets   | 232                  | 259                  | -10,4                  | 252                 |
| O. Tax assets  | 2.447                | 3.299                | -25,8                  | 2.728               |
| P. Non-current assets and others due for sale                      | 798                  |                      | n.s.                   | 220                 |
| Q. Other assets  | 6.881                | 6.910                | -0,4                   | 6.455               |
| Total assets   | 270.243              | 267.626              | +1,0                   | 263.258             |
| LIABILITIES AND NET CAPITAL  |                      |                      |                        |                     |
| A. Payables due to banks   | 36.376               | 39.963               | -9,0                   | 35.682              |
| B. Payables due to customers                                       | 98.009               | 89.907               | +9,0                   | 92.306              |
| C. Securities  | 48.509               | 48.072               | +0,9                   | 46.985              |
| D. Financial assets for trading                                    | 9.608                | 14.214               | -32,4                  | 11.342              |
| E. Financial assets at fair value                                  | 25.386               | 25.096               | +1,2                   | 25.939              |
| F. Hedging derivatives   | 354                  | 874                  | -59,5                  | 730                 |
| G. Value adjustment of financial liabilities                       | -98                  | 34                   | n.s.                   | -35                 |
| H. Tax liabilities   | 950                  | 1.261                | -24,7                  | 860                 |
| I. Liabilities related to activities due for sale                  | 585                  | _                    | n.s.                   | 164                 |
| L. Other liabilities   | 11.835               | 11.378               | +4,0                   | 10.573              |
| M. Reserves for risks and charges                                  | 2.575                | 2.627                | -2,0                   | 2.883               |
| N. Technical reserves  | 22.000               | 21.709               | +1,3                   | 22.113              |
| O. Minority interest   | 205                  | 196                  | +4,6                   | 233                 |
| P. Group shareholders' equity                                      | 13.949               | 12.295               | +13,5                  | 13.483              |
| Total liabilities  | 270.243              | 267.626              | +1,0                   | 263.258             |

# Quarterly analysis of reclassified consolidated balance sheet

|  | 20      | 2006    |         | 2005    |         |
|--|---------|---------|---------|---------|---------|
|  | 30/6    | 31/3    | 31/12   | 30/9    | 30/6    |
| Lagrange   | (€/mil) | (€/mil) | (€/mil) | (€/mil) | (€/mil) |
| ASSETS   |         |         |         |         |         |
| A. Cash and liquidity  | 962     | 967     | 1.107   | 870     | 1.016   |
| B. Financial assets (other than loans and assets held to maturity) | 73.033  | 75.068  | 77.402  | 90.678  | 91.190  |
| C. Financial assets held to maturity                               | 2.433   | 2.429   | 2.535   | 2.175   | 1.660   |
| D. Credits due from banks  | 31.094  | 34.724  | 28.836  | 29.937  | 26.165  |
| E. Loans to customers  | 147.330 | 144.170 | 139.507 | 138.289 | 132.443 |
| F. Dealing securities  | 522     | 324     | 435     | 653     | 855     |
| G. Value adjustment of financial assets                            | _       | _       | _       | _       | _       |
| H. Shareholdings   | 985     | 847     | 819     | 813     | 796     |
| I. Reinsurance technical reservees                                 | 35      | 29      | 29      | 25      | 23      |
| L. Intangible assets   | 2.697   | 2.153   | 2.177   | 2.221   | 2.248   |
| M. Goodwill  | 794     | 756     | 756     | 761     | 762     |
| N. Other intangible assets   | 232     | 239     | 252     | 256     | 259     |
| O. Tax assets  | 2.447   | 2.529   | 2.728   | 3.188   | 3.299   |
| P. Non-current assets and others due for sale                      | 798     | 220     | 220     | _       |         |
| Q. Other assets  | 6.881   | 6.151   | 6.455   | 6.478   | 6.910   |
| Total assets   | 270.243 | 270.606 | 263.258 | 276.344 | 267.626 |
|  |         | ·       | ·       |         |         |
| LIABILITIES AND NET CAPITAL  |         |         |         |         |         |
|  |         |         |         |         |         |
| A. Payables due to banks   | 36.376  | 39.385  | 35.682  | 44.193  | 39.963  |
| B. Payables due to customers                                       | 98.009  | 94.516  | 92.306  | 95.499  | 89.907  |
| C. Securities  | 48.509  | 48.290  | 46.985  | 47.005  | 48.072  |
| D. Financial assets for trading                                    | 9.608   | 11.535  | 11.342  | 13.561  | 14.214  |
| E. Financial assets at fair value                                  | 25.386  | 25.955  | 25.939  | 25.373  | 25.096  |
| F. Hedging derivatives   | 354     | 541     | 730     | 1.103   | 874     |
| G. Value adjustment of financial liabilities                       | -98     | -79     | -35     | 11      | 34      |
| H. Tax liabilities   | 950     | 1.028   | 860     | 1.412   | 1.261   |
| I. Liabilities related to activities due for sale                  | 585     | 164     | 164     | _       |         |
| L. Other liabilities   | 11.835  | 10.121  | 10.573  | 10.162  | 11.378  |
| M. Reserves for risks and charges                                  | 2.575   | 2.801   | 2.883   | 2.620   | 2.627   |
| N. Technical reserves  | 22.000  | 21.893  | 22.113  | 22.135  | 21.709  |
| O. Minority interest   | 205     | 245     | 233     | 218     | 196     |
| P. Group shareholders' equity                                      | 13.949  | 14.211  | 13.483  | 13.052  | 12.295  |
| Total liabilities  | 270.243 | 270.606 | 263.258 | 276.344 | 267.626 |

# **Group Business Sectors Results**

|  | Banking | Savings and<br>Pensions | Central<br>Functions (1) | Group total |
|--|---------|-------------------------|--------------------------|-------------|
| GROSS OPERATING INCOME (€/mil)                 |         |                         |                          |             |
| First half 2006                                | 3.528   | 639                     | 187                      | 4.354       |
| First half 2005                                | 3.190   | 584                     | 173                      | 3.947       |
| Change first half 2006 / First half 2005 (%)   | +10,6   | +9,4                    | n.s.                     | +10,3       |
|  |         |                         |                          |             |
| CURRENT OPERATING INCOME (€/mil)               |         |                         |                          |             |
| First half 2006                                | 1.464   | 359                     | -54                      | 1.769       |
| First half 2005                                | 1.163   | 307                     | -38                      | 1.432       |
| Change first half 2006 / First half 2005 (%)   | +25,9   | +16,9                   | +42,1                    | +23,5       |
|  |         |                         |                          |             |
| NET PROFIT (€/mil)                             |         |                         |                          |             |
| First half 2006                                | 918     | 251                     | -29                      | 1.140       |
| First half 2005                                | 703     | 208                     | -17                      | 894         |
| Change first half 2006 / First half 2005 (%)   | +30,6   | +20,7                   | +70,6                    | +27,5       |
|  |         |                         |                          |             |
| TOTAL INTEREST-EARNING ASSETS (€/mil) (2)      |         |                         |                          |             |
| First half 2006                                | 154.876 | 7.001                   | 41.054                   | 202.931     |
| First half 2005                                | 138.407 | 5.701                   | 22.140                   | 166.248     |
| Change first half 2006 / First half 2005 (%)   | +11,9   | +22,8                   | +85,4                    | +22,1       |
|  |         |                         |                          |             |
| TOTAL INTEREST-BEARING LIABILITIES (€/mil) (2) | 122 000 |                         |                          | 101.016     |
| First half 2006                                | 133.009 | 6.324                   | 52.583                   | 191.916     |
| First half 2005                                | 121.474 | 4.972                   | 32.022                   | 158.468     |
| Change first half 2006 / First half 2005 (%)   | +9,5    | +27,2                   | +64,2                    | +21,1       |
| AMERICA ALLO CAMPER CARRELA (CAMPA             |         |                         |                          |             |
| AVERAGE ALLOCATED CAPITAL (€/mil)              | 7 474   | 1 202                   | 2.042                    | 12 000      |
| First half 2006                                | 7.474   | 1.392                   | 3.943                    | 12.809      |
| First half 2005                                | 6.655   | 1.304                   | 3.442                    | 11.401      |
| Change first half 2006 / First half 2005 (%)   | +12,3   | +6,7                    | +14,6                    | +12,3       |
| ANNUALIZED DOODUE ( DILLIEN (O/)               |         |                         |                          |             |
| ANNUALIZED PROFITABILITY (%)                   | 24.6    | 26.1                    |                          | 17.0        |
| First half 2006                                | 24,6    | 36,1                    | n.s.                     | 17,8        |
| First half 2005                                | 21,1    | 31,9                    | n.s.                     | 15,7        |
| EMBLOVEEC                                      |         |                         |                          |             |
| EMPLOYEES<br>30/6/2006                         | 34.256  | 2.720                   | 5 671                    | 42.647      |
| 30/6/2005                                      | 34.256  | 2.720                   | 5.671<br>5.590           | 42.647      |
| Change 30/6/2006 - 30/6/2005 (%)               |         |                         |                          |             |
| Change 30/0/2000 - 30/0/2003 (70)              | +1,1    | +7,1                    | +1,4                     | +1,5        |

