

# 2006 First-Quarter Results

### **Foreword**

- 2006 and 2005 data are IAS/IFRS compliant, including IAS 39
- Gruppo Intesa chose not to use the option to revaluate fixed assets at fair value to minimise volatility of earnings and Shareholders' Equity
- In 2005 data the economic effects connected with discontinued operations (doubtful loans<sup>(1)</sup> sale) have been accounted for in its specific caption
- For comparison purposes, 2005 P/L data have also been restated by
  - consolidating line by line UPI Banka included in the full consolidation area starting from 1Q06 - and recognising its Net Income in the Minority Interests caption
  - deconsolidating line by line Nextra and Banco Wiese Sudameris both no longer included in the full consolidation area from 1Q06 - and recognising their Net Income in P/L on Investments carried at equity

# 1Q06 Confirms the Sustained Growth Trend Best Ever Operating Income, Cost/Income and Operating Margin

1Q06 the highest ever Operating Income: €2,753m (+14% vs 1Q05 and +13% vs 4Q05)

- 1Q06 the best ever Operating Margin: €1,422m (+23% vs 1Q05 and +47% vs 4Q05)
- 1Q06 Net Income at €751m, up 21% vs 1Q05
- 1Q06 Cost/Income ratio down to 48.3% vs 54.7% FY05 and 52.5% 1Q05
- Annualised ROE at 19.7% (vs 18.5% FY05<sup>(1)</sup>)
- 1Q06 EVA® at €396m, up 24% vs 1Q05
- Top-line growth in all Divisions

<sup>(1)</sup> Adjusted excluding capital gains on Nextra and IGC sale transactions, non-recurring charges for the stock granting plan and non-recurring Provisions for risks and charges



## Results at a Glance: 1Q06 vs 1Q05

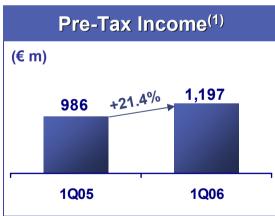
#### **Two-digit Top-line and Bottom-line Growth**

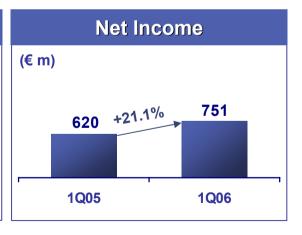












Note: 1Q05 figures restated to reflect 1Q06 consolidation area: including line by line Banca Intesa Beograd, CR Fano, KMB Bank, UPI Banka and excluding line by line Nextra, IGC and Banco Wiese Sudameris

(1) Income before Tax from Continuing Operations



### **Balance Sheet**

#### **Volume Growth Confirmed**

	31.12.05	31.03.06	Δ%
(€ m)	Restated		
Total Assets	273,761	279,067	1.9
Customer Loans	169,588	177,168	4.5
Direct Customer Deposits	187,777	187,887	0.1
Indirect Customer Funds	287,800	307,275	6.8
of which Assets under Management	59,045	59,156	0.2
Total Customer Administered Funds	475,674	495,869	4.2
Shareholders' Equity (1)	16,705	15,985	(4.3)

Assets under Management figures do not include Mutual Funds, included in Assets under Administration and in Custody after the Nextra transaction

Note: 31.12.05 figures restated to reflect 31.03.06 consolidation area (1) Including Net Income



## **Quarterly Analysis: 1Q06 vs 1Q05**

#### Substantial Increase in Revenues and Profitability

	1Q05	1Q06	Δ%
(€ m)	Restated		
Net interest income	1,283	1,344	4.8
Dividends and P/L on investments carried at equity	53	29	(45.3)
Net fee and commission income	911	1,012	11.1
Profits (Losses) on trading	188	364	93.6
Other operating income (expenses)	(12)	4	n.m.
Operating income	2,423	2,753	13.6
Personnel expenses	(766)	(795)	3.8
Other administrative expenses	(396)	(419)	5.8
Adjustments to property, equipment and intangible assets	(109)	(117)	7.3
Operating costs	(1,271)	(1,331)	4.7
Operating margin	1,152	1,422	23.4
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(44)	(38)	(13.6)
Net adjustments to loans	(187)	(194)	3.7
Net impairment losses on other assets	4	2	(50.0)
Profits (Losses) on HTM and on other investments	61	5	(91.8)
Income before tax from continuing operations	986	1,197	21.4
Taxes on income from continuing operations	(346)	(418)	20.8
Income (Loss) after tax from discontinued operations	18	0	(100.0)
Minority interests	(38)	(28)	(26.3)
Net income	620	751	21.1

Note: 1Q05 figures restated to reflect 1Q06 consolidation area including line by line Banca Intesa Beograd, CR Fano, KMB Bank, UPI Banka and excluding line by line Nextra, IGC and Banco Wiese Sudameris



