2009 Third-Quarter Results

10 November 2009

Agenda

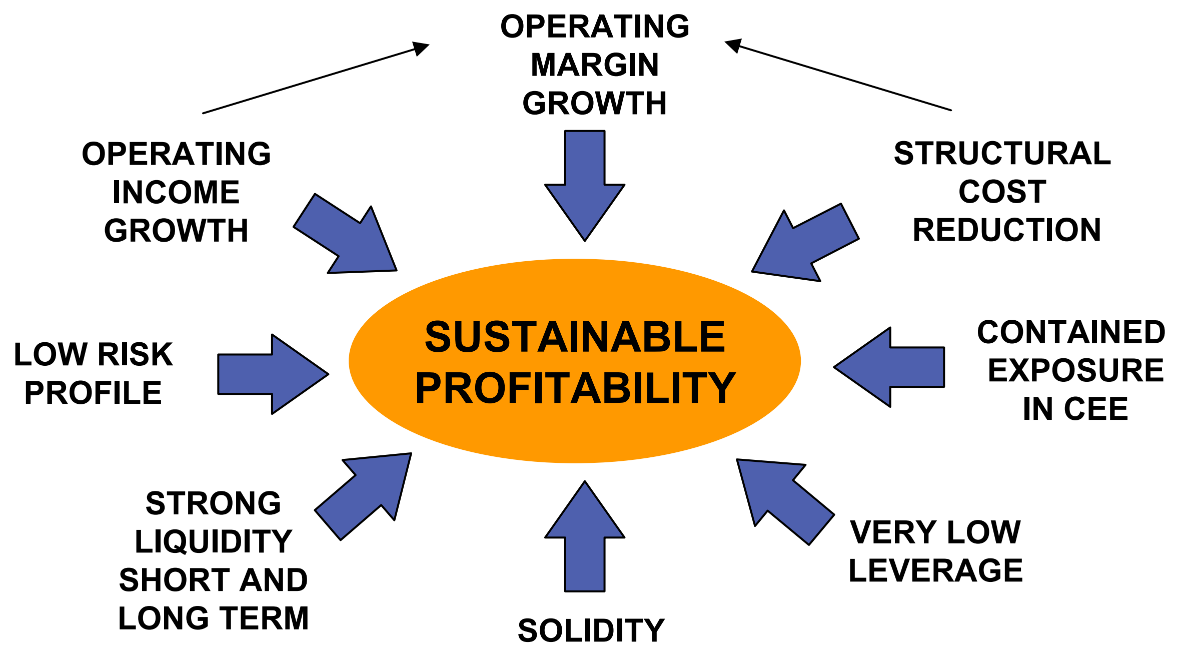
1 Delivering steady growth in profitability

2 9M09 Results

Delivering steady growth in profitability

- **Steady growth in profitability quarter after quarter in 9M09**
- **3Q09 Operating Margin after Net Adjustments to Loans +6.9% vs 2Q09, following +20.2% in 2Q09 vs 1Q09**
- **3Q09 Pre-tax Income +13.5% vs 2Q09, following +17.4% in 2Q09 vs 1Q09**
- **3Q09 Net Income at €674m (+31.4% vs 2Q09), €816m adjusted for main non-recurring items (+25% vs 2Q09)**
- **9M09 Net Income at €2.3bn, €2.1bn adjusted for main non-recurring items**
- **9M09 results do not include ~€260m capital gain on the recent disposal of Findomestic**
- **3Q09 and 9M09 sound performance is the result of the continued focus on sustainable profitability, liquidity, solidity and low risk profile, which are and remain top priorities for the Group**

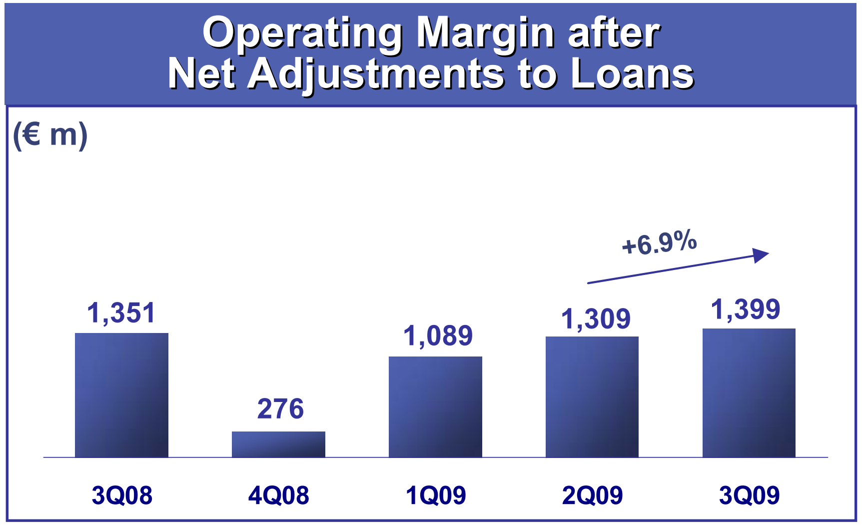
We are well positioned with a clear focus

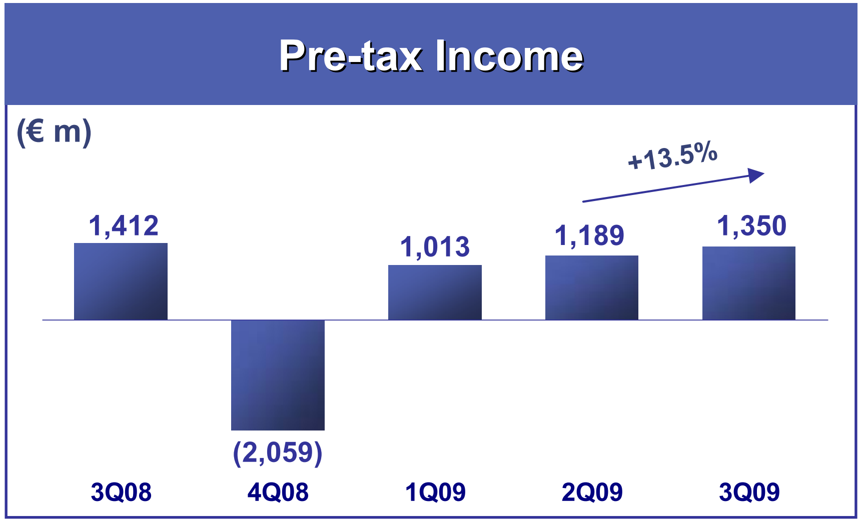


- **The sustainability of our earnings stream is based on our business model focused on commercial banking where we take full advantage of a wide-ranging customer franchise and product capability, enhanced by long-lasting relationships**
- **The lowest CDS among the largest European banking Groups**
- **Group's rating affirmed by S&P (AA-) and Moody's (Aa2) in October 2009 and unchanged by Fitch (AA-)(1)**

(1) Affirmed in April 2009

Sustainable profitability: 3Q09 significant growth in Operating Margin after Net Adjustments to Loans and in Pre-tax Income

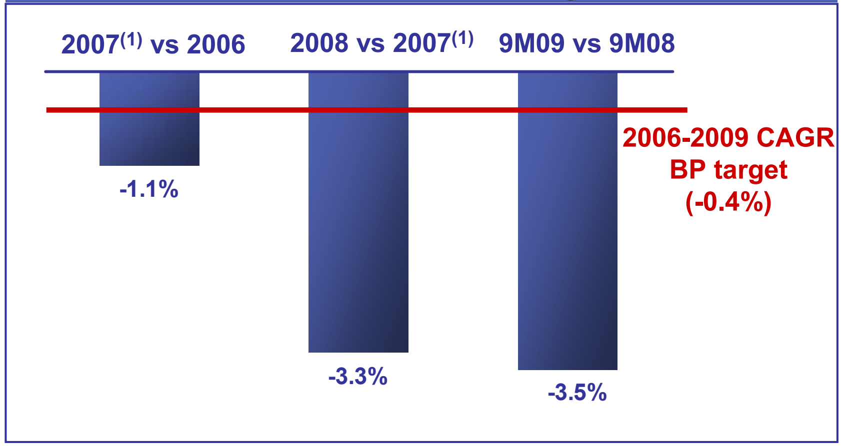




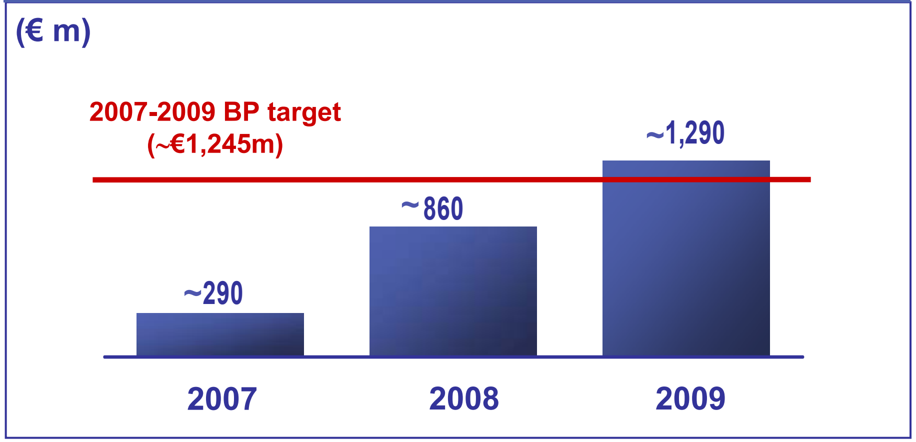
- **Revenues held up well, despite**
  - **elimination of overdraft charges**
  - **further falls in market yields (all-time lows) and mark-down**
  - **seasonal factors over the summer**
- **Reduction in Operating Costs (-0.6% vs 2Q09)**
- **Sharp fall in cost of credit following 2Q09 peak (23.9% decrease in Net Adjustments to Loans vs 2Q09)**
- **3Q09 Operating Margin after Net Adjustments to Loans, the highest since 3Q08**

Sustainable profitability: excellent structural cost reduction and €1.3bn synergies already realised

Reduction in Operating Costs vs 2007-2009 BP target



Cumulative cost synergies realised (before tax)



- €1,290m synergies realised as at 30.09.09 (of which ~€290m in 2007, ~€570m in 2008 and €430m in 9M09)
- ~€180m of additional cost synergies to be realised in 4Q09 and in 1Q10
- Agreed plan for a staff reduction of ~2,000 people in 4Q09
- ~€60m of integration charges to be booked in 4Q09
- CR Firenze IT system integration completed in July (migrated ~560 branches)
- Casse del Centro IT system currently being integrated (~290 branches). All integration to be completed by mid-December

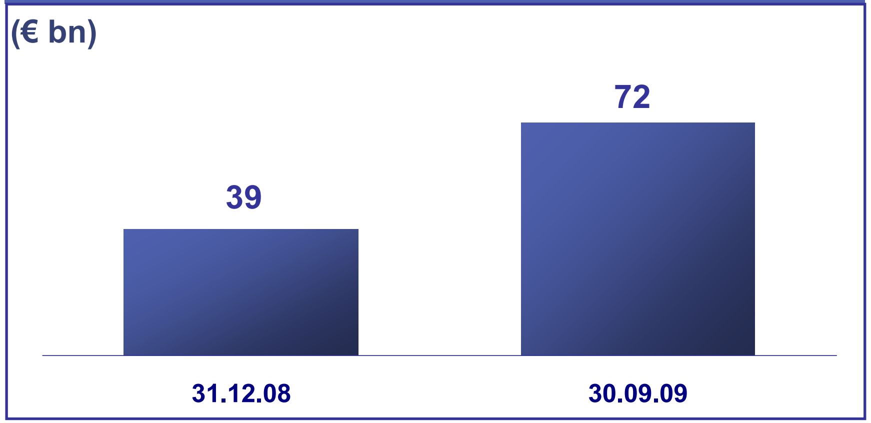
(1) Excluding non-recurring recoveries on the allowance for Employee Termination Indemnities (TFR) (€277m in 2Q07)

Liquidity remains a priority

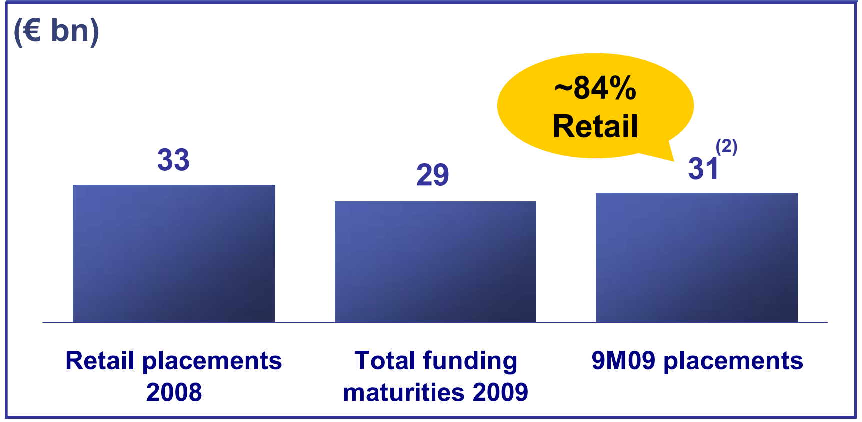
Direct Customer Deposits > Loans to Customers as at 30.09.09