<sup>(1)</sup> Including reversals and consolidation postings. (2) Excluding Banca IMI.

# **Parent Bank Statement of Income**

|  | H106                 | H105                 |
|--|----------------------|----------------------|
| 10. Interest income and similar revenue                          | (€)<br>2,581,329,038 | (€)<br>1,942,327,485 |
| 20. Interest expenses and similar charges                        | 2,361,329,036        | 1,942,327,463        |
| 20. Interest expenses and similar enarges                        | 1.690.642.293        | 1.191.769.988        |
| 30. Net interest income  | 890,686,745          | 750,557,988          |
| 40. Commissions receivable                                       | 819,252,241          | 748,397,150          |
| 50. Commissions payable  | -77.047.977          | -41.480.792          |
| 60. Net commissions  | 742,204,264          | 706,916,358          |
| 70. Dividends and other revenues                                 | 1,287,126,011        | 716,697,265          |
| 80. Net dealing income   | 97,073,645           | -2.769.966           |
| 90. Net result of hedging transactions                           | 2,568,064            | -2.050.907           |
| 100. Profit/losses on disposal or repurchase of:                 | 265,014,628          | 49,222,191           |
| a) loans   | 15,911,152           | 11,468,341           |
| b) available for sale investments                                | 250,192,580          | 45,066,436           |
| c) held to maturity investments                                  | 23,983               | _                    |
| d) financial liabilities   | -1.113.087           | -7.312.586           |
| 110. Net results of financial assets designated as at fair value | -3.150.699           | 17,416,916           |
| 120. Net interest and other banking income                       | 3,281,522,658        | 2,235,989,354        |
| 130. Net adjustment for impairment of:                           | -103.778.971         | -119.694.495         |
| a) loans   | -86.855.049          | -118.599.312         |
| b) available for sale investments                                | -35.402              | -1.087.878           |
| c) held to maturity investments                                  |                      | <del></del>          |
| d) other financial transactions                                  | -16.888.520          | -7.305               |
| 140. Net results of financial management activities              | 3,177,743,687        | 2,116,294,859        |
| 150. Administrative costs  | -                    | -                    |
|  | 1.163.395.995        | 1.092.447.107        |
| a) personnel   | -729.941.278         | -681.458.742         |
| b) other   | -433.454.717         | -410.988.365         |
| 160. Net accruals to provisions for risks and charges            | -45.792.842          | -25.537.396          |
| 170. Net adjustment to tangible assets                           | -88.047.549          | -84.551.253          |
| 180. Net adjustment to intangible assets                         | -57.140.257          | -70.764.324          |
| 190. Other operating income/charges                              | 218,782,533          | 217,772,758          |
| 200. Operating costs   |                      | <del>-</del>         |
|  | 1.135.594.110        | 1.055.527.322        |
| 210. Income (losses) on investments                              | -1.470.379           | 509,579              |
| 220. Net fair value adjustment to tangible and intangible assets |                      |                      |
| 230. Goodwill adjustments  | _                    | _                    |
| 240. Profit (losses) on disposals of investments                 | 3,505,514            | 8,909,308            |
| 250. Operating profit (loss) before taxation                     | 2,044,184,712        | 1,070,186,424        |
| 260.Taxes for the period   | -245.090.617         | -172.188.011         |
| 270. Operating profit (loss) after taxation                      | 1,799,094,095        | 897,998,413          |
| 280. Profit (losses) on discontinued operations                  | <u> </u>             |                      |
| Profit (losses) for the period                                   | 1,799,094,095        | 897,998,413          |

# **Parent Bank Balance Sheet**

| ASSETS   | 30/6/06         | 31/12/05        |
|--|-----------------|-----------------|
|  | (€)             | (€)             |
| 10. Cash and liquid balances                                   | 426,051,616     | 514,611,533     |
| 20. Financial assets held for trading                          | 4,424,489,911   | 5,164,645,177   |
| 30. Financial assets designated as at fair value               | 898,375,218     | 1,011,804,413   |
| 40. Available-for-sale investments                             | 1,799,789,567   | 2,355,409,299   |
| 50. Held-to-maturity investments                               | 2,191,721,001   | 2,312,335,104   |
| 60. Loans to banks   | 47,948,146,202  | 44,574,593,513  |
| 70. Loans to customers   | 75,487,529,614  | 67,231,819,968  |
| 80. Hedging derivatives  | 627,851,915     | 809,429,193     |
| 90. Value adjustment of financial assets hedged against        | _               | _               |
| 100. Investments   | 9,239,095,827   | 9,473,155,124   |
| 110. Tangible assets   | 1,414,281,286   | 1,431,657,896   |
| 120. Intangible assets of which:                               | 795,570,332     | 815,893,087     |
| - goodwill   | 609,851,411     | 612,745,215     |
| 130. Tax assets  | 1,426,498,110   | 1,522,724,055   |
| a) current   | 838,703,304     | 919,466,492     |
| b) deferred  | 587,794,806     | 603,257,563     |
| 140. Non-current assets and groups of assets to be disposed of | 38,413,416      | 28,495,907      |
| 150. Other assets  | 3,058,117,317   | 2,753,153,681   |
|  |                 |                 |
| Total assets   | 149,775,931,332 | 139,999,727,950 |

| Liabilities  | 30/6/06         | 31/12/05        |
|--|-----------------|-----------------|
|  | (€)             | (€)             |
| 10. Due to banks   | 46,532,506,675  | 44,720,937,580  |
| 20. Due to customers   | 53,054,622,890  | 51,915,456,080  |
| 30. Securities issued  | 29,918,456,101  | 25,026,177,308  |
| 40. Financial dealing liabilities                                | 1,226,912,278   | 1,328,304,751   |
| 50. Financial liabilities designated at fair value               | _               | _               |
| 60. Hedging derivatives  | 353,170,125     | 751,177,947     |
| 70. Adjustment to financial liabilities covered by general edges | -50.127.947     | -22.937.873     |
| 80. Tax liabilities  | 336,531,561     | 139,440,660     |
| a) current   | 256,205,306     | 64,005,340      |
| b) deferred  | 80,326,255      | 75,435,320      |
| 90. Liabilities associated with discontinued assets              | _               | _               |
| 100. Other liabilities   | 5,235,361,147   | 3,660,288,671   |
| 110. Provisions for employee termination indemnities             | 496,857,562     | 539,818,922     |
| 120. Provisions for risks and charges                            | 923,127,806     | 1,046,275,453   |
| a) pension and similar commitments                               | 102,001,537     | 188,983,690     |
| b) other provisions  | 821,126,269     | 857,291,763     |
| 130. Valuation reserves  | 350,624,031     | 445,357,377     |
| 140. Redeemable shares   |                 | _               |
| 150. Capital instruments   | _               | _               |
| 160. Reserves  | 3,458,789,741   | 3,318,456,052   |
| 170. Share premium reserves                                      | 766,330,610     | 769,131,370     |
| 180. Capital   | 5,399,586,248   | 5,239,223,741   |
| 190. Own shares (-)  | -25.911.591     | -42.508.503     |
| 200. Profit (losses) for the period                              | 1,799,094,095   | 1,165,128,414   |
|  |                 |                 |
| Total liabilities  | 149,775,931,332 | 139,999,727,950 |

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# H1 2006 RESULTS 12th September 2006

GRUPPO SANPAOLO IMI

### Disclaimer

This presentation has been prepared by Sanpaolo IMI and provides information on the management's business plans and strategies. As such, the presentation contains forward-looking information which reflects management's current views with respect to certain future events and the financial performance of the Group. These views are based upon assumptions of future events which may not prove to be accurate and actual results may differ materially from those projected or implied in the forward-looking statements. Undue reliance should not, therefore, be placed on such forward-looking information and Sanpaolo IMI assumes no responsibility to update any such forward-looking information.