# **Quarterly Analysis: 1Q06 vs 4Q05**

#### **Operating Margin up 47%**

	4Q05	1Q06	Δ%	
(€ m)	Restated			
Net interest income	1,319	1,344	1.9	
Dividends and P/L on investments carried at equity	45	29	(35.6)	
Net fee and commission income	935	1,012	8.2	
Profits (Losses) on trading	129	364	182.2	
Other operating income	20	4	(80.0)	
Operating income	2,448	2,753	12.5	+38%
Personnel expenses	(846) <sup>(1)</sup>	(795)	(6.0)	excluding
Other administrative expenses	(476)	(419)	(12.0)	4Q05 main non-recurring
Adjustments to property, equipment and intangible assets	(156)	(117)	(25.0)	items
Operating costs	(1,478)	(1,331)	(9.9)	
Operating margin	970	1,422	46.6	4
Goodwill impairment	(6)	0	(100.0)	+58%
Net provisions for risks and charges	(177)(2)	(38)	(78.5)	excluding
Net adjustments to loans	(237)	(194)	(18.1)	4Q05 main non-recurring
Net impairment losses on assets	(18)	2	n.m.	items
Profits (Losses) on HTM and on other investments	710 <sup>(3)</sup>	5	(99.3)	
Income before tax from continuing operations	1,242	1,197	(3.6)	+16%
Taxes on income from continuing operations	(60)	(418)	596.7	+16% excluding
Income (Loss) after tax from discontinued operations	25 <sup>(4)</sup>	0	(100.0)	4Q05 main
Minority interests	(27)	(28)	3.7	non-recurring items
Net income	1,180	751	(36.4)	

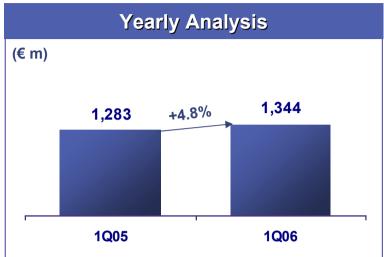
Note: 4Q05 figures restated to reflect 1Q06 consolidation area including line by line Banca Intesa Beograd, CR Fano, KMB Bank, UPI Banka and excluding line by line Nextra, IGC and Banco Wiese Sudameris

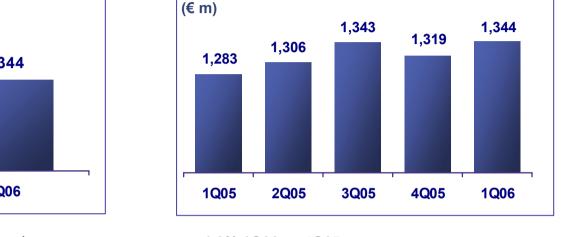
- (1) Including €63m non-recurring charges for the stock granting plan
- (2) Including €135m non-recurring provisions for risks and charges
- (3) Including €682m capital gain from the Nextra transaction
- (4) Including €49m capital gain from the IGC sale transaction



#### **Net Interest Income**

#### **Sound Performance thanks to Business Development**





- No significant IAS/IFRS impact (+0.4 p.p.)
- Increase mainly driven by sustained average volume growth in Retail<sup>(2)</sup> loans (+10%; +€10.4bn) and improvement in mark-down
- +6% average volume growth in Mid Corporate (+€0.6bn)
- -7% average volume reduction in Large Corporate (-€1.1bn)
- Negative impact from higher funding cost related to the increase of Caboto and Merchant Banking portfolios

- +1.9% 1Q06 vs 4Q05
- 1Q06 vs 4Q05 average volume growth in Large Corporate loans (+2.8%)

**Quarterly Analysis** 

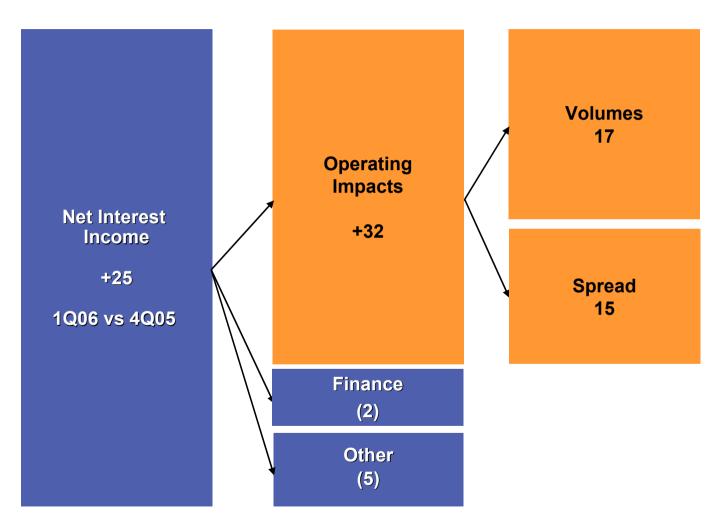
<sup>(1)</sup> Sofferenze + Incagli + Ristrutturati and In Corso di Ristrutturazione