- Group's strategy aimed at prioritising a stronger liquidity position in a still highly uncertain economic environment
- 9M09 M/L Term funding exceeding the full-year maturities
- The retail branch network confirmed its role as a stable and reliable source of funding
- ~70% of Direct Customer Deposits from retail business
- Positive Net interbank position of €4.3bn

Eligible assets with Central Banks (net of haircut)



Medium/long-term funding capability



(1) Excluding €22.6bn financial liabilities from insurance business
(2) Versus ~€24bn of maturities

Group solidity remains a priority: bolstering capital ratios

- On 29 September 2009, the Management Board and the Supervisory Board decided in light of the results achieved by the Group and the foreseeable trend of the economy:
  - not to issue the Tremonti Bonds
  - to confirm the intention to maintain the Group's Core Tier 1 ratio and Tier 1 ratio at structural levels not lower than 7% and 8% respectively in the coming years even if lending activity starts growing again, with no need for a rights issue and resuming dividend payment on ordinary shares for 2009 payable in 2010
- Although the Group's current capital base can be considered adequate for its risk profile and its will to increase lending, it has also been decided to:
  - substantially strengthen the capital base immediately by up to a further 40bps through the issue of Tier 1 (successfully issued in October for €1.5bn)
  - replace in the short term the "provisional" effect of 100bps that would have been derived from the Tremonti Bonds with structural effects of at least the same size through capital management actions (disposals, either partial or full, partnerships, listings) on non-core assets, which are expected to take place by the time of the shareholders' meeting in April 2010
  - pursue additional capital management actions to further strengthen the capital base by at least another 100 bps, if needed

Capital ratios bolstered by more than 100bps over the last 12 months with no recourse to the market

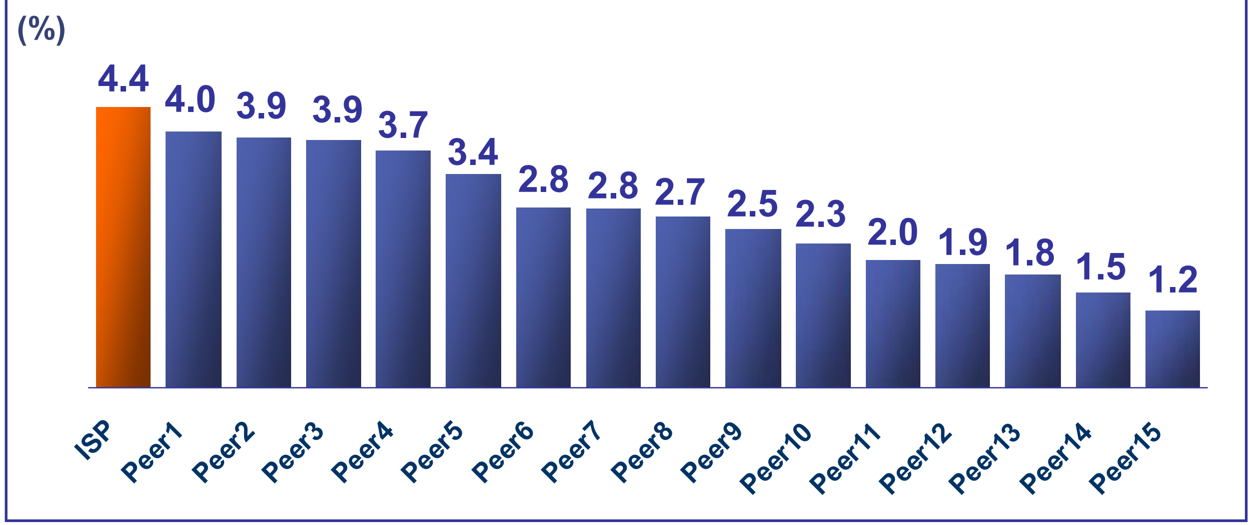
	Capital ratios as at 30.09.09 Basel 2 (Foundation)	Estimated benefits Basel 2 Advanced[(1)], issued Tier 1 and disposals/acquisitions underway[(2)]	Pro-forma capital ratios	Estimated benefits from capital management actions in the short term	Estimated further benefits from capital management actions if needed	Total
Core Tier 1 ratio	7.2%	0.4%	7.6%	>1.0%	>1.0%	>9.6%
Tier 1 ratio	8.0%	0.8%	8.8%	>1.0%	>1.0%	>10.8%
Total Capital ratio	11.6%	0.8%	12.4%	>1.0%	>1.0%	>14.4%

- **Over 30bps Core Tier 1 improvement in 3Q09 (over 100bps vs 30.09.08), of which 25bps is due to structural operating performance and for the remaining part essentially due to write-backs of assets AFS**
- **30.09.09 data do not take into account the effect of the planned resumption of dividend payment on ordinary shares**
- **Benefits from capital management actions on non-core assets with a total value of more than €11-15bn (considering either the book value or a reasonable market value), of which more than €5bn deducted from Core Tier 1 (goodwill and intangibles), and RWA of more than €15bn**

(1) Fully executing the internal model extension plan to the Advanced model - subject to the Bank of Italy approval - produces a benefit that, on the basis of the current economic situation, can be estimated at a further 25bps on the Core Tier 1 ratio, to be achieved mainly in 2010
(2) Balance between Findomestic disposal (50%, assuming €130m positive impact on Net income from the disposal of the second 25% stake in Findomestic, valued at the lower end of the range set for in the agreement) and Intesa Vita acquisition (50%) equal to +13bps

Very low leverage remains a priority

Tangible Net Shareholders' equity[1]/
Tangible Total Assets as at 30.09.09[2]



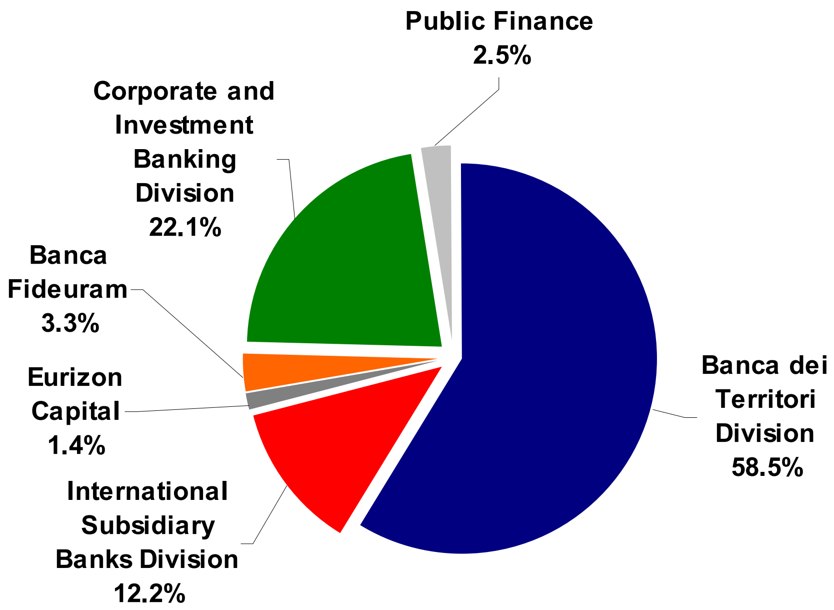
ISP has the best ratio of Tangible Net Shareholders' equity to Tangible Total Assets demonstrating its solid capital base

(1) Including Net income for the period

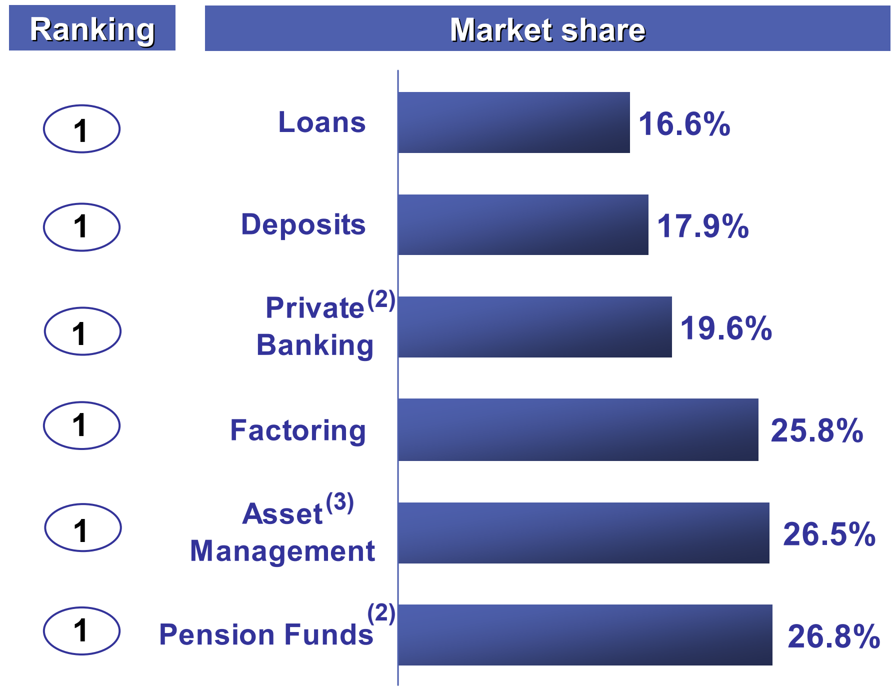
(2) Sample: BBVA, Commerzbank, Credit Suisse, Deutsche Bank, Nordea, Santander and UBS (data as at 30.09.09); Barclays, BNP Paribas, HSBC, ING, Lloyds Banking Group, RBS, SocGen and UniCredit (data as at 30.06.09)

Low risk profile: focus on strength in the domestic retail market

9M09 Operating Income Breakdown by business area[1]



Leadership in Italy
(data as at 30.09.09)



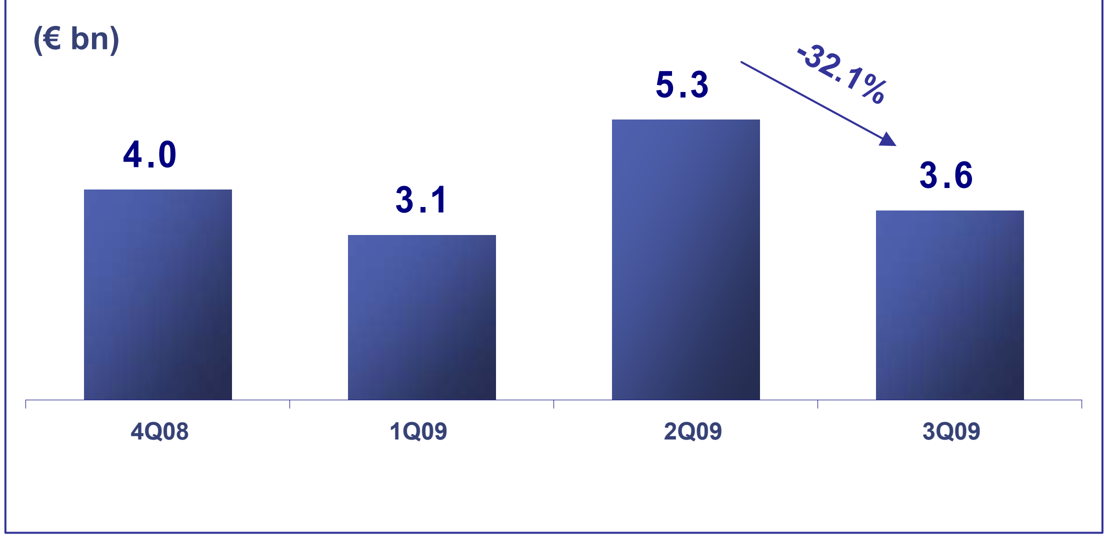
- **Retail domestic operations are momentarily suffering from historically low market yields but will remain a structural strength of the Group together with the other commercial banking operations**

(1) Excluding Corporate Centre
(2) Data as at 30.06.09
(3) Mutual funds
Note: Domestic retail = Banca dei Territori Division, Eurizon Capital and Banca Fideuram

Low risk profile: 9M09 cost of credit in line with expectations and adequate coverage

- **9M09 cost of credit (93bps annualised) in line with expectations**
- **Doubtful Loans total coverage (including collateral and guarantees) stable at 125%**
- **3Q09 sharp fall in new substandard and doubtful loans gross flow vs 2Q09**