### Variations to business perimeter and accounting treatment

There have been no significant changes to the consolidated business perimeter as at June 30 since the publication of the annual report for 2005 with the exception of the inclusion of Banca Italo Albanese. It should also be noted that following the agreement reached in June regarding the sale of 70% of the tax-collection business GEST Line to Riscossione SpA the contribution from the company in the P&L is now consolidated into the line "profits and losses on discontinued operations". In accordance with IFRS 5, all P&L numbers have been re-stated to make data comparable.

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- Executive summary
- P&L breakdown
- Divisional breakdown

H1 2006 results 3 Agenda

# H106 another very positive set of results

# GRUPPO SANPAOLO IMI

### Strong revenue growth

- Good growth across all the main revenue lines driven by excellent operating trends
  - Net interest income +8.3% y-o-y
  - Net commissions +9.3% y-o-y
  - Dividends and income from other financial assets and liabilities +49.8% y-o-y
  - Income from insurance business +11.5% y-o-y
- Very high quality of revenues with extraordinary elements representing only approx. 1% of total revenues

### Prudential provisioning

- Rigorous provisioning maintained despite sound asset quality with 40% of total provisions taken against performing loans
- Risk management strength, good asset quality, low NPL ratio and adequate coverage levels underpin balance sheet strength

### Good cost control

- Increase in operating costs in line with business plan projections and lower than peer group average
- Improvement in cost/income ratio by 3.3 p.p. to 53.1% y-o-y

### **Excellent bottom line results**

- Annualised ROE up 2.1 p.p. to 17.8% y-o-y
- Capital ratios strengthened\*:
  - Core capital 7.0% from 6.8%
  - Tier 1 capital 7.7% from 7.4%
  - Total capital 10.4% from 9.4%

H1 2006 results 4 Executive summary

<sup>\*</sup> Referred to H106 and FY2005. Solvency ratios as at 31 December 2005 have been reworked compared to figures from the 2005 Financial Statements in order to take into account the introduction of definitive provisions and specific transition regulations to IAS/IFRS published by the Bank of Italy in April 2006

# Continuing improvement in other key indicators

# GRUPPO SANDAOLO IMI

### Quarterly trends remain strong

- Acceleration in top line growth +8.3% after six months vs +7.4% after first three months
- Growth across all revenue lines
- Profit trend line remains very positive

### Competitive positioning further strengthened

- Improvement in key market share numbers:
  - Retail customer financial assets: up 2 bps\*
  - Customer lending: up 13 bps

### Business plan ahead of track

- Key indicators all in line or ahead of forecast:
  - customer loans +11.4% vs 9.4% BP CAGR
  - customer financial assets +5.7% vs 6.0% BP CAGR
  - cost of risk (as measured by expected loss) flat vs +4bps BP target
  - operating costs +3.8% in line with budget and guidance
  - pre-tax profits +23.5% vs +16.5% BP CAGR
  - net profit +27.5% vs 15.0% BP CAGR
  - core capital 7.0% in line with BP target

H1 2006 results 5 Executive summary

<sup>\*</sup> Latest data available: May 2006.

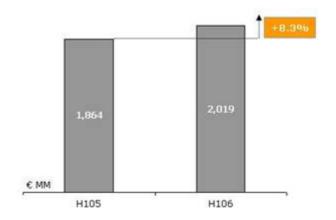
- Executive summary
- P&L breakdown
- Divisional breakdown

H1 2006 results 5 Agenda



# Positive trend line confirmed in net interest income

# GRUPPO SANPAOLO IMI



- Strong customer lending +11.4% driving growth in top line revenues
- Average spread on customer business down 16 bps y-o-y driven by margin pressure on new short term lending in part offset by the widening mark down seen as a result of rising interest rates

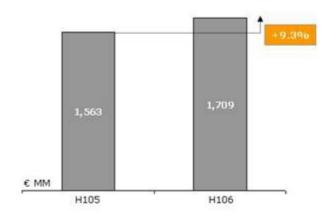


Maintenance of underlying operating trends but slight acceleration in growth of net interest income in Q2

H1 2006 results 7 P&L breakdown

# Asset management and capital market business driving growth in net commissions

# GRUPPO SANPAOLO IMI



- Asset management fees up 13.4% driven by positive market performance effect and a better asset mix
- Increase in brokerage, custody and advisory fees driven by Wind operation and structured bonds
- Deposit and current accounts fees fell by 4% as a result of customer preference for bundled account products with lower charges than traditional current accounts

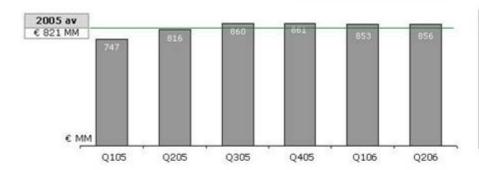
| € MM   | H105  | H106  | Var.   |
|--|-------|-------|--------|
| Net commissions  | 1,563 | 1,709 | +9.3%  |
| Management, dealing and advisory services                    | 974   | 1,122 | +15.2% |
| <ul> <li>asset management</li> </ul>                         | 867   | 983   | +13.4% |
| <ul> <li>brokerage, custody and advisory services</li> </ul> | 107   | 139   | +29.9% |
| Loans and guarantees   | 188   | 193   | +2.7%  |
| Collection and payment services                              | 125   | 123   | -1.6%  |
| Deposits and current accounts                                | 252   | 242   | -4.0%  |
| Other services   | 24    | 29    | +20.8% |
|  |       |       |        |

H1 2006 results 8 P&L breakdown

# Quarterly trends in net commissions

# GRUPPO SANPAOLO IMI

| Q206/Q205 | 0.205/0.106 |
|-----------|-------------|
| +4.9%     | +0.4%       |



Customer net new money flows remained good in Q2, 5.3 billion but directed away from asset management products -2.2 billion which together with negative performance slowed growth in asset management fees to +1.8%

| € MM   | Q205 | Q106 | Q206 | Var. Q206/<br>Q205 | Var. Q206/<br>Q106 |
|--|------|------|------|--------------------|--------------------|
| Net commissions  | 816  | 853  | 856  | +4.9%              | +0.4%              |
| Management, dealing and advisory services                    | 508  | 556  | 566  | +11.4%             | +1.8%              |
| <ul> <li>asset management</li> </ul>                         | 442  | 489  | 494  | +11.8%             | +1.0%              |
| <ul> <li>brokerage, custody and advisory services</li> </ul> | 66   | 67   | 72   | +9.1%              | +7.5%              |
| Loans and guarantees   | 106  | 94   | 99   | -6.6%              | +5.3%              |
| Collection and payment services                              | 63   | 64   | 59   | -6.3%              | -7.8%              |
| Deposits and current accounts                                | 130  | 119  | 123  | -5.4%              | +3.4%              |
| Other services   | 9    | 20   | 9    | +0.0%              | -55.0%             |
|  |      |      |      |                    |                    |