<sup>(2)</sup> Retail Division, Italian Subsidiary Banks Division and International Subsidiary Banks Division (CEE)

## **Net Interest Income**

#### Contribution to 1Q06 vs 4Q05 Variation: Positive Operating Trend Confirmed

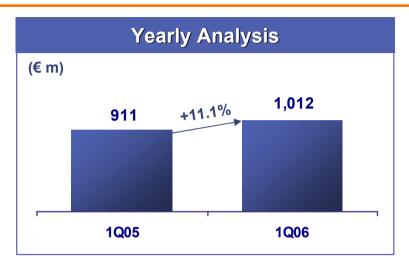
(€ m)





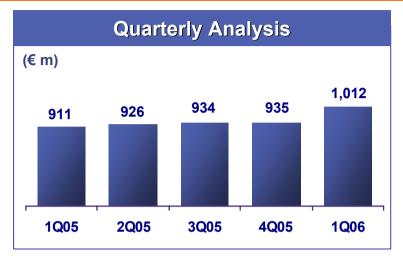
## **Net Fee and Commission Income**

#### **Double-digit Growth Trend Confirmed**





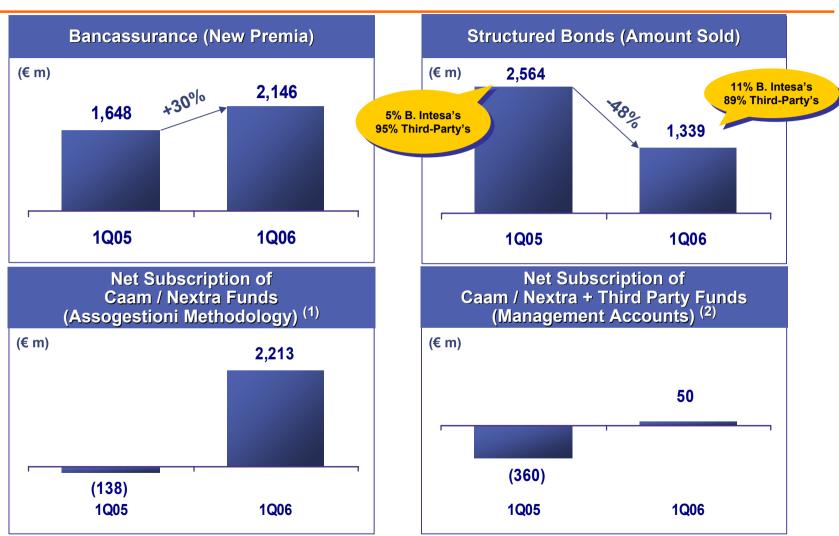
- □ Insurance products +37%
  □ Portfolio Management +24%
  □ Credit/Debit cards +11%
- Dealing & Placement of securities component +4% due to fees on
  - □ placement of third-party structured bonds down to ~€45m from ~€110m in 1Q05
  - □ placement of mutual funds up to ~€190m from ~€120m in 1Q05
  - □ dealing & placement of other securities at ~€60m, stable vs 1Q05
- Increase in Tax-collection fees (€63m in 1Q06 vs €29m in 1Q05) because in 1Q05 the Government fixed compensation - restored by law in the 3Q05 was not in effect



- Dealing & Placement of securities component +61% vs 4Q05 due to fees on
  - □ placement of third-party structured bonds at ~€45m in 1Q06, not present in 4Q05
  - □ placement of mutual funds up to ~€190m in 1Q06 from ~€140m in 4Q05
  - dealing & placement of other securities at ~€60m, ~€40m in 4Q05
- Seasonal decrease in Tax-collection fees (-€23m 1Q06 vs 4Q05)

## **Placing Power of Value-Added Products**

#### Sustained Growth in Bancassurance and Turnaround in Mutual Funds

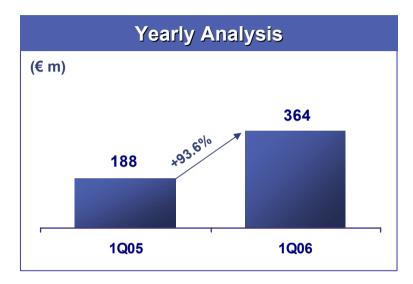


<sup>(1)</sup> Gruppo Intesa network

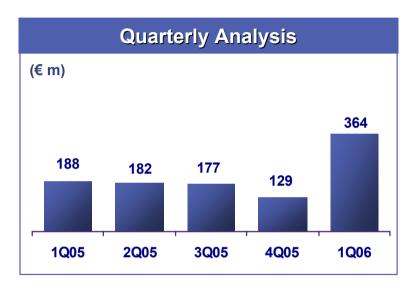
<sup>(2)</sup> Excluding double counting related to Funds of Funds and Intesa Garanzia Attiva, Gruppo Intesa network