New substandard(1) and doubtful(2) gross flow



(1) Incagli
(2) Sofferenze

Low risk profile: only 7% of loans in CEE

(Figures as at 30.09.09)

	Hungary	Slovakia	Slovenia	Croatia	Serbia	Bosnia	Albania	Romania	Russian F.	Ukraine	Total CEE	Egypt	Total
Oper. Income (€ m)	377	348	78	346	171	19	29	29	68	43	1,508	135	1,643
% of Group total	*2.8%*	*2.6%*	*0.6%*	*2.6%*	*1.3%*	*0.1%*	*0.2%*	*0.2%*	*0.5%*	*0.3%*	*11.2%*	*1.0%*	*12.2%*
Net Income (€ m)	9	95	19	101	48	2	10	(1)	(24)	(40)	219	50	268
% of Group total	*0.4%*	*4.2%*	*0.8%*	*4.4%*	*2.1%*	*0.1%*	*0.4%*	*n.m.*	*n.m.*	*n.m.*	*9.7%*	*2.2%*	*11.9%*
Customer Deposits (€ bn)	6.9	7.9	1.4	6.2	1.9	0.3	0.7	0.2	0.6	0.3	26.6	3.1	29.7
% of Group total	*1.6%*	*1.8%*	*0.3%*	*1.4%*	*0.4%*	*0.1%*	*0.2%*	*0.1%*	*0.1%*	*0.1%*	*6.1%*	*0.7%*	*6.8%*
Customer Loans (€ bn)	8.8	5.9	2.0	6.4	1.9	0.4	0.4	0.5	1.1	0.4	27.7	1.9	29.6
% of Group total	*2.3%*	*1.6%*	*0.5%*	*1.7%*	*0.5%*	*0.1%*	*0.1%*	*0.1%*	*0.3%*	*0.1%*	*7.3%*	*0.5%*	*7.8%*
Total Assets (€ bn)	11.0	9.9	2.5	9.5	3.1	0.5	0.8	0.7	1.3	0.6	39.9	4.0	43.9
% of Group total	*1.7%*	*1.6%*	*0.4%*	*1.5%*	*0.5%*	*0.1%*	*0.1%*	*0.1%*	*0.2%*	*0.1%*	*6.3%*	*0.6%*	*6.9%*
Shareholder's Equity (€ m)	978	909	255	1,114	515	57	77	128	136	60	4,228	312	4,540
% of Group total	*1.9%*	*1.7%*	*0.5%*	*2.1%*	*1.0%*	*0.1%*	*0.1%*	*0.2%*	*0.3%*	*0.1%*	*8.1%*	*0.6%*	*8.7%*
Book value (€ m)	997	1,066	301	1,191	804	85	183	129	179	60	4,995	1,292	6,287
- of which goodwill/intangibles	*56*	*231*	*61*	*114*	*327*	*29*	*128*	*5*	*67*	*0*	*1,018*	*981*	*1,999*

- **Marginal presence in Ukraine (0.1% of Group's loans; €0.4bn)**
- **Well-balanced Direct Customer Deposits/Loans to Customers**

Low risk profile: adequate coverage of Non-Performing Loans in CEE

(Figures as at 30.09.09)	Hungary	Slovakia	Slovenia	Croatia	Serbia	Bosnia	Albania	Romania	Russian F.	Ukraine	Total CEE	Egypt	Total
Performing loans (€ bn)	8.3	5.8	1.9	6.3	1.9	0.4	0.3	0.5	1.1	0.3	**26.6**	1.8	**28.4**
of which:													
Retail local currency	4%	53%	43%	17%	8%	8%	2%	25%	5%	33%	**22%**	40%	**23%**
Retail foreign currency	25%	0%	1%	29%	18%	44%	21%	66%	1%	53%	**18%**	0%	**17%**
Corporate local currency	17%	45%	54%	16%	9%	46%	8%	1%	75%	10%	**27%**	35%	**28%**
Corporate foreign currency	54%	2%	2%	38%	65%	2%	69%	7%	19%	4%	**32%**	24%	**32%**
Doubtful loans(1) (€ m)	122	52	26	3	28	9	17	23	20	48	**348**	16	**364**
Substandard and Restructured(2) (€ m)	464	77	39	209	27	7	21	2	8	17	**871**	6	**877**
Performing loans coverage	0.5%	2.0%	2.8%	1.4%	3.3%	2.3%	3.2%	0.9%	0.7%	1.0%	**1.5%**	1.9%	**1.5%**
Doubtful loans(1) coverage	73%	68%	50%	98%	77%	50%	37%	30%	78%	65%	**72%**	93%	**75%**
Substandard and Restructured loans(2) coverage	14%	27%	17%	37%	31%	22%	13%	25%	43%	23%	**23%**	25%	**23%**
Cost of credit(3) (bps; annualised)	278	172	81	109	337	127	157	164	434	1,707	**226**	n.m.	**210**

- **Cost of credit in line with expectations**
- **Foreign currency retail loans in CEE only account for 1.3% of Group's loans**
- **Foreign currency retail Direct Customer Deposits > Foreign currency retail Loans to Customers**

(1) Sofferenze
(2) Including Past Due
(3) Net Adjustments to loans/Net customer loans
Figures may not add up exactly due to rounding differences

Agenda

1 Delivering steady growth in profitability

2 9M09 Results

Sound performance in 3Q09 and 9M09

- **3Q09 Net Income at €674m (+31.4% vs 2Q09)**
- **3Q09 adjusted[1] Net Income at €816m (vs 653m in 2Q09), the highest since 4Q08**
- **3Q09 Operating Margin after Net Adjustments to Loans up to €1.4bn (+6.9% vs 2Q09), the highest since 3Q08**
- **9M09 Net Income at €2.3bn (€2.1bn adjusted[2])**
- **Excellent structural reduction in Operating Costs (-3.5% vs 9M08)**
- **Sound asset quality confirmed**
  - **9M09 cost of credit (93bps annualised) fully in line with expectations**
  - **Net Doubtful Loans/Loans to customers at 1.3%**
  - **Doubtful Loans coverage including collateral and guarantees stable at 125%**
  - **Increase in Reserves on Performing Loans at €2,472m (+€31m vs 30.06.09)**
- **More than 30bps improvement in Core Tier 1 ratio in 3Q09 and more than 100bps improvement over the last 12 months with no recourse to the market**

(1) Excluding main non-recurring items (see slide 19)
(2) Excluding main non-recurring items (see slide 46)

More than €1 trillion of Customer Financial Assets

(€ m)	30.09.08 Restated	30.09.09	Δ%
Loans to Customers	383,664	377,896	(1.5)
Customer Financial Assets(1)	1,030,546	1,006,022	(2.4)
of which Direct Customer Deposits	432,484	433,980	0.3
of which Indirect Customer Deposits	623,610	598,237	(4.1)
- Assets under Management	*235,601*	*223,083*	*(5.3)*
- Assets under Administration	*388,009*	*375,154*	*(3.3)*
RWA	398,191	367,372	(7.7)

+2.5% average volumes

+9.4% average volumes

- **Customer Financial Assets up by €10.3bn vs 30.06.09 (+1.0%) due to the surge in Assets under Management and Assets under Administration**
- **Indirect Customer Deposits decrease vs 30.09.08 mainly due to performance effect**

(1) Net of duplications between Direct Customer Deposits and Indirect Customer Deposits
Note: 30.09.08 figures restated to reflect the scope of consolidation as at 30.09.09

Reduction in cost of credit and strong increase in Net Income

(€ m)	2Q09	3Q09	Δ%
Net interest income	2,779	2,605	(6.3)
Dividends and P/L on investments carried at equity	36	18	(50.0)
Net fee and commission income	1,340	1,363	1.7
Profits (Losses) on trading	439	447	1.8
Income from insurance business	124	116	(6.5)
Other operating income (expenses)	13	0	(100.0)
Operating income	**4,731**	**4,549**	**(3.8)**
Personnel expenses	(1,360)	(1,400)	2.9
Other administrative expenses	(824)	(759)	(7.9)
Adjustments to property, equipment and intangible assets	(157)	(168)	7.0
Operating costs	**(2,341)**	**(2,327)**	**(0.6)**
Operating margin	**2,390**	**2,222**	**(7.0)**
Net provisions for risks and charges	(63)	(66)	4.8
Net adjustments to loans	(1,081)	(823)	(23.9)
Net impairment losses on other assets	(72)	4	n.m.
Profits (Losses) on HTM and on other investments	15	13	(13.3)
Income before tax from continuing operations	**1,189**	**1,350**	**13.5**
Taxes on income from continuing operations	(489)	(510)	4.3
Merger and restructuring related charges (net of tax)	(38)	(44)	15.8
Effect of purchase cost allocation (net of tax)	(102)	(98)	(3.9)
Income (Loss) after tax from discontinued operations	(15)	(5)	(66.7)
Minority interests	(32)	(19)	(40.6)
Net income	**513**	**674**	**31.4**

Figures may not add up exactly due to rounding differences

Strong increase in Net Income even excluding main non-recurring items

2Q09 Net Income (post-tax data) (€ m)		3Q09 Net Income (post-tax data) (€ m)	
Net Income	**513**	**Net Income**	**674**
+ Integration charges	38	+ Integration charges	44
+ Amortisation of acquisition cost	102	+ Amortisation of acquisition cost	98
Net Income adjusted	**653**	**Net Income adjusted**	**816**

+25%

- **3Q09 adjusted Net Income, the highest since 4Q08**

9M09 sound Net Income at €2.3bn

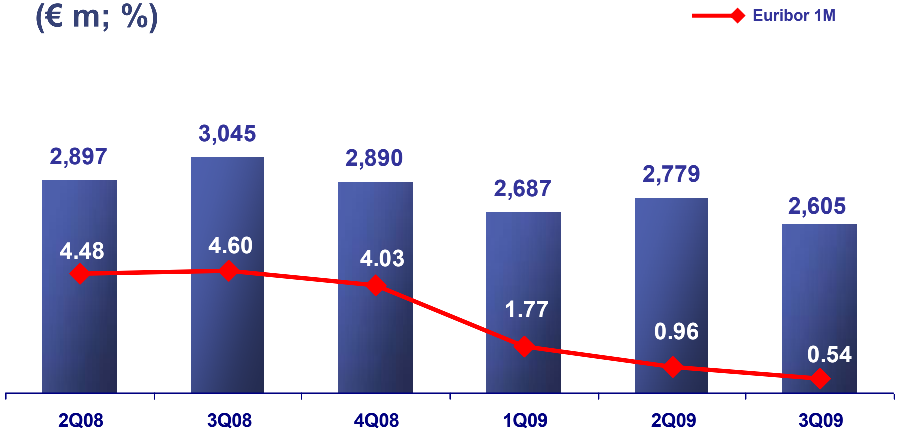
(€ m)	9M08 Restated	9M09	Δ%
Net interest income	8,740	8,071	(7.7)
Dividends and P/L on investments carried at equity	108	48	(55.6)
Net fee and commission income	4,586	3,958	(13.7)
Profits (Losses) on trading	301	993	229.9
Income from insurance business	229	304	32.8
Other operating income	219	42	(80.8)
Operating income	**14,183**	**13,416**	**(5.4)**
Personnel expenses	(4,304)	(4,159)	(3.4)
Other administrative expenses	(2,347)	(2,341)	(0.3)
Adjustments to property, equipment and intangible assets	(586)	(482)	(17.7)
Operating costs	**(7,237)**	**(6,982)**	**(3.5)**
Operating margin	**6,946**	**6,434**	**(7.4)**
Net provisions for risks and charges	(154)	(198)	28.6
Net adjustments to loans	(1,567)	(2,637)	68.3
Net impairment losses on assets	(51)	(75)	47.1
Profits (Losses) on HTM and on other investments	474	28	(94.1)
Income before tax from continuing operations	**5,648**	**3,552**	**(37.1)**
Taxes on income from continuing operations	(1,797)	(834)	(53.6)
Merger and restructuring related charges (net of tax)	(475)	(130)	(72.6)
Effect of purchase cost allocation (net of tax)	(432)	(295)	(31.7)
Income (Loss) after tax from discontinued operations	976	45	(95.4)
Minority interests	(139)	(76)	(45.3)
Net income	**3,781**	**2,262**	**(40.2)**

Note: 9M08 figures restated to reflect the scope of consolidation for 9M09
Figures may not add up exactly due to rounding differences