H1 2006 results P8L breakdown

# Other income lines

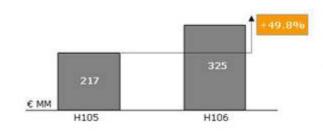
Income from credit disposals, assets held to maturity and repurchase of fin. liabilities





| Q205 | Q106 | Q206 | Var.Q206/<br>Q205 | Var.Q206/<br>Q106 |
|------|------|------|-------------------|-------------------|
| 38   | 10   | 29   | -23.7%            | +190.0%           |

### Dividends and income from other financial assets and liabilities



- Trading gains accounted for 225 mln of the results including 78 mln for corporate derivates. Last year the same figure was 199 mln including 38 mln corporate derivatives
- Other principle contributions were adjustments for fair value of 53 mln and 32 mln from the sale of AFS assets. Last year the same contributions were 33 mln and 4 mln respectively

| Q205 | Q106 | Q206 | Var.Q206/<br>Q205 | Var.Q206/<br>Q106 |
|------|------|------|-------------------|-------------------|
| 166  | 144  | 181  | 9.0%              | +25.7%            |

### Profits on equity shareholdings



- Principle contribution from shareholdings valued at equity of 40 mln
- Result also includes a capital gain of 19 mln on sale of equity stakes as against 44 mln for similar disposals last years

| Q205 | Q106 | Q206 | Var.Q206/<br>Q205 | Var.Q206/<br>Q106 |
|------|------|------|-------------------|-------------------|
| 66   | 15   | 44   | -33.3%            | +193.3%           |

H1 2006 results 10 P&L breakdown

# Significant increase in contribution from insurance business

# GRUPPO SANPAOLO IMI

- The gross volume written by Eurizon in life business was 3.3 bln down 32% H106/H105 and new production 2.9 bln down 35% which is to be considered in relation to the re-positioning of the product portfolio with the weight of both index-linked and capital accumulation policies being downsized. The policy portfolio expanded by 4.8% from FY05 with more than 2.2 million contracts in force
- The increase in revenues is due to the higher profitability as the result of the change in asset allocation and of the lengthening of the average duration of the life assets over the last 12 months. This has meant an increase in the earnings on financial assets available for sale (from 327 million to 419 million), in the form of higher coupon interest and dividend payments. A 33 million voluntary provision was taken by the insurance company as an adjustment for the new mortality tables
- In the property and casualty business gross premia was 47 million up 55% and gross technical reserves 92 million up 33.5%

|   |        | H105 |        |        | H106 |        | Tot Var % |
|---|--------|------|--------|--------|------|--------|-----------|
| € MM  | Life   | P&C  | Total  | Life   | P&C  | Total  |           |
| Premiums and payments   | -356   | 7    | -349   | -67    | 12   | -55    | -84.2     |
| Net premiums  | 2,228  | 14   | 2,242  | 1,489  | 23   | 1,512  | -32.6     |
| <ul> <li>Net charges for casualties</li> </ul>  | -891   | -6   | -897   | -1,312 | -8   | -1,320 | +47.2     |
| <ul> <li>Other charges for changes in technical reserves</li> </ul>                   | -1,693 | -1   | -1,694 | -244   | -3   | -247   | -85.4     |
| Net commissions   | 34     | - 1  | 34     | 29     | -    | 29     | -14.7     |
| Income from financial instruments and investments                                     | 639    | 2    | 641    | 435    | 1    | 436    | -32.0     |
| Net income from financial instruments<br>designated as at fair value shown in the P&L | 298    | (*)  | 298    | -66    | -    | -66    | n.r.      |
| Other net income  | 341    | 2    | 343    | 501    | 1    | 502    | 46.4      |
| Other income/charges from insurance business  | -142   | -2   | -144   | -201   | -6   | -207   | 43.8      |
| Income from insurance business  | 175    | 7    | 182    | 196    | 7    | 203    | 11.5      |
|   |        |      |        |        |      |        |           |

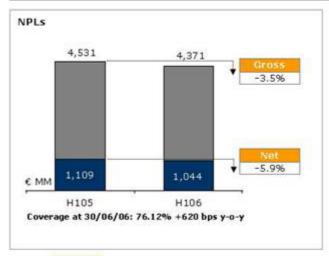
H1 2006 results 11 P&L breakdown

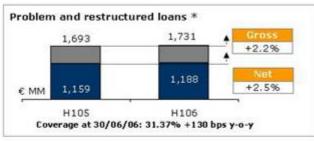
# Rigorous provisioning maintained despite sound asset quality and conservative coverage on all credit assets

### GRUPPO SANDAOLO IMI

| H105 | H106 | Var.H106/<br>H105 | € ММ                     | Q205 | Q106 | Q206 | Var.Q206/<br>Q205 | Var.Q206/<br>Q106 |
|------|------|-------------------|--------------------------|------|------|------|-------------------|-------------------|
| -229 | -233 | +1.7%             | Net adjustments to loans | -142 | -96  | -137 | -3.5%             | +42.7%            |

- Specific adjustments to credits 141 mln or 19 bps annualised cost of risk
- Further generic provision of 92 mln charged to take annualised cost of risk to 13 bps
- Increase in generic reserve to 1,171 mln or around 2x the average cost of risk of the performing loan portfolio
- NPL ratio down to 0.7% from 0.8% in H105 and all coverage levels increased







| H105 | H106 | Var.H106/<br>H105 | € MM                                     | Q205 | Q106 | Q206 | Var.Q206/<br>Q205 | Var.Q206/<br>Q106 |
|------|------|-------------------|--|------|------|------|-------------------|-------------------|
| -3   | -    | n.r.              | Net adjustment to other financial assets | -2   | -    |      | n.r.              | n.r.              |

\*i.e. Finanziamenti incagliati e ristrutturati

H1 2006 results 12 P&L breakdown

- Good quality loan book as shown in all key indicators
- Best practice risk management tools, systems and culture enable healthy growth in new lending
- Cost of risk in P&L well aligned with expected loss (32 vs 36 bps) despite low specific adjustments and good coverage

| Expected Loss * (bps)       | Q106              | Q206 | ▲ Q206/Q106 |
|-----------------------------|-------------------|------|-------------|
| Expected loss (EL)          | 36.6              | 35.6 | -1          |
| Analysis of variation in ex | pected loss (bps) |      | A Q206/Q106 |
| ■ ∆ initial stock rating    |                   |      | -           |
| ■ △ collateralization (LGD) |                   |      | -0.8        |
| Marginal cost (EAD)         |                   |      |             |
| share of wallet             |                   |      | -0.4        |
| market coverage             |                   |      | +0.4        |
| other minor effects         |                   |      | -0,2        |
| Total                       |                   |      | -1          |

H1 2006 results 13 P&L breakdown

<sup>\*</sup> In terms of on and off balance sheet outstanding loans

# GRUPPO SANDAOLO IMI

| € MM   | H105   | H106   | Var. H106/<br>H105 |
|--|--------|--------|--------------------|
| Operating costs  | -2,228 | -2,313 | +3.8%              |
| Personnel costs  | -1,333 | -1,398 | +4.9%              |
| Other administrative costs   | -694   | -733   | +5.6%              |
| • IT costs   | -142   | -143   | +0.7%              |
| Property costs   | -167   | -181   | +8.4%              |
| General expenses   | -131   | -136   | +3.8%              |
| <ul> <li>Professional and insurance fees</li> </ul>                  | -97    | -93    | -4.1%              |
| <ul> <li>Promotion advertising and marketing<br/>expenses</li> </ul> | -48    | -60    | +25.0%             |
| <ul> <li>Indirect personnel costs</li> </ul>                         | -50    | -55    | +10.0%             |
| <ul> <li>Charges for services provided by third parties</li> </ul>   | -38    | -37    | -2.6%              |
| <ul> <li>Indirect duties and taxes</li> </ul>                        | -21    | -28    | +33.3%             |
| Net adjustments to tangible and int. assets                          | -201   | -182   | -9.5%              |
|  |        | _      | -                  |

| Personnel costs | up | 4.9% | as | a | result | of | an |
|-----------------|----|------|----|---|--------|----|----|
| increase in:    |    |      |    |   |        |    |    |