# **Profits on Trading**Best Ever Quarterly Result



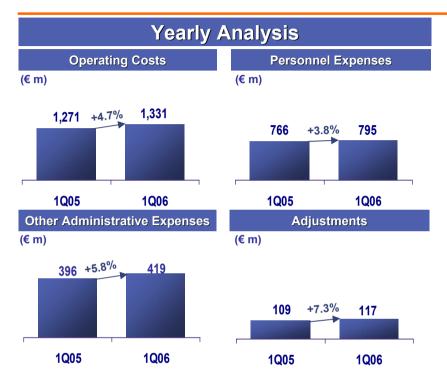
- 1Q06 record profits also thanks to the positive mark to market of the FIAT and Parmalat stakes (~€100m)
- As for FIAT position positive mark to market of ~€80m after charges for put options bought and call options sold

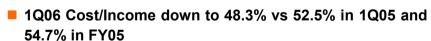


- +115% 1Q06 vs 2005 quarterly average
- 1Q06 record profits after the planned slowdown in 4Q05 (after sound 9M05 performance)

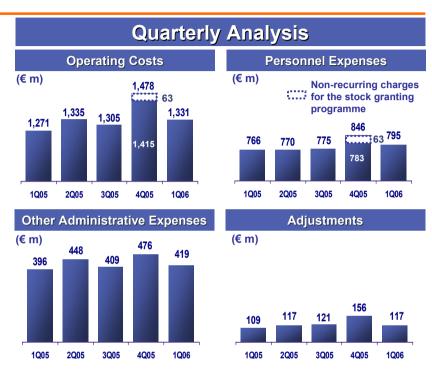
## **Operating Costs**

#### Best Ever Cost/Income ratio: down to 48.3%





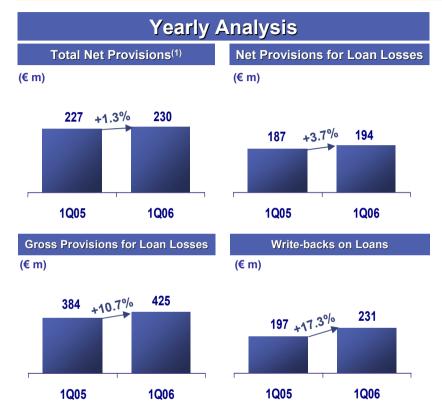
- 1Q06 Operating Costs in line with our targets
- 1Q05 Other Administrative Expenses exceptionally low
- Personnel Expenses growth mainly due to National labour contract renewal and CEE branch network and salesforce growth



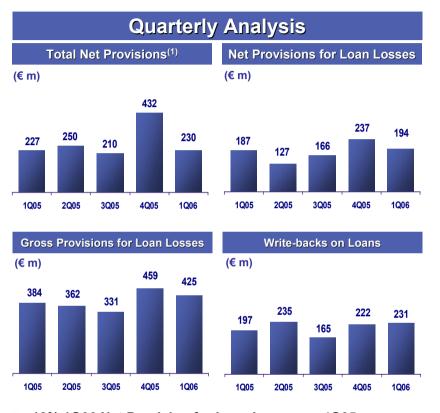
- 1Q06 vs 4Q05 decline in Operating Costs (-10%) also due to the seasonal trend and to the €63m nonrecurring charges related to the stock granting plan booked in 4Q05
- 1Q06 Operating Costs -1.2% vs 2005 quarterly average

### **Provisions**

#### **Total Net Provisions Stable vs 1Q05**



- 1Q06 Net Provisions for Loan Losses within our FY06 target and in line with 1Q05
- Gross Provisions for Loan Losses increase due to the transfer to Substandard Loans of part of positions past due by over 180 days recognised for the first time as at 31.12.05



- -18% 1Q06 Net Provision for Loan Losses vs 4Q05
- 4Q05 Total Net Provisions includes €135m non-recurring Provisions for Risks and Charges

(1) Includes Net Provisions for risks and charges, net adjustments to loans and net impairment losses on other assets