Net Interest Income not inflated by the leverage effect

Quarterly Analysis

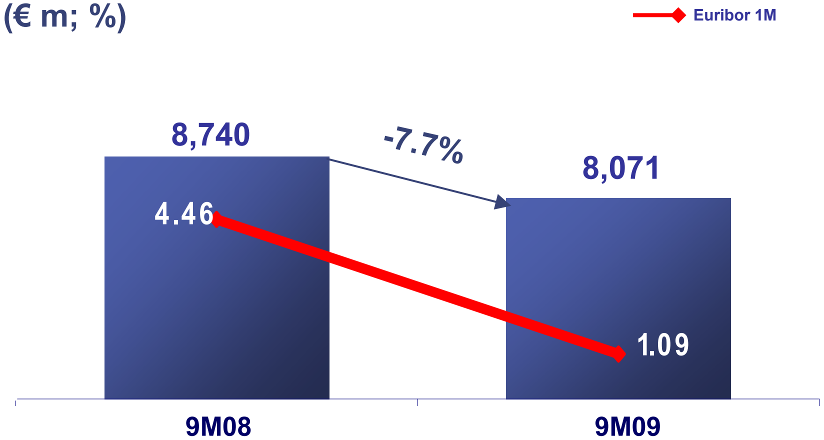
(€ m; %)



- 3Q09 in line with 1Q09, excluding ~€90m negative impact of the elimination of overdraft charges
- Decrease in 3Q09 vs 2Q09 mainly due to:
  - elimination of overdraft charges
  - decline in mark-down due to the further drop in market yields
  - repricing of Public Finance assets with *fixing* 30.06.09
  - decrease in average Customers loans (-1.8%)
- Slight increase in 3Q09 vs 2Q09 in average Direct Customer Deposits (+0.1%)

Yearly Analysis

(€ m; %)



- Decrease due to mark-down reduction and, to a lesser extent, elimination of overdraft charges
- Growth in average intermediated volumes with customers (Loans +2.5% and Direct Customer Deposits +9.4%)

Loans to Customers - Average volumes

	Δ%	Δ €bn
Retail Italy	(1.4)	(1.6)
SMEs Italy	(1.3)	(0.9)
Mid-Corporate Italy	+2.3	+0.5
Large Corporate	+11.6	+4.3
Public Finance	+0.7[(1)]	+0.3
International Subsidiary Banks Division	+13.4	+3.5

(1) Including securities subscription

Quarterly decrease in Net Interest Income largely due to the elimination of overdraft charges

Δ 3Q09 vs 2Q09 (€ m)		
2Q09 Net Interest Income		2,779
+ Operating impact		(84)
of which:		
- Volumes	(7)	
- Spread	(77)	
+ Hedging [1]		50
+ Overdraft charges		(90)
+ Public Finance		(39)
+ Other		(11)
3Q09 Net Interest Income		2,605

Δ 9M09 vs 9M08 (€ m)		
9M08 Net Interest Income		8,740
+ Operating impact		(1,476)
of which:		
- Volumes	214	
- Spread	(1,690)	
+ Hedging [1]		980
+ Overdraft charges		(90)
+ Other		(83)
9M09 Net Interest Income		8,071

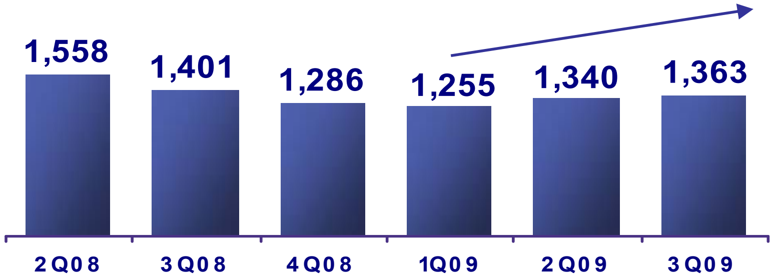
- ~€385m benefit from hedging[1] registered in 3Q09

(1) Core deposits

Positive trend in Net Fee and Commission Income confirmed in 3Q09

Quarterly Analysis

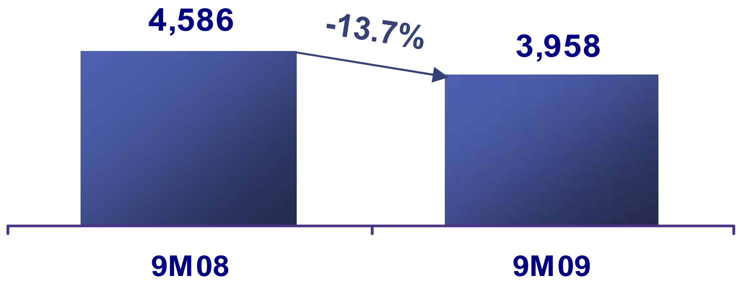
(€ m)



- +1.7% in 3Q09 vs 2Q09 despite seasonal factors over the summer
- 13.1% (+€61m) increase in commissions from commercial banking activities in 3Q09 vs 2Q09 also due to the introduction of the Commitment fee (~€40m benefit in 3Q09 vs 2Q09)
- 4.1% (-€26m) decrease in commissions from Management, dealing and consultancy activities (e.g. portfolio management, insurance products, placement of securities) in 3Q09 vs 2Q09, despite the sound performance of the insurance products (+6.7%, +€12m vs 2Q09) and portfolio management (+6.0%, +€15m vs 2Q09) components

Yearly Analysis

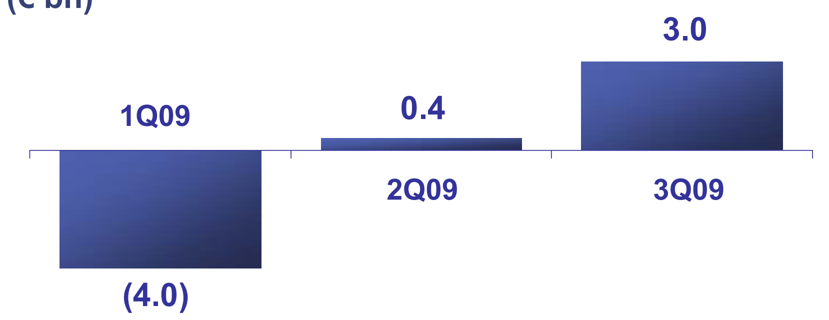
(€ m)



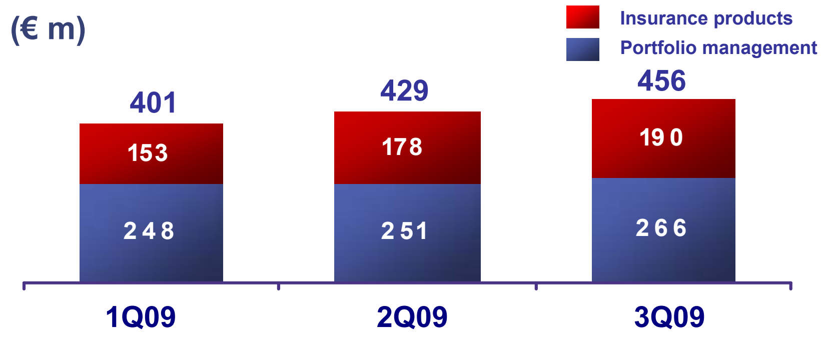
- Decrease mainly driven by Management, dealing and consultancy activities (portfolio management, insurance products, placement of securities), down €553m (-23.7%) due to adverse market trends, customer risk aversion and the much lower placement of products with up-front fees
- 9M09 commercial policy focused on placement of Intesa Sanpaolo bonds (~€31bn placed)

Progressive surge in Assets under Management

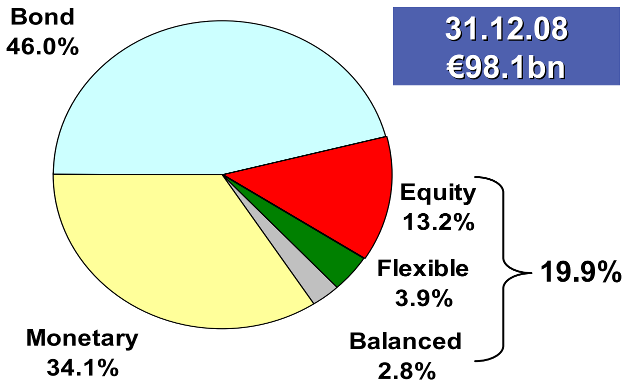
9M09 quarterly net flows of Assets under Management in Italy[1]

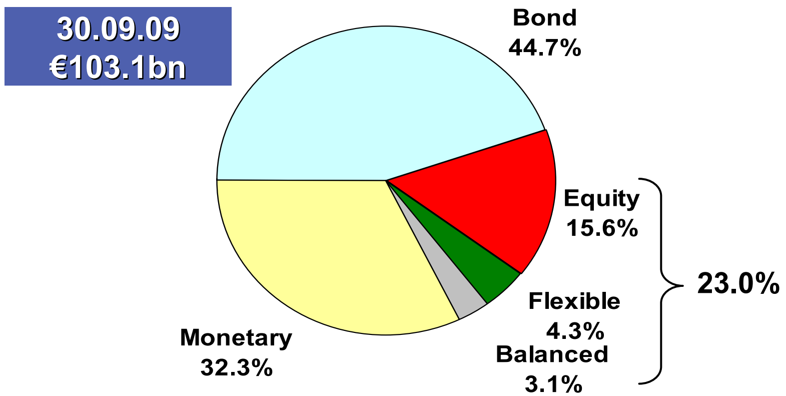


9M09 quarterly Net Fee and Commission Income from Assets under Management



Improved Mutual Funds Asset Mix



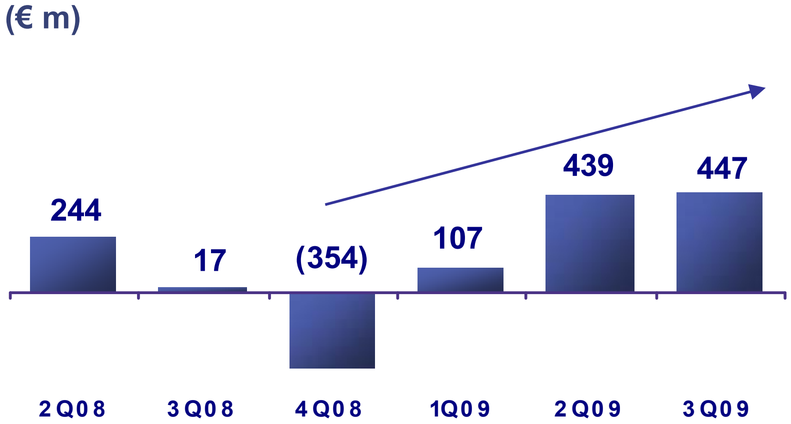


- €9bn growth in Assets under Management in 3Q09 (+4.2% vs 30.06.09)
- The switch back of Assets under Administration (€375bn) into Assets under Management provides potential for future growth in commissions with retail customers

(1) Banca dei Territori Division + Banca Fideuram

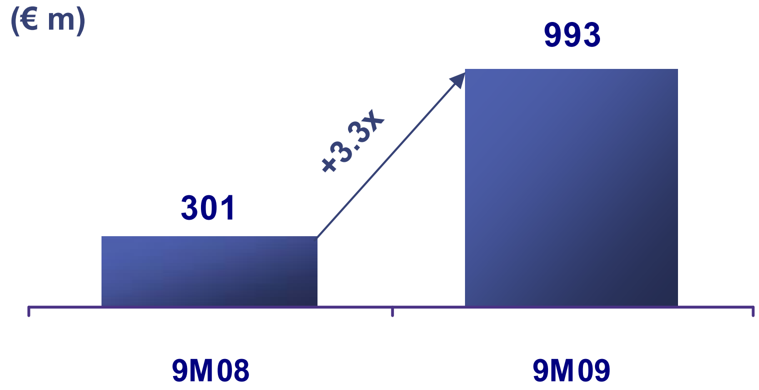
9M09 trading profits at €1bn while keeping low risk profile

Quarterly Analysis



- Positive trend confirmed while keeping low risk profile
- 3Q09 the best quarter recorded since 2Q07 thanks to good performance in all activities
- Strong performance in capital markets and in financial assets AFS
- €114m benefit from Natixis and Banca Generali disposals in 3Q09
- 3Q09 average VAR down 16.5% vs 2Q09 at €36m

Yearly Analysis



- 9M09 results (€1bn) three times as high as those in the same period last year while keeping low risk profile
- Increase mainly due to higher profits from capital markets and financial assets available for sale, return to profitability of proprietary trading and treasury and a sizeable reduction in losses on structured credit products
- 9M09 results also include €36m of dividends from financial assets available for sale (€93m in 9M08)