- average headcount +1.3% to strengthen the banking network and the new Eurizon business
- the national banking and company contracts as well as the bonus plan related to the business plan
- Higher other administrative costs +5.6% as a result of:
  - increased marketing expenses
  - property expenses related to the refurbishment of branches
  - higher postal charges as a result of the new legislation on transparency
- Lower depreciation charges as a result of the completion of write downs on significant software investments in Fideuram and the Parent bank

| € MM  | Q205   | Q106   | Q206   | Var.Q206/<br>Q205 | Var.Q206/<br>Q106 |
|---|--------|--------|--------|-------------------|-------------------|
| Operating costs                             | -1,109 | -1,139 | -1,174 | +5.9%             | +3.1%             |
| Personnel costs                             | -653   | -693   | -705   | +8.0%             | +1.7%             |
| Other administrative costs                  | -353   | -362   | -371   | +5.1%             | +2.5%             |
| Net adjustments to tangible and int. assets | -103   | -84    | -98    | -4.9%             | +16.7%            |
|   |        |        |        |                   |                   |

- Seasonality in quarterly comparisons exacerbated by:
  - lower personnel cost base in Q205 helped by adjustment for prior prudent provisioning of salary inflation
  - higher weight of variable personnel costs on Q206 compared to Q106

H1 2006 results 14 P&L breakdown

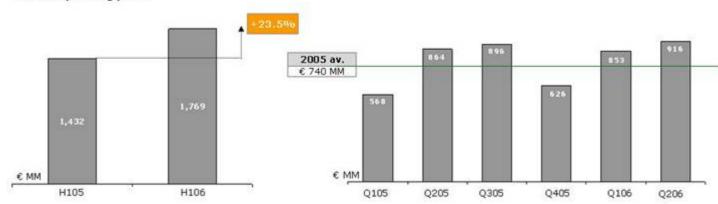
# Significant increase in pre-tax profitability

# GRUPPO SANDAOLO IMI

| H105 | H106 | Var.H106/<br>H105 | € MM                                  | Q205 | Q106 | Q206 | Var.Q206/<br>Q205 | Var.Q206/<br>Q106 |
|------|------|-------------------|---------------------------------------|------|------|------|-------------------|-------------------|
| 42   | 26   | -38.1%            | Other net income                      | 32   | 11   | 15   | -53.1%            | +36.4%            |
| 12   |      |                   | Impairment of goodwill                | 7.5  | - 5  | 1 1  |                   |                   |
| 13   |      | n.r.              | Profits from disposals of investments | 13   | -    | -    | n.r.              | -                 |
| -110 | -65  | -40.9%            | Net provisions for risks and charges  | -75  | -38  | -27  | -64.0%            | -28.9%            |

| 0206/0205 | 0296/0196 |
|-----------|-----------|
| +6.0%     | +7.4%     |

### Pre-tax operating profit

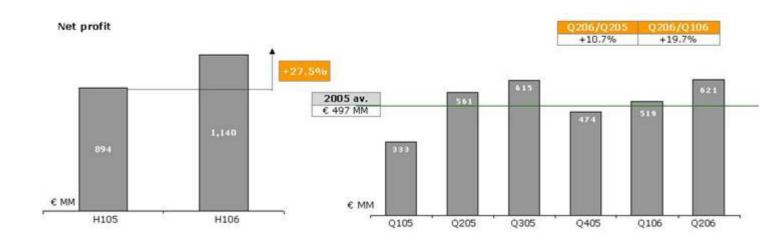


H1 2006 results 15 P&L breakdown

# **Excellent bottom line growth**

# GRUPPO SANDAOLO IMI

|       |       | mg.               |   |      |      |      | reg.              |                   |
|-------|-------|-------------------|---|------|------|------|-------------------|-------------------|
| H105  | H106  | Var.H106/<br>H105 | € MM                                      | Q205 | Q106 | Q206 | Var.Q206/<br>Q205 | Var.Q206/<br>Q106 |
| 1,432 | 1,769 | +23.5%            | Pre-tax operating profit                  | 864  | 853  | 916  | +6.0%             | +7.4%             |
| -507  | -639  | +26.0%            | Taxes for the period                      | -280 | -321 | -318 | +13.6%            | -0.9%             |
| -4    | 44    | n.r.              | Profits on discontinued operations        | -10  | 6    | 38   | n.r.              | n.r.              |
| -27   | -34   | +25.9%            | Profit attributable to minority interests | -13  | -19  | -15  | +15.4%            | -21.1%            |
| 894   | 1,140 | +27.5%            | Net profit                                | 561  | 519  | 621  | +10.7%            | +19.7%            |
|       |       |                   |   |      |      |      |                   |                   |

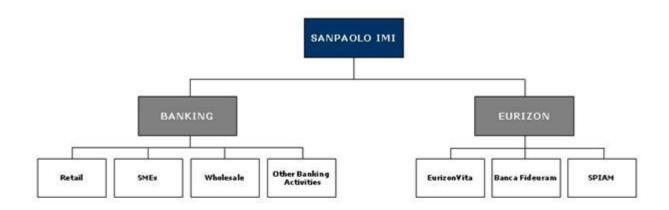


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- Executive summary
- P&L breakdown
- Divisional breakdown

H1 2006 results 17 Agenda





| Banking Activity         | Contribution* |  |  |
|--------------------------|---------------|--|--|
| Total operating income   | 84.7%         |  |  |
| Operating costs          | 87.2%         |  |  |
| Pre-tax operating profit | 80.3%         |  |  |
| Net income               | 78.5%         |  |  |

| Eurizon                  | Contribution* |  |  |
|--------------------------|---------------|--|--|
| Total operating income   | 15.3%         |  |  |
| Operating costs          | 12.8%         |  |  |
| Pre-tax operating profit | 19.7%         |  |  |
| Net income               | 21.5%         |  |  |

\* Excluding Corporate Centre

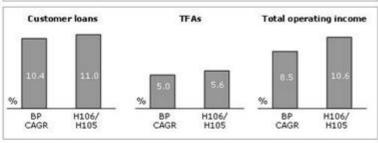
H1 2006 results 18 Divisional breakdown

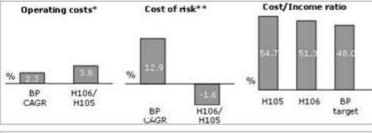
#### **Banking Activity**

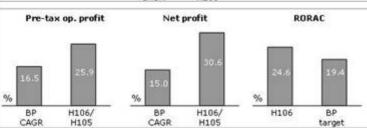
#### GRUPPO SANDAOLO IMI

Banking Activity (€/MM) H105 H106 Var Net interest income 1,735 1,888 +8.8 1,233 Net commissions 1,305 +5.8 Income from credit disposals, asset held to maturity and repurchase of fin. liab. 21 28 +33.3 Dividends and income from other fin. assets and liabilities 151 279 +84.8 Profits (losses) on equity shareholdings 50 28 -44.0 3,190 3,528 +10.6 Total operating income Net adjustments to loans -248 -244 -1.6 Net adjustments to other financial assets -1 n.r. Net operating income 2,941 3,284 +11.7 Personnel costs -1,031 -1,084 +5.1 Other administrative costs -697 -715 +2.6 Net adjustments to tangible and int. -16 -12 -25.0 -1.744 -1,811 +3.8 Operating costs 15 -25.0 Other net income/expenses 20 Net provisions for risks and charges -54 -24 -55.6 Pre-tax operating profit 1,163 1,464 +25.9 Taxes for the period -449 -589 +31.2 Profits (losses) on discontinued op. -9 44 n.r. -2 -50.0 Profits attributable to minority interests -1 Net profit 703 918 +30.6 51.3% Cost/Income ratio 54.7% 21.1% 24.6% \* 3.8% in line with budget 06 and guidance \*\* Credit provisioning