# Asset Quality in Line with European Best Practice

Make Banca Intesa One of the Best European Banks

	Ratios						
	2001	2002	2003	2004	2004 Restated <sup>(1)</sup>	2005	1Q06
		Pre	-IAS				
Net Loan Provisions/Op. Margin	76%	77%	34%	23%	22%	16%	14%
Net Loan Provisions/Loans	1.3%	1.4%	0.8%	0.56%	0.52%	0.44%	0.11%(2)
Net Doubtful Loans <sup>(3)</sup> /Loans	3.0%	3.2%	3.0%	2.7%	0.6%	0.7%	0.8%
Doubtful Loans <sup>(3)</sup> Coverage	59%	62%	65%	67%	71%	69%	69%

<sup>(3)</sup> Sofferenze

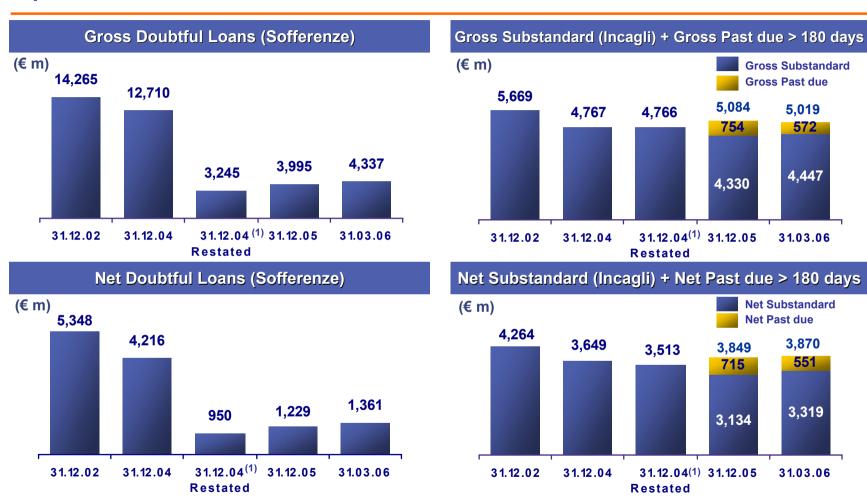


<sup>(1) 2004</sup> figures restated to reflect the IAS/IFRS application (including IAS 39 estimates), 2005 consolidation area and discontinued operations (doubtful loans sale)

<sup>(2)</sup> Not annualised

### **Doubtful & Substandard Loans**

Impressive Reduction in Net Doubtful and Substandard Loans since 2002: -€5bn



 Over 1/3 of 1Q06 increase in Gross Doubtful Loans is due to 3 specific corporate positions previously classified as Substandard

(1) 2004 figures restated to reflect the IAS/IFRS application (including IAS 39 estimates), 2005 consolidation area and discontinued operations (doubtful loans sale)



# **Strengthening of Capital Base**

	Ratios								
	2001	2004	2004 IAS	2005	1Q06				
Core Tier 1	5.3%	7.6%	6.7%	7.1%	7.0%				
Tier 1	6.0%	8.5%	7.6%	7.9%	7.8%				
Total Capital	9.3%	11.6%	11.0%	10.3%	10.7%				

## Divisional Financial Highlights as at 31.03.06

	Retail (1)	Italian Subsidiary Banks	International Subsidiary Banks	Corporate <sup>(2)</sup>	Central Functions/ Other	Total
Operating Income (€ m)	1,384	428	290	540	111	2,753
Operating Margin (€ m)	678	231	137	337	39	1,422
Cost/Income (%)	51.0	45.9	52.8	37.6	65.4	48.3
RWA (€ bn)	80.0	27.3	14.7	56.8	16.2	195.0
Allocated Capital <sup>(3)</sup> (€ bn)	5.0	1.6	0.9	3.4	1.0	11.9
Pre-tax ROE (4)(%)	46.2	49.4	50.8	39.8	(5.1)	40.9
EVA® (€ m)	259	75	58	125	(120)	396

1Q06 €396m EVA® vs €318m in 1Q05 (+25%)



<sup>(4)</sup> Income before Taxes from Continuing Operations / Allocated Capital



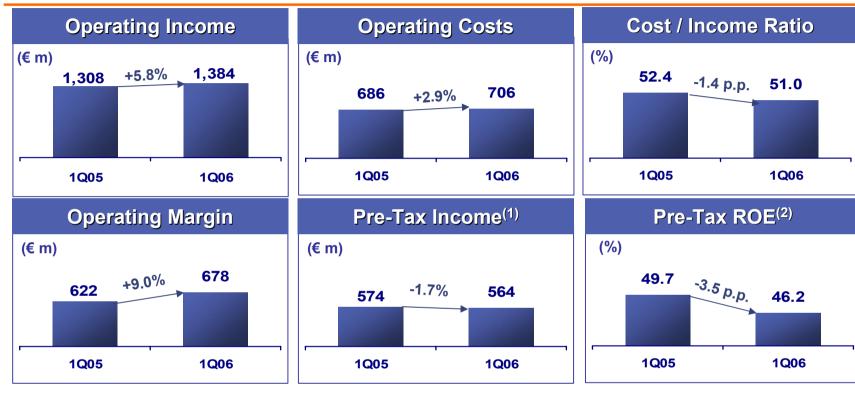
<sup>(1)</sup> Includes Individuals (Households, Affluent, Private), SOHO (Small Businesses and Micro Enterprises with turnover <€2.5m), SMEs (turnover between €2.5m and €50m), Non-Profit Entities and Subsidiary Companies operating in Industrial Credit and Leasing