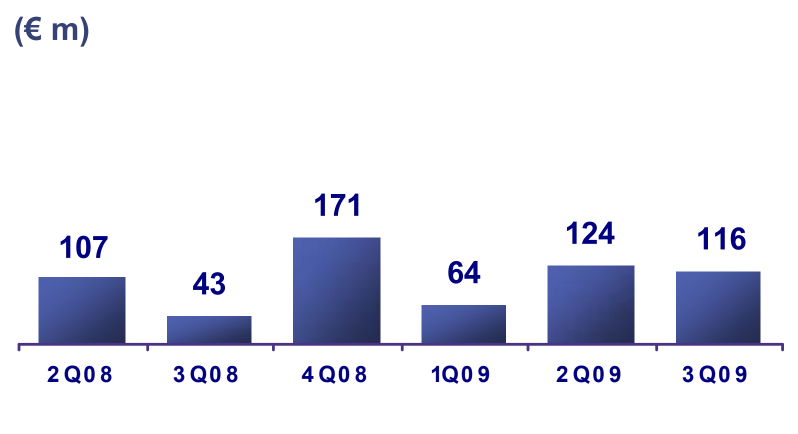
Trading profits: 3Q09 good performance in all activities

(€ m)	2Q08	3Q08 (1)	4Q08 (1)	1Q09 (1)	2Q09 (1)	3Q09 (1)
Total	**244**	**17**	**(354)**	**107**	**439**	**447**
of which:						
Customers	**153**	**101**	**88**	**104**	**157**	**113**
Capital markets & Financial assets AFS	**156**	**16**	**14**	**101**	**167**	**205**
Proprietary Trading and Treasury (excluding structured credit products)	**18**	**(67)**	**(80)**	**(19)**	**111**	**90**
Structured credit products (see appendix)	**(83)**	**(33)**	**(376)**	**(79)**	**4**	**39**

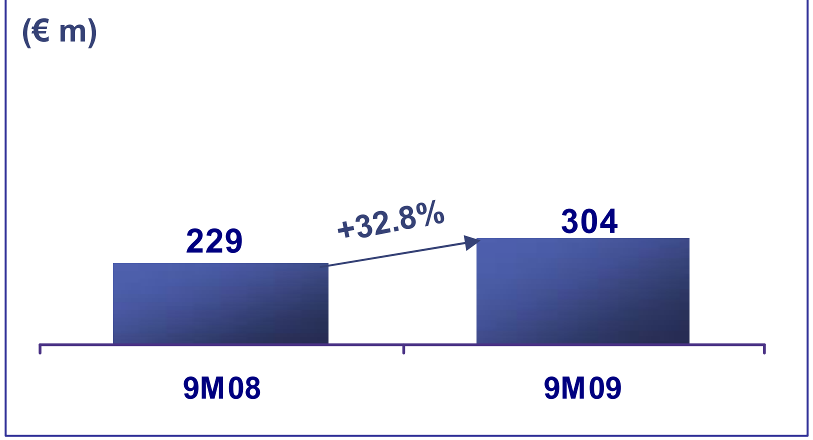
(1) Without IAS reclassification the income statement would have included €141m of negative impact (of which €107m on Structured credit products) in 3Q08, €318m of negative impact (of which €191m on Structured Credit Products) in 4Q08, €81m of negative impact (of which €83m on Structured credit products) in 1Q09, €13m of positive impact (of which -€28m on Structured credit products) in 2Q09 and €148m of positive impact (of which €104m on Structured credit products) in 3Q09

Positive performance of insurance business will benefit from the ongoing rationalisation project

Quarterly Analysis



Yearly Analysis



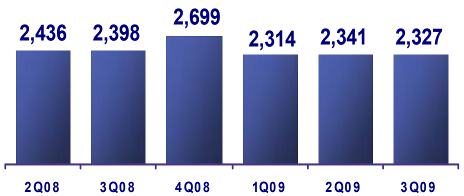
- **Strong growth in Income from insurance business in 9M09 vs 9M08**
- **3Q09 in line vs 2Q09 and nearly three times as high as that in the same period last year**
- **Following the unwinding of the joint venture with Generali and Cardif, Intesa Sanpaolo will acquire full control of the current four companies (Intesa Vita, EurizonVita, Centrovita and Sud Polo Vita)**
- **The rationalisation project underway offers a remarkable opportunity for value creation and is based on a logic of specialisation by distribution network. This will lead to the setting up of a single life company serving the Group's banking networks and a life company at the service of Banca Fideuram. Main benefits:**
  - **significant efficiency improvement, with cost synergies (unification of systems and processes)**
  - **substantial improvement in commercial effectiveness (alignment to internal best practice as well as reviewing and unifying both product range and investment policies)**
  - **the re-launch of the insurance business of Banca Fideuram thanks to a dedicated structure**

Excellent structural cost reduction confirmed

Quarterly Analysis

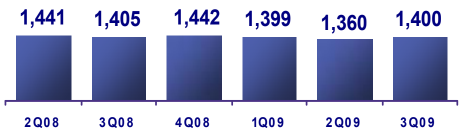
Operating Costs

(€ m)



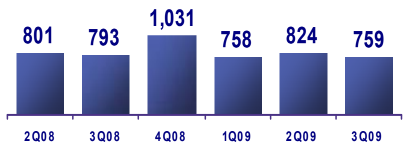
Personnel Expenses

(€ m)



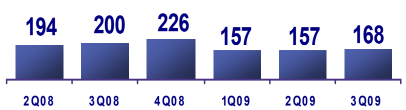
Other Administrative Expenses

(€ m)



Adjustments

(€ m)

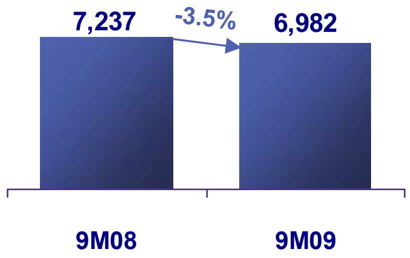


- -0.6% decrease in Operating costs in 3Q09 vs 2Q09 due to Other Administrative Expenses reduction
- 3Q09 Operating costs down 3.0 vs 3Q08
- 3Q09 Cost/Income equal to 51.2%
- ~€180m of cost synergies to be realised in 4Q09 and in 1Q10

Yearly Analysis

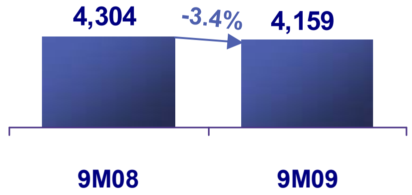
Operating Costs

(€ m)



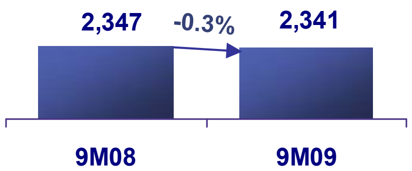
Personnel Expenses

(€ m)



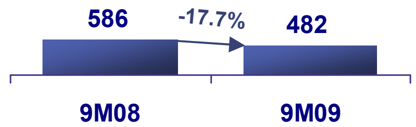
Other Administrative Expenses

(€ m)



Adjustments

(€ m)



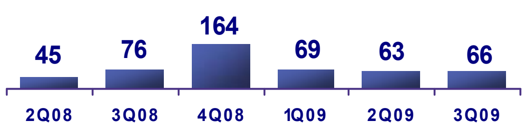
- Excellent cost reduction confirmed despite the introduction of the intra-group VAT and ongoing growth-related investments
- 2.2% reduction in Other Administrative Expenses excluding intra-group VAT
- Operating costs down in all the Divisions
- 9M09 Cost/Income at 52.0%

3Q09 cost of credit down following 2Q09 peak

Quarterly Analysis

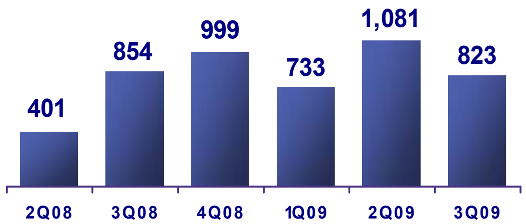
Net Provisions for risks and charges

(€ m)



Net Adjustments to Loans

(€ m)

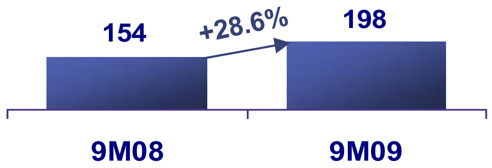


- 3Q09 Net provisions for risks and charges in line with 2Q09 and 1Q09
- 23.9% decrease in 3Q09 Net Adjustments to Loans vs 2Q09
- Net Adjustment to Loans/Loans down to 87bps annualised in 3Q09 (vs 112bps in 2Q09)
- €31m increase in Performing Loans reserves in 3Q09
- 3Q09 Doubtful Loans specific coverage at 68% (stable at 125% including collateral and guarantees)

Yearly Analysis

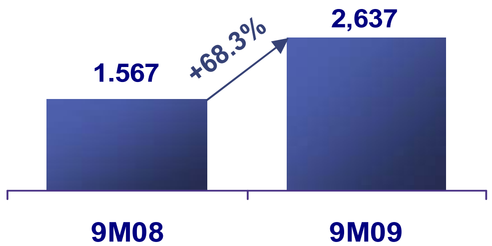
Net Provisions for risks and charges

(€ m)



Net Adjustments to Loans

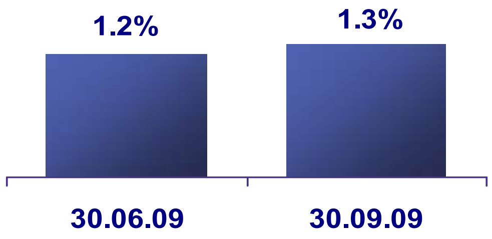
(€ m)



- 9M09 conservative Net provisions for risks and charges
- 9M09 Net Adjustments to Loans/Loans at 93bps annualised fully in line with the 2009 Outlook disclosed in 2008 results presentation in March
- €52m increase in Performing Loans reserves on a yearly basis

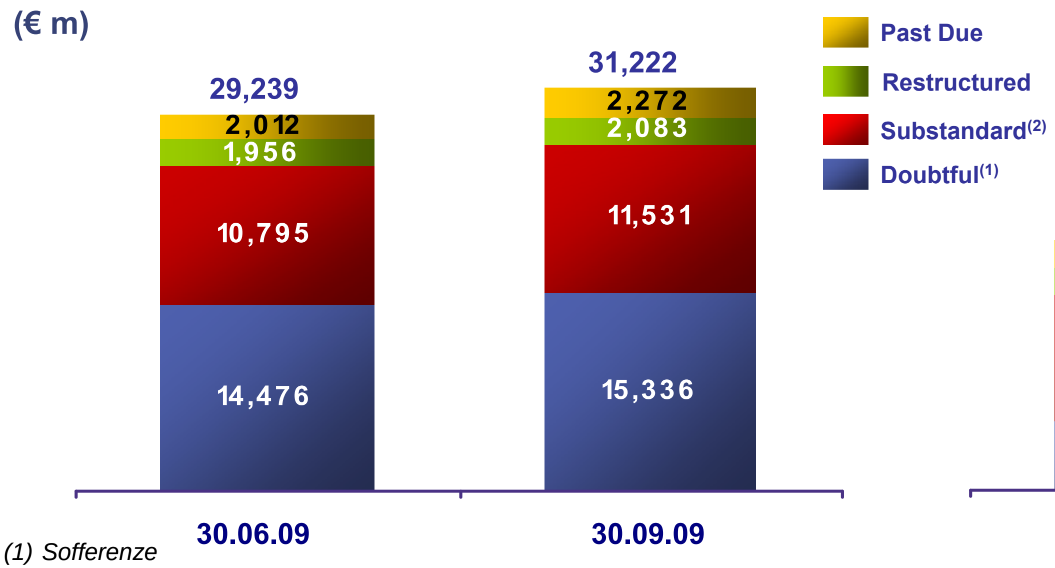
Doubtful Loans(1) coverage stable and more than adequate

Net Doubtful Loans(1)/Net Loans

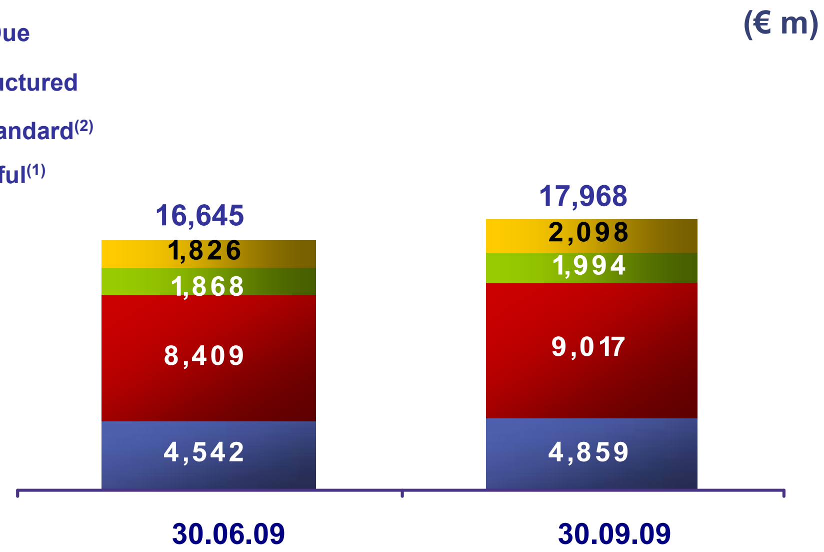


- Doubtful Loans total coverage (including collateral and guarantees) stable at 125%
- Doubtful Loans specific coverage at 68%
- €2.5bn reserves on Performing Loans
- In 3Q09 increase in Doubtful Loans in line with 2Q09
- Stock of Restructured Loans mostly owing to a single loan which did not require provisioning
- In 3Q09 increase in Substandard Loans by far lower than in 2Q09