Very positive start to the plan thanks both to a better macroscenario and a good performance from the network with some encouraging signals from the ex-Cardine areas in recent months





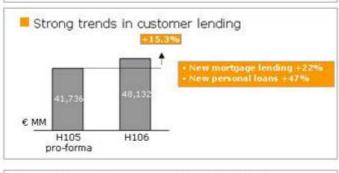


H1 2006 results 19 Divisional breakdown

# **Retail Division**

| Retail Division (C/MM)   | H105<br>p.f. | H106   | Var<br>% |
|--|--------------|--------|----------|
| Net interest income  | 974          | 1,121  | +15.1    |
| Net commissions  | 969          | 1,005  | +3.7     |
| Income from credit disposals, asset held to<br>maturity and repurchase of fin. liabilities | 2            | 5      | +150.0   |
| Dividends and income from other fin, assets<br>and liabilities                             | 17           | 19     | +11.8    |
| Total operating income   | 1,962        | 2,150  | +9.6     |
| Net adjustments to loans   | -91          | -94    | +3.3     |
| Net operating income   | 1,871        | 2,056  | +9.9     |
| Personnel costs  | -680         | -706   | +3.8     |
| Other administrative costs   | -546         | -569   | +4.2     |
| Net adjustments to tangible and int. assets  | -4           | -2     | -50.0    |
| Operating costs  | -1,230       | -1,277 | +3.6     |
| Other net income/expenses  | 9            | 2      | -77.8    |
| Net provisions for risks and charges   | -17          | -12    | -29.4    |
| Pre-tax operating profit   | 633          | 769    | +21.5    |
| Taxes for the period   | -276         | -338   | +22.5    |
| Net profit   | 357          | 431    | +20.7    |
| Cost/Income ratio  | 62.7%        | 59.4%  |          |
| RORAC  | 35.8%        | 42.7%  |          |

#### GRUPPO SANDAOLO IMI Good growth in customer base 21,626 No. Q205 Q105 Q305 Q405 Q106 Q206



#### Positive net new money flows in H106

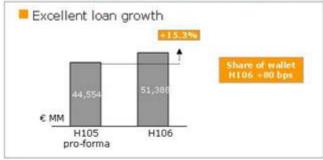
| € MM                 | H105  | H106  | Var.   |
|----------------------|-------|-------|--------|
| Direct deposits      | 35    | 1,393 | n.r.   |
| Asset management     | 3,768 | 830   | n.r    |
| Asset administration | -916  | 2,428 | n.r.   |
| TFAs                 | 2,887 | 4,651 | +61.1% |

H1 2006 results 20 Divisional breakdown

### **SME Division**

| SME Division (€/MM)   | H105 p.f. | H106  | Var<br>% |
|---|-----------|-------|----------|
| Net interest income   | 468       | 497   | +6.2     |
| Net commissions   | 126       | 142   | +12.7    |
| Dividends and income from other fin. assets and liabilities | 41        | 71    | +73.2    |
| Total operating income                                      | 635       | 710   | +11.8    |
| Net adjustments to loans                                    | -126      | -134  | +6.3     |
| Net operating income  | 509       | 576   | +13.2    |
| Personnel costs   | -133      | -133  | -        |
| Other administrative costs                                  | -139      | -143  | +2.9     |
| Net adjustments to tangible and int. assets                 | -1        |       | n,r      |
| Operating costs   | -273      | -276  | +1.1     |
| Other net income/expenses                                   | 7         | 7     | 19       |
| Net provisions for risks and charges                        | +20       | -14   | -30.0    |
| Pre-tax operating profit                                    | 223       | 293   | +31.4    |
| Taxes for the period  | -99       | -127  | +28.3    |
| Net profit  | 124       | 166   | +33.9    |
| Cost/Income ratio   | 43.0%     | 38.9% |          |
| RORAC   | 9.6%      | 11.4% |          |

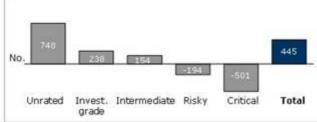
# GRUPPO SANPAOLO IMI



Good relative performance on margins

| ST mark up   | Var   | . YTD  | Var. Y-o-Y |        |  |
|--------------|-------|--------|------------|--------|--|
| (bps)*       | Group | System | Group      | System |  |
| SME Division | -8    | -24    | -57        | -62    |  |

Growing and healthy customer base YTD



Source: Bank of Italy Ten Day Reports

H1 2006 results 21 Divisional breakdown

### **Wholesale Division**

# GRUPPO SANDAOLO IMI

| Wholesale Division (€/MM)  | H105 p.f. | H106  | Var<br>% |
|--|-----------|-------|----------|
| Net interest income  | 192       | 208   | +8.3     |
| Net commissions  | 85        | 92    | +8.2     |
| Income from credit disposals, asset held to<br>maturity and repurchase of fin. liabilities | 18        | 23    | +27.8    |
| Dividends and income from other fin.<br>assets and liabilities                             | 91        | 171   | +87.9    |
| Profits (losses) on equity shareholdings   | 1         | 20    | n.r      |
| Total operating income   | 387       | 514   | +32.8    |
| Net adjustments to loans   | -30       | -15   | -50.0    |
| Net adjustments to other financial assets  |           | )@    |          |
| Net operating income   | 357       | 499   | +39.8    |
| Personnel costs  | -84       | -99   | +17.9    |
| Other administrative costs   | -63       | -69   | +9.5     |
| Net adjustments to tangible and int. assets  | -9        | -8    | -11.1    |
| Operating costs  | -156      | -176  | +12.6    |
| Other net income/expenses  | 3         | 4     | +33.3    |
| Net provisions for risks and charges   | 1         | 177   | n.r      |
| Pre-tax operating profit   | 205       | 327   | +59.5    |
| Taxes for the period   | -49       | -108  | +120.4   |
| Profits (losses) on discontinued operations  |           | 3.00  |          |
| Profits attributable to minority interests   | -2        | -1    | -50,0    |
| Net profit   | 154       | 218   | +41.6    |
| Cost/Income ratio  | 40.3%     | 34.2% |          |
| RORAC  | 18.8%     | 20.1% |          |

The Wholesale Division is divided into:

- Corporate and Investment Banking
- Public Finance
- International Activities



H1 2006 results 22 Divisional breakdown

#### Wholesale Division: Corporate and Investment Banking

#### GRUPPO SANDAOLO IMI

| Corporate and Invest. Banking (€/MM)                           | H105<br>p.f. | H106  | Var<br>% |
|--|--------------|-------|----------|
| Net interest income  | 69           | 85    | +23.2    |
| Net commissions  | 39           | 47    | +20.5    |
| Dividends and income from other fin, assets<br>and liabilities | 76           | 137   | +80.3    |
| Profits (losses) on equity shareholdings                       | 1            | 5     | n.r      |
| Total operating income   | 185          | 274   | +48.1    |
| Net adjustments to loans                                       | -14          | -6    | -57.1    |
| Net operating income   | 171          | 268   | +56.7    |
| Personnel costs  | -40          | -52   | +30.0    |
| Other administrative costs                                     | -36          | -40   | +11.1    |
| Net adjustments to tangible and int. assets                    | -4           | -3    | -25.0    |
| Operating costs  | -80          | -95   | +18.6    |
| Pre-tax operating profit                                       | 91           | 173   | +90.1    |
| Taxes for the period   | -7           | -65   | n,c      |
| Net profit   | 84           | 108   | +28.€    |
| Cost/Income ratio  | 43.2%        | 34.7% |          |
| RORAC  | 20.0%        | 19.5% |          |

- CIB includes the Group's investment bank Banca IMI, the structured finance unit and the business unit with responsibility for managing the large corporate clients.
- In the equity capital markets as well as in corporate finance Banca IMI was involved in a significant number of deals in the first half as well as confirming its market leadership in the domestic primary debt capital market. In structured finance 14 new operations were completed and the bank also worked with Banca OPI on debt re-structuring, with Eurizon on zero coupon issues and with the commercial bank on developing the corporate derivative business. The traditional lending business to the large corporate sector remains very competitive with high customer liquidity dampening demand and putting pressure on margins.
- All income lines showed very positive growth, well ahead of the higher operating costs related to variable personnel expenses, and despite a significantly higher tax charge bottom line growth was up 28.6%.