<sup>(2)</sup> Includes Corporates (turnover over €50m), Public Administrations, Financial Institutions, Factoring and Tax Collection

<sup>(3)</sup> Allocated Capital = 6% RWA

## **Retail Division**

#### **Substantial Growth in Operating Margin**



- Pre-tax Income in line with our targets
- 1Q06 €259m EVA® vs €275m in 1Q05 (-6%)
- Strong commercial effectiveness confirmed (Residential Mortgages stock +12.5%, Personal Loans stock +19.5%, Bancassurance New Premiums +19.4%)

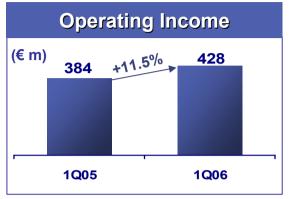
Note: Includes Individuals (Households, Affluent, Private), SOHO (Small Businesses & Micro Enterprises with turnover <€2.5m), SMEs (turnover between €2.5m and €50m), Non-Profit Entities and Subsidiary Companies operating in Industrial Credit and Leasing

- (1) Income before Tax from Continuing Operations
- (2) Income before Tax from Continuing Operations / Allocated Capital



## **Italian Subsidiary Banks Division**

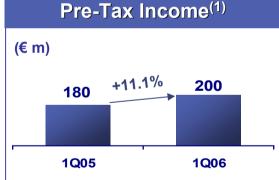
#### **Double-digit Top-Line Growth**

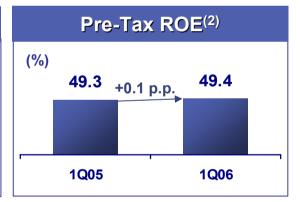












**■** 1Q06 €75m EVA® vs €71m in 1Q05 (+6%)

- (1) Income before Tax from Continuing Operations
- (2) Income before Tax from Continuing Operations / Allocated Capital

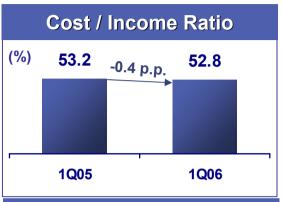


## International Subsidiary Banks Division (CEE)

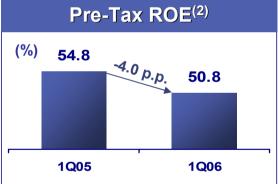
Marked Improvement in Revenues and Profitability Confirmed











- Operating Costs increase due to growth-related expenses (+30 branches, ...)
- 1Q06 Net Income up to €89m (+30% vs 1Q05)

1Q06

- 1Q06 €58m EVA® vs €53m in 1Q05 (+9%)
- Customer Deposits up to €13.7bn (+17%), Customer Loans up to €12.3bn (+25%) and Total Assets up to €20.8bn (+18%)

Figures may not add up exactly due to rounding differences

- (1) Income before Tax from Continuing Operations
- (2) Income before Tax from Continuing Operations / Allocated Capital



1Q05



## **Corporate Division**

#### **Growth Trend Confirmed and Improved Efficiency**

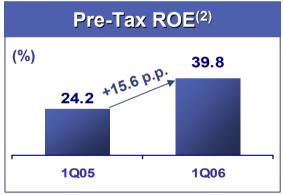












- Operating Income increase also due to the positive mark to market of FIAT and Parmalat
- Decrease in Large Corporate (-7%, -€1.1bn) and recovery in Mid Corporate exposure (+6%, +€0.6bn)
- Net Interest Income up 4% excluding higher funding costs related to the increase of Caboto and Merchant Banking portfolios
- Net commission up 10%
- 1Q06 €125m EVA® vs €45m in 1Q05 (+178%)

- (1) Income before Tax from Continuing Operations
- (2) Income before Tax from Continuing Operations / Allocated Capital



### **Conclusions**

On Track on our 2005-2007 Business Plan Targets, with sustained Top-Line growth and substantial improvement in profitability and efficiency:

	1Q05 Operating	Δ% FY05 vs FY04	Δ% 1Q06 vs 1Q05	BP Target CAGR 2004-2007
Operating Income	Cost exceptionally low	+8.5%	+13.6%	+7.4%
<b>Operating Costs</b>		-0.9% <sup>(1)</sup>	<b>→ +4.7%</b>	+1.1%
Operating Margin		+22.3% (1)	+23.4%	+15.6%
	2004 <sup>(2)</sup>	2005	31.03.06	2007BP Target
Cost/Income	60%	<b>54.4%</b> <sup>(1)</sup>	48.3%	50%
ROE	16%	18.5% <sup>(3)</sup>	19.7% <sup>(4)</sup>	20%

BP = 2005-2007 Business Plan

(4) Annualised



<sup>(1)</sup> Excluding the €63m non-recurring charges related to the stock granting plan accounted for in 4Q05 under Personnel Expenses caption

<sup>(2) 2004</sup> figures restated to reflect the IAS/IFRS application (including IAS 39 estimates), 2005 consolidation area and discontinued operations

<sup>(3)</sup> Adjusted excluding capital gains on Nextra and IGC sale transactions, non-recurring charges for the stock granting plan and non-recurring Provisions for risks and charges

# **Appendix**

## **Quarterly Analysis**

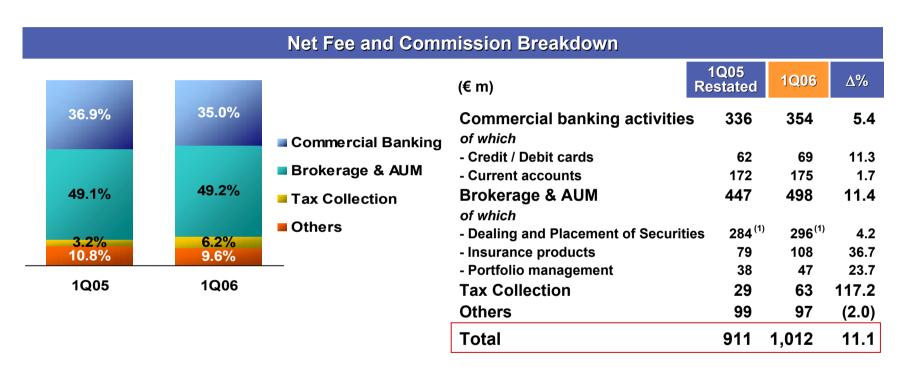
	1Q05	2Q05	3Q05	4Q05	1Q06
(€ m)		Resta			
Net interest income	1,283	1,306	1,343	1,319	1,344
Dividends and P/L on investments carried at equity	53	66	51	45	29
Net fee and commission income	911	926	934	935	1,012
Profits (Losses) on trading	188	182	177	129	364
Other operating income (expenses)	(12)	10	(6)	20	4
Operating income	2,423	2,490	2,499	2,448	2,753
Personnel expenses	(766)	(770)	(775)	(846)	(795)
Other administrative expenses	(396)	(448)	(409)	(476)	(419)
Adjustments to property, equipment and intangible assets	(109)	(117)	(121)	(156)	(117)
Operating costs	(1,271)	(1,335)	(1,305)	(1,478)	(1,331)
Operating margin	1,152	1,155	1,194	970	1,422
Goodwill impairment	0	0	0	(6)	0
Net provisions for risks and charges	(44)	(115) <sup>(1)</sup>	(45)	(177) <sup>(1)</sup>	(38)
Net adjustments to loans	(187)	(127)	(166)	(237)	(194)
Net impairment losses on other assets	4	(8)	1	(18)	2
Profits (Losses) on HTM and on other investments	61	22	42	710 <sup>(2</sup>	5
Income before tax from continuing operations	986	927	1,026	1,242	1,197
Taxes on income from continuing operations	(346)	(310)	(339)	(60)	(418)
Income (Loss) after tax from discontinued operations	18	(2)	(8)	25 <sup>(3)</sup>	0
Minority interests	(38)	(35)	(34)	(27)	(28)
Net income	620	580	645	1,180	751

Note: 2005 figures restated to reflect 1Q06 consolidation area including line by line Banca Intesa Beograd, CR Fano, KMB Bank, UPI Banka and excluding line by line Nextra, IGC and Banco Wiese Sudameris

- (1) Including €115m in 2Q05 and €135m in 4Q05 of non-recurring provisions for risks and charges
- (2) Including €682m capital gain from the Nextra transaction
- (3) Including €49m capital gain from the IGC sale transaction



## **Net Fee and Commission**



Note: 1Q05 figures restated to reflect 1Q06 consolidation area

<sup>(1)</sup> Including ~€110m in 1Q05 and ~€45m in 1Q06 from the placement of third-party structured bonds and ~€110m in 1Q05 and ~€190m in 1Q06 from the placement of mutual funds



## **Retail Division**

#### In the Last Two Years the Range of Products Was Completely Renewed



**Conto Intesa** 

Launched in Dec. 2003

As at 31.03.06 ~821,000 current accounts had been opened since their launch, 40% of which are new accounts