Gross Non-Performing Loans

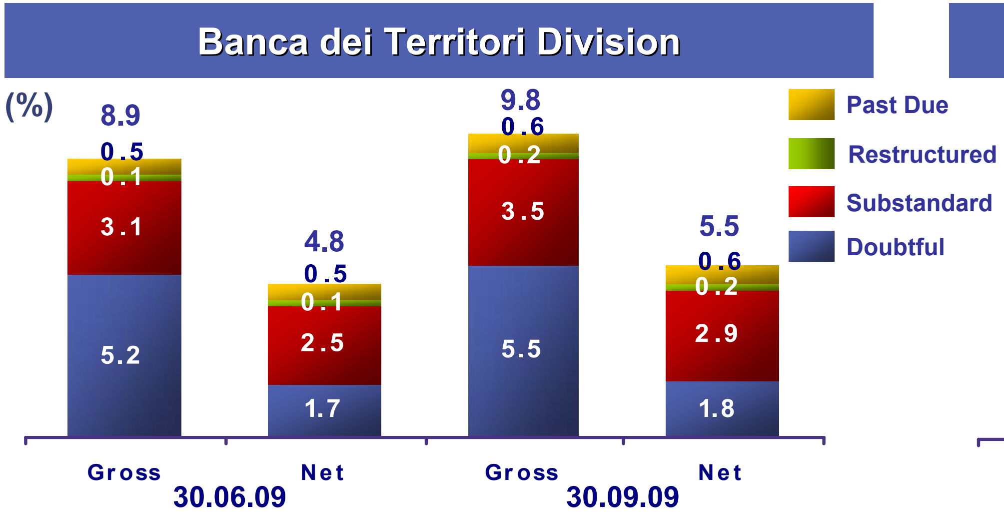


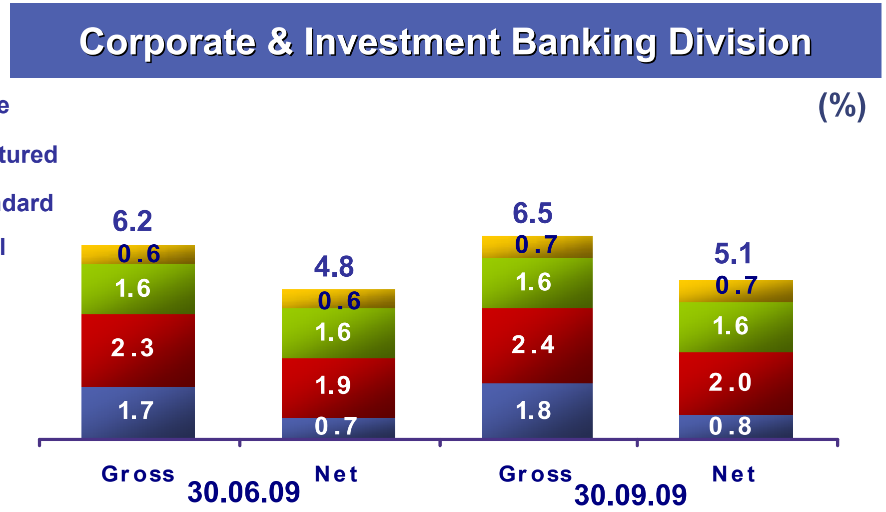
Net Non-Performing Loans

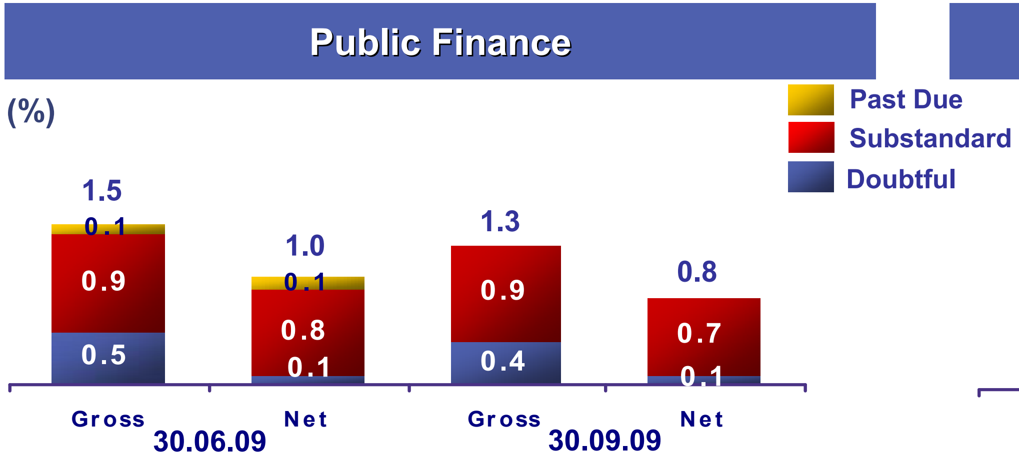


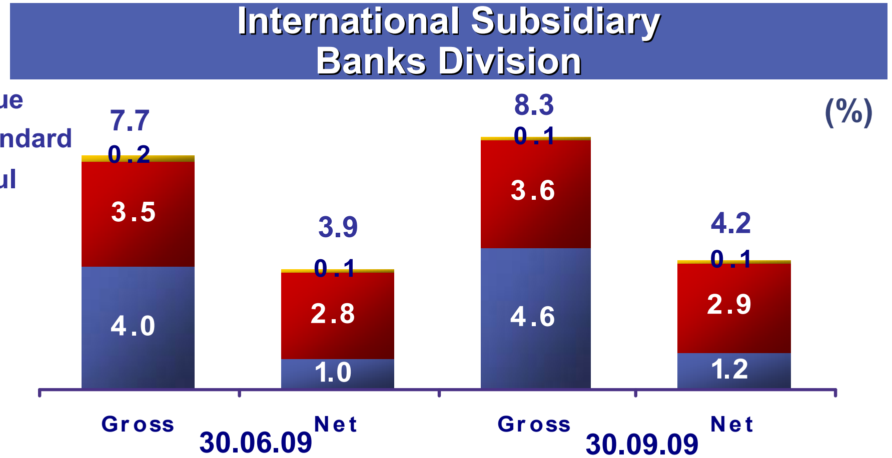
(1) Sofferenze
(2) Incagli

Non-Performing Loans/Loans per Business Unit





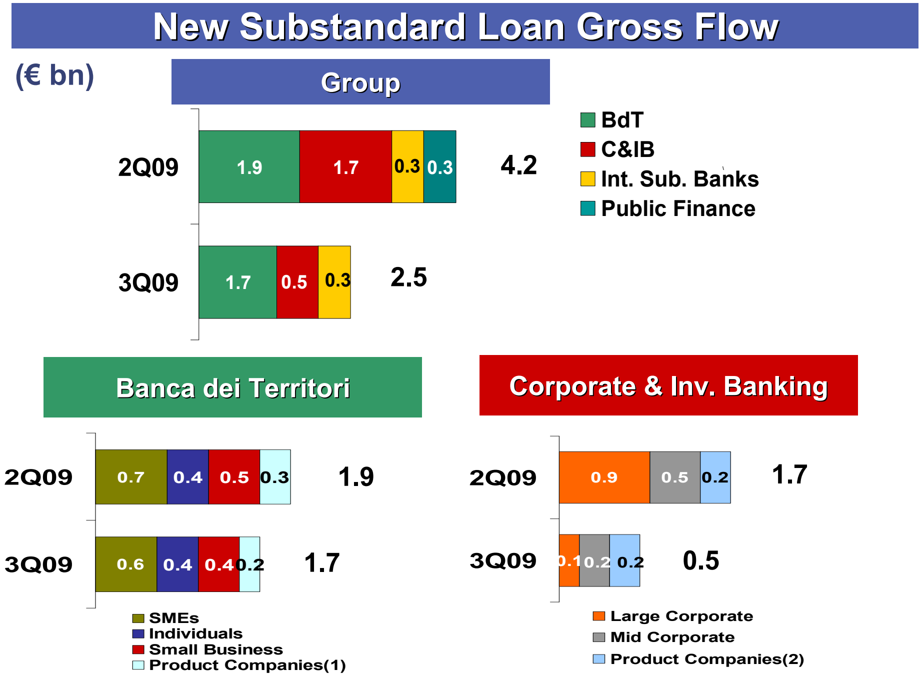


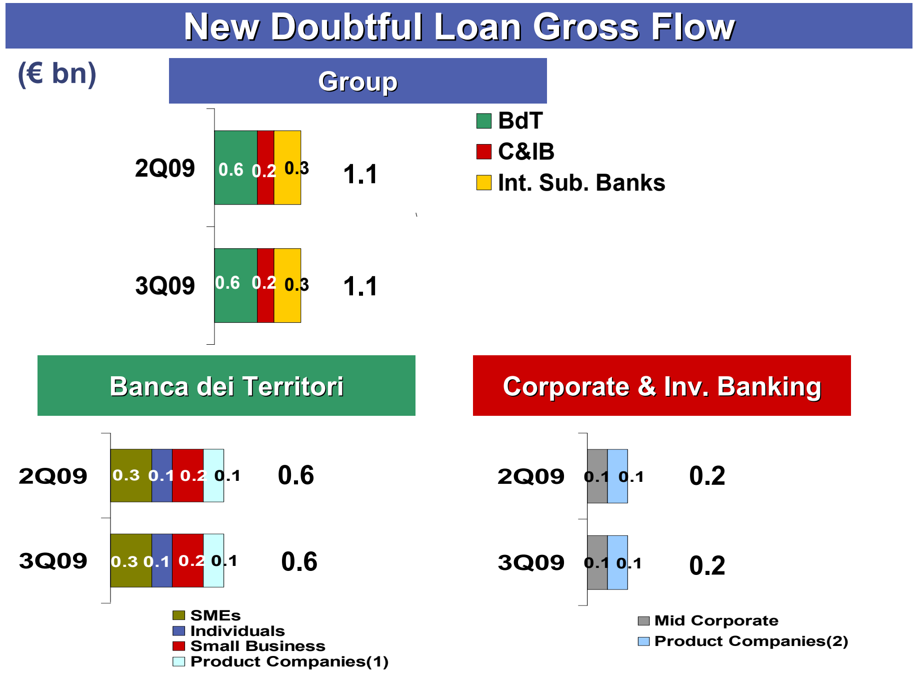


- **Significant slow-down in Non-Performing Loans/Loans concentrated in Corporate and Investment Banking Division which in 2Q09 registered prudent classifications into Substandard with a high level of collateral/guarantees which required relatively limited provisioning and into Restructured Loans owing to a single loan which did not require any provisions**

Figures may not add up exactly due to rounding differences

Sharp fall in 3Q09 new domestic Substandard Loans following 2Q09 peak



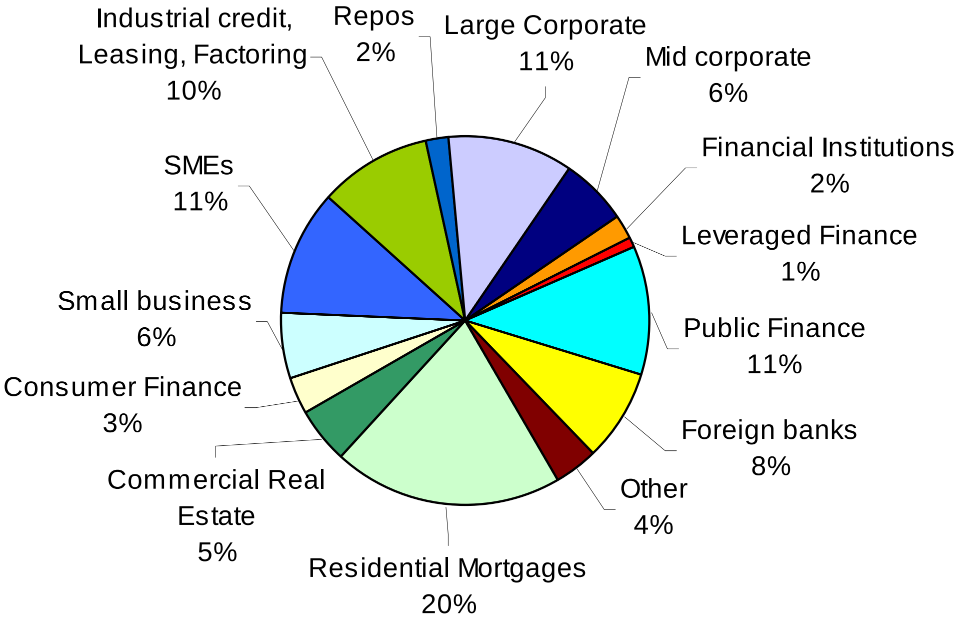


- **In 3Q09 new Doubtful Loan flow in line with 2Q09; sharp fall in new Substandard Loan flow following 2Q09 peak which was affected by prudent classifications registered mainly in Corporate and Investment Banking Division**
- **New domestic Doubtful Loan flow still mainly from sectors structurally more exposed to the economic cycle: construction, distribution, fashion, metals and services representing only 23% of the Group's loans in 3Q09; new domestic Substandard Loan flow mainly in the same sectors in which the new Doubtful Loan flow is concentrated plus a few others particularly exposed to the economic cycle representing overall only 30% of the Group's loans in 3Q09**
- **Sharp fall in 3Q09 new Substandard Loan flow in the holdings sector which was also affected by 2Q09 prudent classifications**