H1 2006 results 23 Divisional breakdown

| Public Finance (€/MM)   | H105<br>p.f. | H106  | Var<br>% |
|---|--------------|-------|----------|
| Net interest income   | 64           | 58    | -9.4     |
| Net commissions   | 2            | 1     | n.r      |
| Income from credit disposals, asset held<br>to maturity and repurchase of fin.<br>liabilities | 18           | 13    | -27.8    |
| Dividends and income from other fin. assets and liabilities                                   | 7            | 18    | +157.1   |
| Profits (losses) on equity shareholdings  | (20)         | 1     | n.r      |
| Total operating income  | 91           | 91    | 6        |
| Net adjustments to loans  | -5           |       | n.r      |
| Net operating income  | 86           | 91    | +5.8     |
| Personnel costs   | -9           | -11   | +22.2    |
| Other administrative costs  | -6           | -8    | +33.3    |
| Net adjustments to tangible and int.<br>assets  |              | *     | 35       |
| Operating costs   | -15          | -19   | +26.7    |
| Other net income/expenses   | 1            | - 5   | n.r      |
| Pre-tax operating profit  | 72           | 72    | 0.7      |
| Taxes for the period  | -29          | -19   | -34.5    |
| Net profit  | 43           | 53    | +23.3    |
| Cost/Income ratio   | 16.5%        | 20.9% |          |
| RORAC   | 17.3%        | 17.2% |          |

- The Public Finance Division, operating principally through Banca OPI, is responsible for advisory services and medium to long term financing for public authorities, local public service agencies and infrastructure projects. Banca OPI is the leading Italian bank in this field with a domestic market share of 20.1%.
- Political uncertainty regarding the new government's policy on public financing slowed demand and there was also competitive pressure on margins. However, bonds issued were up 14.9% and the division completed 40 debt management operations as well as reducing portfolio concentration through asset sales of 420 million and increasing by over 100% new international lending (527 million). Project financing also saw a significant increase with arranged financing of 383 million against 345 million for the full year in 2005.
- Overall revenues remained stable year on year but net income was up +23% on last year thanks to the positive impact of a change in tax treatment on credit provisioning for IRAP.

H1 2006 results 24 Divisional breakdown



#### Wholesale Division: International Activities

#### GRUPPO SANPAOLO IMI

| International Activities (€/MM)   | H105 p.f. | H106  | Var %  |
|---|-----------|-------|--------|
| Net interest income   | 59        | 65    | +10.2  |
| Net commissions   | 44        | 44    |        |
| Income from credit disposals, asset held to maturity and repurchase of fin. liabilities | 82        | 10    | n.r.   |
| Dividends and income from other fin.<br>assets and liabilities                          | 8         | 16    | +100.0 |
| Profits (losses) on equity shareholdings  |           | 14    | n.r.   |
| Total operating income  | 111       | 149   | +34.2  |
| Net adjustments to loans  | -11       | -9    | -18.2  |
| Net adjustments to other financial assets   | -         | 16    |        |
| Net operating income  | 100       | 140   | +40.0  |
| Personnel costs   | -35       | -36   | +2.9   |
| Other administrative costs  | -21       | -21   |        |
| Net adjustments to tangible and int. assets   | -5        | -5    |        |
| Operating costs   | -61       | -62   | +1.6   |
| Other net income/expenses   | 2         | 4     | +100.0 |
| Net provisions for risks and charges  | 1         | 100   | n.r    |
| Pre-tax operating profit  | 42        | 82    | +95.2  |
| Taxes for the period  | -13       | -24   | +84.6  |
| Profits attributable to minority interests  | -2        | -1    | -50.0  |
| Net profit  | 27        | 57    | +111.1 |
| Cost/Income ratio   | 55.0%     | 41.6% |        |
| RORAC   | 17.8%     | 25.8% |        |

- The International Division is responsible for the international banking activities and foreign subsidiary banks:
  - Inter-Europa Bank (Hungary, 85.9%)
  - Sanpaolo IMI Bank Romania (Romania, 98.6%)
  - Banka Koper (Slovenia, 63.9%).

As well as the 112 branches of the controlled banks the international network operates in 34 countries through 13 branches, 19 representative offices, 2 foreign desks and a subsidiary Sanpaolo IMI Bank Ireland. The division has the mission of facilitating and developing the internationalisation of Italian SMEs, working with multinational companies operating in the Italian market and operating as domestic banks through subsidiary banks as well as maximising cross-selling with the product factories of the Group and developing relationships with counterparty banks

- May 2006: acquisition of 80% of Banca Italo Albanese, fifth Albanian bank, at a price of \$ 44.4mln
- July 2006: agreement for the acquisition of the 87.39% of Panonska Banka from the Serbian government at a price of € 122 mln
- Revenues up 34.2% thanks to a significant increase in customer loans +48% and customer deposits +44%. Costs were up only +1.6%, despite an increase in personnel 4.2%. Net profit more than doubled to 57 mln



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#### Eurizon

|              | Eurizon    |       |   | Eurize                    | nVita    | SPIAM        |          | Fideuram     |          |
|--------------|------------|-------|---|---------------------------|----------|--------------|----------|--------------|----------|
| H105<br>p.f. | H106 Var % |       | с/мм  | H106<br>p.f.              | Var<br>% | H106<br>p.f. | Var<br>% | H106<br>p.f. | Var<br>% |
| 23           | 35         | +52.2 | Net interest income   |                           |          | 3            | +50.0    | 32           | +52.4    |
| 374          | 416        | +11.2 | Net commissions   | Het commissions 114 +20.0 | 302      | +8.2         |          |              |          |
| 2            | 2          |       | Income from credit disposals, asset held to maturity and rep. of fin. liab. |                           | *        |              |          | 2            |          |
| 15           | -7         | n.r.  | Dividends and income from other fin. assets and liabilities                 |                           | 9.       | •            |          | -7           | n.r.     |
| •            | - 15       |       | Profits (losses) on equity<br>shareholdings                                 | -                         |          |              | *        | 18           |          |
| 170          | 193        | +13.5 | Income from insurance business  | 193                       | +13.5    | -            |          |              | -        |
| 584          | 639        | +9.4  | Total operating income  | 193*                      | +13.5    | 117          | +20.6    | 329          | +3.8     |
| 1            | -1         | n.r.  | Net adjustments to loans  | -1                        | n.r.     | -            |          | -            |          |
|              | -          |       | - Net adjustments to other fin. assets                                      |                           |          |              |          |              | -        |
| 585          | 638        | +9.1  | Net operating income  | 192                       | +12.3    | 117          | +20.5    | 329          | +3.8     |
| -103         | -119       | +15.5 | Personnel costs   | -26                       | +73.3    | -22          |          | -67          | +1.5     |
| -122         | -135       | +10.7 | Other administrative costs  | -38                       | +11.8    | -23          | +15.0    | -86          | +26.5    |
| -18          | -13        | -27.8 | Net adj. to tangible and int. assets  | -4                        | +100.0   | -1           | -50.0    | -8           | -42.9    |
| -243         | -267       | +9.9  | Operating costs   | -68                       | +33.3    | -46          | +4.5     | -161         | +8.8     |
| 15           | 4          | -73.3 | Other net income/expenses   | 22                        | +83.3    |              | +33.3    | -            |          |
| -            |            | - 27  | Impairment of goodwill  | -                         |          | 4            |          |              | -        |
| -            | -          | - 14  | Profits (losses) from disposals of investments                              |                           |          |              |          |              |          |
| -50          | -16        | -68,0 | Net provisions for risks and charges  | 2                         | n.r.     | 341          |          | -18          | -64.0    |
| 367          | 359        | +16.9 | Pre-tax operating profit  | 148                       | +12.1    | 12.1 75      |          | 150          | +26.1    |
| -68          | -77        | +13.2 | Taxes for the period  | -37                       | -2.6     | -12          | +20.0    | -28          | +40.0    |
| -2           | -          | n,r,  | Profits (losses) on discontinued op.  |                           |          |              |          |              | n.r.     |
| -29          | -31        | +6.9  | Profits attributable to min. interests                                      |                           | n.r.     |              |          | -31          | +10.7    |
| 208          | 251        | +20.7 | Netprofit   | 111                       | +19.4    | 63           | +37.0    | 91           | +31.9    |
| 41.6         | 41.8       |       | Cost/Income ratio   | 35.2                      |          | 39.3         |          | 48.9         |          |
| 31.9         | 36.1       |       | RORAC   | 24.1                      |          | 150.0        |          | 46.9         |          |