Conto Intesa Business

Launched in Jun. 2004



Conto Intesa Personal

Launched in Jun. 2004



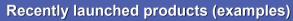
Conto Intesa Condominio

Launched in Jun. 2005



Conto Intesa 18-26

Launched in Sept. 2005

















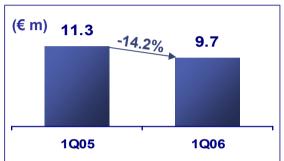


# **Italian Subsidiary Banks Division**

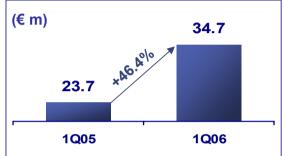
#### **Operating Margin**



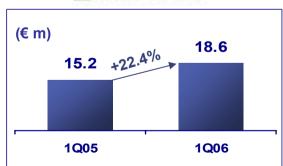




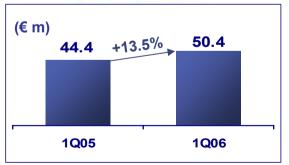












## **International Subsidiary Banks Division**

#### **Positive Operating Performance in All Banks**

		IB gary)		BZ patia)		JB ⁄akia)	<b>Beog</b> (Serb	Intesa rad <sup>(1)</sup> ia and negro)	KMB E (Rus Feder		(Bosn	anka <sup>(2)</sup> ia and govina)
(€ m)	1Q05	1Q06	1Q05	1Q06	1Q05	1Q06	1Q05	1Q06	1Q05	1Q06	1Q05	1Q06
<b>Operating Income</b>	70	81	81	90	65	75	21	26	8	15	3	3
Operating Costs	(35)	(40)	(42)	(46)	(38)	(42)	(10)	(13)	(6)	(11)	(2)	(2)
Operating Margin	35	42	39	43	27	34	12	14	2	3	1	2
Net Provisions(3)	(7)	(8)	(8)	(3)	(3)	(8)	(4)	(6)	(1)	(3)	(1)	(1)
Pre-Tax Income <sup>(4)</sup>	28	34	33	41	27	26	8	8	1	1	0	1
Net Income	20	25	26	34	22	21	0	8	0	1	0	1
	31.03.05	31.03.06	31.03.05	31.03.06	31.03.05	31.03.06	31.03.05	31.03.06	31.03.05	31.03.06	31.03.05	31.03.06
Customer Deposits	s 2,719	3,245	4,073	4,397	4,031	4,871	546	740	149	197	187	205
<b>Customer Loans</b>	4,165	4,801	3,361	4,081	1,680	2,279	341	561	193	434	110	113
Total Assets	5,033	5,876	5,802	7,033	5,636	6,180	679	949	257	529	225	245

Figures may not add up exactly due to rounding differences – Balance Sheet figures: contribution to Intesa consolidated accounts

<sup>(4)</sup> Income before Tax from Continuing Operations

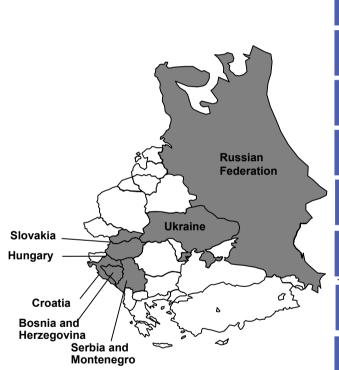


<sup>(1)</sup> Acquired in 2005

<sup>(2)</sup> Acquired in February 2006

<sup>(3)</sup> Including Net provisions for risks and charges, net adjustments to loans and net impairment losses on assets

# Acquisition of Ukrsotsbank: an Important Step Forward in Banca Intesa's Presence in Central-Eastern Europe



	Population	Total Assets (€ bn)	Customers	Branche	s Ranking
Croatia PBZ	~4,000,000	7.0	~1,900,000	210	2nd
Slovakia VUB	~5,000,000	6.2	~1,850,000	233	2nd
Serbia-Montenegro Banca Intesa Beograd	~11,000,000	0.9	~800,000	152	2nd
Hungary CIB	~10,000,000	5.9	~500,000	80	4th
<i>Ukraine</i> Ukrsotsbank <sup>(1)</sup>	~47,000,000	1.8	~660,000	527	4th
<i>Bosnia-Herzegovina</i> Upi Banka	~4,000,000	0.2	~80,000	15	5th
Sub Total	~81,000,000	22.0	~5,790,000	1,217	
Russian Federation KMB Bank	~145,000,000	0.5	~40,000	54	Leading bank in small enterprises segment
Total		22.5	~5,830,000	1,271	

<sup>(1)</sup> Acquisition under way – 2005 Figures