(1) Industrial credit
(2) Leasing and Factoring
Figures may not add up exactly due to rounding differences

Well diversified portfolio of Loans to Customers

Breakdown by business area
(Data as at 30.09.09)



- **Low risk profile of residential mortgage portfolio**
  - **Instalment/available ratio income at 33%**
  - **Loan-to-Value average equal to 46%**
  - **Original average maturity equal to ~20 years**
  - **Residual average life equal to ~12 years**

Breakdown by economic business sectors

	30.06.09	30.09.09
Loans of the Italian banks and companies of the Group		
Households	**22.9%**	**23.2%**
Public Administration	**4.3%**	**4.9%**
Financial companies	**5.6%**	**4.9%**
Non-financial companies *of which:*	**48.8%**	**49.6%**
HOLDING AND OTHER	9.4%	9.7%
CONSTRUCTION AND MATERIALS FOR CONSTR.	7.0%	7.1%
DISTRIBUTION	6.0%	6.2%
SERVICES	5.2%	5.3%
UTILITIES	3.5%	3.2%
METALS AND METAL PRODUCTS	2.5%	2.5%
TRANSPORT	2.3%	2.3%
MECHANICAL	1.7%	1.7%
FOOD AND DRINK	1.6%	1.6%
TRANSPORTATION MEANS	1.5%	1.5%
INTERMEDIATE INDUSTRIAL PRODUCTS	1.4%	1.4%
AGRICULTURE	1.3%	1.4%
FASHION	1.3%	1.4%
ELECTROTECHNICAL AND ELECTRONIC	1.1%	1.1%
ENERGY AND EXTRACTION	0.9%	0.8%
PUBLISHING AND PRINTING	0.5%	0.6%
BASE AND INTERMEDIATE CHEMICALS	0.5%	0.5%
FURNITURE	0.4%	0.4%
OTHER CONSUMPTION GOODS	0.3%	0.3%
PHARMACEUTICAL	0.3%	0.3%
WHITE GOODS	0.2%	0.2%
MASS CONSUMPTION GOODS	0.1%	0.1%
Rest of the world	**8.5%**	**7.4%**
Loans of the foreign banks and companies of the Group	**8.8%**	**8.7%**
Doubtful Loans	**1.2%**	**1.3%**
TOTAL	**100.0%**	**100.0%**

Divisional Financial Highlights

(Figures as at 30.09.09)	Banca dei Territori	Corporate & Investment Banking	Public Finance	International Subsidiary Banks	Eurizon Capital	Banca Fideuram	Corporate Centre / Others	Total
Operating Income (€ m)	7,848	2,961	334	1,643	190	443	(3)	13,416
Operating Margin (€ m)	3,360	2,268	276	790	98	199	(557)	6,434
Net income (€ m)	1,038	1,096	111	254	42	67	(346)	2,262
Cost/Income (%)	57.2	23.4	17.4	51.9	48.4	55.1	n.m.	52.0
RWA (€ bn)	151.5	138.4	16.4	32.2	1.2	4.5	23.3	367.4
Allocated Capital(1) (€ bn)	9.9	8.3	1.0	1.9	0.1	0.3	1.4	22.9
Direct Customer Deposits (€ bn)	222.6	108.4	5.3	27.6	n.m.	6.7	63.4	434.0
Loans to Customers (€ bn)	185.4	103.1	41.2	29.6	n.m.	1.9	16.8	377.9
EVA ® (€ m)	679	487	40	57	65	107	(1,093)	342

(1) Allocated capital = 6% RWA (Basel 2 Foundation) + insurance risk, allocated capital for Eurizon Capital and Banca Fideuram = 6% RWA + business risk
Figures may not add up exactly due to rounding differences

Banca dei Territori: decrease in Net Adjustment to loans

(€ m)	2Q09	3Q09	Δ%
Net interest income	1,668	1,554	(6.8)
Dividends and P/L on investments carried at equity	76	23	(69.7)
Net fee and commission income	813	794	(2.3)
Profits (Losses) on trading	54	13	(75.5)
Income from insurance business	127	122	(3.3)
Other operating income (expenses)	15	10	(32.4)
Operating income	**2,752**	**2,518**	**(8.5)**
Personnel expenses	(842)	(883)	4.9
Other administrative expenses	(619)	(604)	(2.4)
Adjustments to property, equipment and intangible assets	(14)	(16)	8.1
Operating costs	**(1,475)**	**(1,503)**	**1.9**
Operating margin	**1,277**	**1,015**	**(20.5)**
Net provisions for risks and charges	(16)	(23)	39.6
Net adjustments to loans	(498)	(435)	(12.6)
Net impairment losses on other assets	(54)	6	n.m.
Profits (Losses) on HTM and on other investments	0	0	(89.3)
Income before tax from continuing operations	**709**	**563**	**(20.6)**
Taxes on income from continuing operations	(202)	(191)	(5.5)
Merger and restructuring related charges (net of tax)	(25)	(35)	44.1
Effect of purchase cost allocation (net of tax)	(69)	(66)	(4.0)
Income (Loss) after tax from discontinued operations	3	(1)	n.m.
Minority interests	(19)	(10)	(50.3)
Net income	**397**	**259**	**(34.7)**

Note: Data include CR Firenze Group
Figures may not add up exactly due to rounding differences

- **CR Firenze IT system integration completed in July (migrated ~560 branches)**
- **Casse del Centro IT system currently being integrated (~290 branches). All integration to be completed by mid-December**
- **3Q09 revenues affected by the usual summer seasonal slowdown in commercial activity**
- **NII down due to the elimination of overdraft charges and the reduction in mark-down, affected by market yields. Benefits from the hedging and, to a lesser extent, the improvement in mark-up**
- **Good performance of Income from Insurance business following 99% increase in 2Q09**
- **Significant decrease in Adjustment to loans**

Eurizon Capital: sound increase in Operating Margin and positive net inflow in 3Q09

(€ m)	2Q09	3Q09	Δ%
Net interest income	0	0	(49.0)
Dividends and P/L on investments carried at equity	0	0	(100.0)
Net fee and commission income	59	61	3.6
Profits (Losses) on trading	1	1	(44.1)
Income from insurance business	0	0	n.m.
Other operating income (expenses)	0	0	96.1
Operating income	**60**	**62**	**2.8**
Personnel expenses	(11)	(11)	(0.6)
Other administrative expenses	(19)	(19)	(3.0)
Adjustments to property, equipment and intangible assets	(0)	(0)	1.3
Operating costs	**(31)**	**(30)**	**(2.1)**
Operating margin	**29**	**31**	**8.0**
Net provisions for risks and charges	1	(1)	n.m.
Net adjustments to loans	0	0	n.m.
Net impairment losses on other assets	0	0	n.m.
Profits (Losses) on HTM and on other investments	0	0	n.m.
Income before tax from continuing operations	**30**	**30**	**0.8**
Taxes on income from continuing operations	(8)	(8)	(4.8)
Merger and restructuring related charges (net of tax)	0	0	n.m.
Effect of purchase cost allocation (net of tax)	(9)	(10)	11.1
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**13**	**12**	**(2.9)**

- Leading asset manager in Italy with €135bn of AuM
- Mutual funds market share at 18.9% vs 18.3% as at 31.12.08
- €2.6bn positive net inflow of Customer financial assets in 3Q09
- Sound increase in Operating margin (+8.0%) due to increase in revenues (+2.8%) and cost reduction (-2.1%)
- Growing synergies with the Banca dei Territori: in April the "Eurizon Capital Specialists" initiative was launched, with 40 people supporting the network to relaunch Asset management (market advisory, performance and asset allocation)

Figures may not add up exactly due to rounding differences

Corporate and Investment Banking: strong increase in Pre-tax Income and Net Income

(€ m)	2Q09	3Q09	Δ%
Net interest income	559	564	0.9
Dividends and P/L on investments carried at equity	3	0	(100.0)
Net fee and commission income	273	283	3.5
Profits (Losses) on trading	235	195	(16.7)
Income from insurance business	0	0	n.m.
Other operating income (expenses)	11	17	46.2
Operating income	**1,081**	**1,059**	**(2.0)**
Personnel expenses	(90)	(95)	6.1
Other administrative expenses	(138)	(136)	(2.0)
Adjustments to property, equipment and intangible assets	(2)	(2)	(5.0)
Operating costs	**(230)**	**(233)**	**1.2**
Operating margin	**851**	**826**	**(2.9)**
Goodwill impairment	(0)	(0)	0.2
Net provisions for risks and charges	(0)	(1)	51.9
Net adjustments to loans	(365)	(174)	(52.3)
Net impairment losses on other assets	(10)	(3)	(73.4)
Profits (Losses) on HTM and on other investments	0	0	(52.7)
Income before tax from continuing operations	**474**	**648**	**36.6**
Taxes on income from continuing operations	(97)	(201)	107.5
Merger and restructuring related charges (net of tax)	(1)	(2)	79.3
Effect of purchase cost allocation (net of tax)	0	0	n.m.
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**376**	**445**	**18.2**

- **Revenues held up well (after +31.5% in 2Q09 vs 1Q09) due to the growth in Net interest income and in commissions and a sound performance of Profits on trading after the 2Q09 record**
- **Net interest income growth sustained by increase in mark-up due to effective re-pricing**
- **Operating costs almost stable**
- **Cost/Income at 22.0%**
- **Strong decrease in Adjustment to loans, as expected**
- **36.6% increase in Pre-tax Income**
- **3Q09 Net income at €445m (+18.2% vs 2Q09)**

Note: Data include results of Proprietary trading
Figures may not add up exactly due to rounding differences

Public Finance: steady growth in profitability

(€ m)	2Q09	3Q09	Δ%
Net interest income	113	81	(28.5)
Dividends and P/L on investments carried at equity	0	0	n.m.
Net fee and commission income	9	13	43.5
Profits (Losses) on trading	4	(1)	n.m.
Income from insurance business	0	0	n.m.
Other operating income (expenses)	(0)	(0)	(66.1)
Operating income	**126**	**93**	**(26.5)**
Personnel expenses	(8)	(8)	(3.5)
Other administrative expenses	(10)	(11)	6.5
Adjustments to property, equipment and intangible assets	(0)	(0)	188.0
Operating costs	**(19)**	**(19)**	**2.1**
Operating margin	**107**	**74**	**(31.6)**
Net provisions for risks and charges	1	1	81.5
Net adjustments to loans	(78)	1	n.m.
Net impairment losses on other assets	0	0	n.m.
Profits (Losses) on HTM and on other investments	0	0	n.m.
Income before tax from continuing operations	**30**	**76**	**148.7**
Taxes on income from continuing operations	(16)	(31)	93.9
Merger and restructuring related charges (net of tax)	(0)	0	(100.0)
Effect of purchase cost allocation (net of tax)	(1)	(1)	40.3
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**14**	**43**	**219.7**

- **Expected decrease in Net interest income following the repricing of assets with *fixing* 30.06.09**
- **Revenues almost stable vs 3Q08 (-€3m)**
- **Cost/Income ratio at 20.8%**
- **Strong decrease in Net adjustments to loans after 2Q09 peak entirely due to a single loan**
- **Net Income at €43m three times as high as that in 2Q09**
- **€1bn new loans in 3Q09**

Figures may not add up exactly due to rounding differences

International Subsidiary Banks: double-digit growth in Pre-tax Income and Net Income