#### GRUPPO SANPAOLO IMI

- On 24th January 2006 the Board of Directors passed the resolution authorizing the start of the project for the listing of Eurizon Financial Group.
- On 3<sup>rd</sup> May 2006 EurizonVita acquired total control of EurizonTutela (previously Egida S.p.A.), the property casualty insurance company, from Reale Mutua which held 50% of the shares (€ 26.1 million).
- On 12th May 2006 the Board approved the incorporation of Sanpaolo IMI Asset Management in Eurizon. The operation finished on 30th June 2006. Eurizon and Sanpaolo IMI signed an agreement in which they mutually recognize each other as service provider and distributor for asset management, life insurance, property casualty insurance and retirement planning products.
- On 4th July ahead of Eurizon's listing, the Board also approved a plan to rationalize the participation in Banca Fideuram (directly controlled with 73.4% of the shares) by means of a tender offer on the residual shares held by third parties (offer price € 5.00 each). Offer closes on 20th September.
- On 25th July 2006, the Board passed the resolution authorizing the formal procedure for the listing of Eurizon.
- On 26th August the Board approved the go ahead for IPO of Eurizon as part of the merger project guidelines

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<sup>\*</sup> The difference with the Group consolidated figure of € 203 mln is due to DAC (deferred acquisition costs)

# **Appendices**

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#### Loan growth breakdown GRUPPO SANPAOLO IMI **Retail and Private** H105 € MM H106 € MM Var. % o.w. Sanpaolo Area\* 20,808 24,299 +16.8 o.w. SP BdN Area 4,963 5,796 +16.8 41,736 48,132 11,771 12,907 o.w. Cardine Area +9.7 **Banking Activity** € MM o.w. Neos 4,033 4,953 +22.8 H105 H106 pro-forma H106 € MM SMEs H105 Var. % € MM o.w. Sanpaolo Area\* 22,896 28,181 +23.1 44,554 51,388 o.w. SP BdN Area +13.4 3,132 3,553 o.w. Cardine Area 13,398 13,779 +2.8 o.w. Leasint 5,128 5,875 +14.6 € MM € MM H105 H106 pro-forma H105 H106 pro-forma H105 € MM H106 € MM Wholesale Var. % o.w. Large Corporate 6,542 6,844 +4.6 4,206 -25.4 o.w. Invest. Bank. 3,139 36,842 38,210

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H105

H106

o.w. Public Finance

o.w. Internat. Bank.

\* Including Sanpaolo Banca dell'Adriatico

20,026

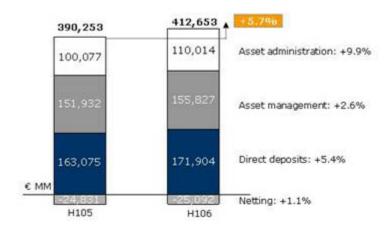
6,068

19,243

8,984

-3.9 +48.1

€ MM



| € ММ  | H105    | H106    | Var.  |
|---|---------|---------|-------|
| Mutual funds and fund-based portfolio mgt         | 101,096 | 104,445 | +3.3% |
| Portfolio management                              | 5,856   | 6,102   | +4.2% |
| Life technical reserves and life fin. liabilities | 44,980  | 45,280  | +0.7% |
| Asset management                                  | 151,932 | 155,827 | +2.6% |

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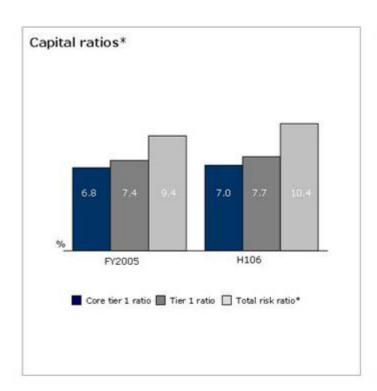
# Qualitative composition of the loan portfolio

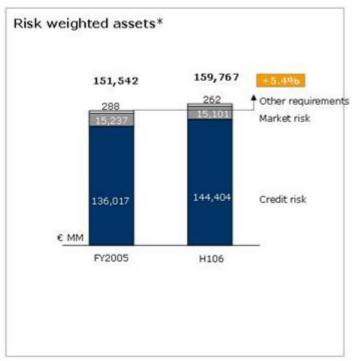
# GRUPPO SANPAOLO IMI

|      |                                   |                   |                   |                   | H1 200           | 06              |                   |                   |          |
|------|-----------------------------------|-------------------|-------------------|-------------------|------------------|-----------------|-------------------|-------------------|----------|
| € MM |                                   | Gross<br>exposure | Var.<br>H106/H105 | Var.<br>Q206/Q106 | Total<br>adjust. | Net<br>exposure | Var.<br>H106/H105 | Var.<br>Q206/Q106 | Coverage |
| Do   | oubtful loans                     | 7,129             | -3.8%             | -0.2%             | 4,046            | 3,083           | -6.8%             | -2.1%             | 56.75%   |
|      | Non-performing loans              | 4,371             | -3.5%             | +0.6%             | 3,327            | 1,044           | -5.9%             | -1.5%             | 76.12%   |
|      | Problem and restruct. loans       | 1,731             | +2.2%             | +2.4%             | 543              | 1,188           | +2.5%             | +1.7%             | 31.37%   |
|      | Loans to countries at risk        | 42                | +7.7%             | +100.0%           | 13               | 29              |                   | +107.1%           | 30.95%   |
|      | 180 day past due loans            | 985               | -13.8%            | -9.3%             | 163              | 822             | -18.6%            | -9.5%             | 16.55%   |
|      | Non performing securities         |                   | n.r.              | n.r.              | *                | -               | n.r.              | n.r.              | n.r.     |
| Pe   | rforming loans                    | 144,002           | +10.7%            | +2.5%             | 1,171            | 142,831         | +10.7%            | +2.5%             | 0.81%    |
| Pe   | rf. debt securities held in port. | 1,416             | n.r.              | -14.1%            | ***              | 1,416           | n.r.              | -14.1%            | n.r.     |
| To   | tal loans                         | 152,547           | +10.9%            | +2.2%             | 5,217            | 147,330         | +11.2%            | +2.2%             | 3.42%    |
|      |                                   |                   |                   |                   |                  |                 |                   |                   |          |

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<sup>\*</sup> Solvency ratios as at 31 December 2005 have been reworked compared to figures from the 2005 Financial Statements in order to take into account the introduction of definitive provisions and specific transition regulations to IAS/IFRS published by the Bank of Italy in April 2006

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#### **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

SANPAOLO IMI S.p.A.

By: /s/ James Ball Name: James Ball

Title: Head of International Strategy, London Branch

Date: September 12, 2006