(€ m)	2Q09	3Q09	Δ%
Net interest income	359	353	(1.6)
Dividends and P/L on investments carried at equity	1	0	(47.1)
Net fee and commission income	131	134	2.5
Profits (Losses) on trading	74	80	7.9
Income from insurance business	0	0	n.m.
Other operating income (expenses)	(2)	(14)	761.8
Operating income	**563**	**553**	**(1.8)**
Personnel expenses	(151)	(140)	(7.3)
Other administrative expenses	(105)	(103)	(2.0)
Adjustments to property, equipment and intangible assets	(36)	(35)	(2.6)
Operating costs	**(291)**	**(277)**	**(4.9)**
Operating margin	**272**	**276**	**1.5**
Net provisions for risks and charges	(4)	(1)	(81.9)
Net adjustments to loans	(160)	(153)	(4.3)
Net impairment losses on other assets	(0)	(1)	n.m.
Profits (Losses) on HTM and on other investments	(1)	1	n.m.
Income before tax from continuing operations	**107**	**122**	**14.3**
Taxes on income from continuing operations	(25)	(30)	20.0
Merger and restructuring related charges (net of tax)	(0)	(0)	4.8
Effect of purchase cost allocation (net of tax)	0	0	n.m.
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**81**	**92**	**12.6**

- **Revenues held up well (after +6.9% in 2Q09 vs 1Q09) despite the planned decrease in average customer loans (-2.2% vs 2Q09)**
- **Good performance in Net fee and commission income and Profits on trading**
- **4.9% reduction in Operating costs**
- **Cost/Income ratio down to 50.1% vs 51.7% in 2Q09**
- **1.5% increase in Operating margin**
- **Net adjustment to loans down 4.3% vs 2Q09**
- **Net income at €92m (+12.6% vs 2Q09) due to the positive contribution of all countries, excluding Romania and Ukraine**

Figures may not add up exactly due to rounding differences

Banca Fideuram: increase in revenues

(€ m)	2Q09	3Q09	Δ%
Net interest income	42	39	(6.9)
Dividends and P/L on investments carried at equity	0	0	n.m.
Net fee and commission income	103	107	4.1
Profits (Losses) on trading	(2)	1	n.m.
Income from insurance business	0	0	n.m.
Other operating income (expenses)	1	(0)	n.m.
Operating income	**143**	**146**	**2.2**
Personnel expenses	(31)	(32)	2.2
Other administrative expenses	(45)	(48)	7.9
Adjustments to property, equipment and intangible assets	(5)	(4)	(4.3)
Operating costs	**(81)**	**(84)**	**5.0**
Operating margin	**63**	**62**	**(1.4)**
Net provisions for risks and charges	(9)	(10)	6.6
Net adjustments to loans	0	0	n.m.
Net impairment losses on other assets	(0)	0	n.m.
Profits (Losses) on HTM and on other investments	0	0	n.m.
Income before tax from continuing operations	**54**	**52**	**(2.2)**
Taxes on income from continuing operations	(12)	(11)	(14.5)
Merger and restructuring related charges (net of tax)	(0)	(1)	500.0
Effect of purchase cost allocation (net of tax)	(22)	(21)	(4.5)
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**19**	**20**	**3.2**

- **Market leader with ~€65bn of Customer financial assets (of which 44.5bn AuM) and 4,309 Private bankers**
- **3.9% increase in Customer financial assets vs 2Q09 (+€2.5bn)**
- **€493m positive net inflow of AuM in 3Q09**
- **2.2% increase in revenues driven by the growth in commissions**
- **6.0% increase in recurring commissions vs 2Q09**
- **Net Income up 3.2% at €20m vs 2Q09**
- **Expected benefits in 4Q09 in terms of net collection from "Tax Shield"**

Figures may not add up exactly due to rounding differences

Conclusions

- Steady quarterly growth in profitability in 9M09
- Sustainable profitability driven not only by revenues and costs but also by liquidity, low leverage, solidity and a low risk profile
- Organic capital generation by the business further bolstering our already adequate capital base

3Q09 and 9M09 results enhance ISP's sustainable profitability and position as one of the most solid international banking Groups

Appendix

Methodological note (1/2)

Main non-recurring items include:

- **1Q09: 1) €511m fiscal benefit from the release of deferred taxes relating to detaxation of intangibles with a finite life and brand name, recorded under taxes on income from continuing operations, 2) €68m integration charges and related tax savings, which resulted in net integration charges of €48m, 3) €95m charges from purchase cost allocation, net of tax and 4) €83m capital gains made on the disposal of CR Orvieto and 17 branches and related taxes, which resulted in a net capital gain of €63m under income after tax from discontinued operations**
- **2Q09: 1) €60m integration charges and related tax savings, which resulted in net integration charges of €38m and 2) €102m charges from purchase cost allocation, net of tax**
- **3Q09: 1) €61m integration charges and related tax savings, which resulted in net integration charges of €44m and 2) €98m charges from purchase cost allocation, net of tax**
- **1Q08: 1) €444m integration charges and related tax savings, which resulted in net integration charges of €321m, 2) €131m charges from purchase cost allocation, net of tax and 3) €1,372m capital gains deriving from the sale of 198 branches and related taxes, which resulted in a net capital gain of €953m under income after tax from discontinued operations**
- **2Q08: 1) €67m from the IMI-SIR settlement registered under the caption other operating income and related taxes, 2) €268m capital gain made on the disposal of Agos under profits on investments held to maturity and related taxes, 3) €98m integration charges and related tax savings, which resulted in net integration charges of €68m, 4) €153m charges from purchase cost allocation, net of tax and 5) €20m adjustments, net of tax savings, related to the disposal of 198 branches under income after tax from discontinued operations**
- **3Q08: 1) €122m integration charges and related tax savings, which resulted in net integration charges of €86m, 2) €148m charges from purchase cost allocation, net of tax and 3) €59m from the IMI-SIR settlement**

Methodological note (2/2)

- The amendment to IAS 39 adopted by the European Union permitted the reclassification of Financial assets held for trading and/or available for sale into other categories. Following a clear change in the Company's intention taken as a result of unusual events, Intesa Sanpaolo reclassified €4,140m Financial assets held for trading into Loans & Receivables, €235m Financial assets held for trading into Financial assets available for sale and €6,244m Financial assets available for sale into Loans & Receivables. This reclassification reflected management intent to hold for the foreseeable future those assets for which the current and expected future market conditions no longer permit active management. Without this reclassification the 9M09 income statement would have included €80m(1) as positive impact from fair value measurement (of which €148m(1) as positive impact in 3Q09), while the Shareholders' equity would have included €543m(1) as negative direct impact as at 30.09.09 (€167m(1) as positive impact in 3Q09)

(1) Before tax data

3Q09 Operating Margin and Net Income in line with 3Q08 and significant cost reduction

(€ m)	3Q08 Restated	3Q09	Δ%
Net interest income	3,045	2,605	(14.4)
Dividends and P/L on investments carried at equity	13	18	38.5
Net fee and commission income	1,401	1,363	(2.7)
Profits (Losses) on trading	17	447	n.m.
Income from insurance business	43	116	169.8
Other operating income (expenses)	84	0	(100.0)
Operating income	**4,603**	**4,549**	**(1.2)**
Personnel expenses	(1,405)	(1,400)	(0.4)
Other administrative expenses	(793)	(759)	(4.3)
Adjustments to property, equipment and intangible assets	(200)	(168)	(16.0)
Operating costs	**(2,398)**	**(2,327)**	**(3.0)**
Operating margin	**2,205**	**2,222**	**0.8**
Net provisions for risks and charges	(76)	(66)	(13.2)
Net adjustments to loans	(854)	(823)	(3.6)
Net impairment losses on other assets	(40)	4	n.m.
Profits (Losses) on HTM and on other investments	177	13	(92.7)
Income before tax from continuing operations	**1,412**	**1,350**	**(4.4)**
Taxes on income from continuing operations	(488)	(510)	4.5
Merger and restructuring related charges (net of tax)	(86)	(44)	(48.8)
Effect of purchase cost allocation (net of tax)	(148)	(98)	(33.8)
Income (Loss) after tax from discontinued operations	11	(5)	n.m.
Minority interests	(27)	(19)	(29.6)
Net income	**674**	**674**	**0.0**

Note: 3Q08 figures restated to reflect scope of consolidation for 3Q09
Figures may not add up exactly due to rounding differences

9M09 Net Income at €2.1bn excluding main non-recurring items

9M08 Net Income (post-tax data)			9M09 Net Income (post-tax data)		
(€ m)			(€ m)		
	Net Income	3,781		Net Income	2,262
+	Integration charges	475	+	Integration charges	130
+	Amortisation of acquisition cost	432	+	Amortisation of acquisition cost	295
-	Capital gain on Antitrust 198 branches	933	-	Capital gains on CR Orvieto and Antitrust 17 branches	63
-	Capital gain Agos	262	-	Deferred taxation non-recurring impact due to the detaxation of intangibles	511
-	Income from Rovelli settlement (IMI-SIR)	92			
	Net Income adjusted	**3,401**		**Net Income adjusted**	**2,113**

Quarterly P&L Analysis

(€ m)	2Q08	3Q08	4Q08	1Q09	2Q09	3Q09
	Restated					
Net interest income	2,897	3,045	2,890	2,687	2,779	2,605
Dividends and P/L on investments carried at equity	29	13	30	(6)	36	18
Net fee and commission income	1,558	1,401	1,286	1,255	1,340	1,363
Profits (Losses) on trading	244	17	(354)	107	439	447
Income from insurance business	107	43	171	64	124	116
Other operating income (expenses)	92	84	(49)	29	13	0
Operating income	**4,927**	**4,603**	**3,974**	**4,136**	**4,731**	**4,549**
Personnel expenses	(1,441)	(1,405)	(1,442)	(1,399)	(1,360)	(1,400)
Other administrative expenses	(801)	(793)	(1,031)	(758)	(824)	(759)
Adjustments to property, equipment and intangible assets	(194)	(200)	(226)	(157)	(157)	(168)
Operating costs	**(2,436)**	**(2,398)**	**(2,699)**	**(2,314)**	**(2,341)**	**(2,327)**
Operating margin	**2,491**	**2,205**	**1,275**	**1,822**	**2,390**	**2,222**
Goodwill impairment	0	0	(1,065)	0	0	0
Net provisions for risks and charges	(45)	(76)	(164)	(69)	(63)	(66)
Net adjustments to loans	(401)	(854)	(999)	(733)	(1,081)	(823)
Net impairment losses on other assets	(3)	(40)	(898)	(7)	(72)	4
Profits (Losses) on HTM and on other investments	284	177	(208)	0	15	13
Income before tax from continuing operations	**2,326**	**1,412**	**(2,059)**	**1,013**	**1,189**	**1,350**
Taxes on income from continuing operations	(701)	(488)	1,617	165	(489)	(510)
Merger and restructuring related charges (net of tax)	(68)	(86)	(182)	(48)	(38)	(44)
Effect of purchase cost allocation (net of tax)	(153)	(148)	(656)	(95)	(102)	(98)
Income (Loss) after tax from discontinued operations	(5)	11	60	65	(15)	(5)
Minority interests	(41)	(27)	(8)	(25)	(32)	(19)
Net income	**1,358**	**674**	**(1,228)**	**1,075**	**513**	**674**

Note: 2008 figures restated to reflect scope of consolidation for 3Q09

Quarterly development of Net fee and commission income

Net fee and commission income							
€m	1Q08	2Q08	3Q08	4Q08	1Q09	2Q09	3Q09
Guarantees given	63	64	69	66	73	74	75
Collection and payment services	105	103	94	85	84	85	83
Current accounts	242	217	215	229	208	200	260
Credit and debit cards	109	121	116	106	93	107	109
Commercial banking activities	**519**	**505**	**494**	**486**	**458**	**466**	**527**
Dealing and placement of securities	228	107	95	74	71	137	85
Currency dealing	16	16	17	18	14	13	13
Portfolio management	409	374	314	271	248	251	266
Distribution of insurance products	187	229	169	147	153	178	190
Other	73	50	52	42	69	48	47
Management, dealing and consultancy activities	**913**	**776**	**647**	**552**	**555**	**627**	**601**
Other net fee and commission income	195	277	260	248	242	247	235
Net fee and commission income	**1,627**	**1,558**	**1,401**	**1,286**	**1,255**	**1,340**	**1,363**

Note: Figures restated where required by international accounting principles and considering the changes in the scope of consolidation

Banca dei Territori: sustained growth in Direct Customer Deposits and strong cost reduction

(€ m)	9M08 Restated	9M09	Δ%
Net interest income	5,673	4,922	(13.2)
Dividends and P/L on investments carried at equity	43	105	144.2
Net fee and commission income	2,898	2,379	(17.9)
Profits (Losses) on trading	95	96	1.1
Income from insurance business	222	313	41.0
Other operating income (expenses)	48	33	(31.3)
Operating income	**8,979**	**7,848**	**(12.6)**
Personnel expenses	(2,694)	(2,612)	(3.0)
Other administrative expenses	(2,000)	(1,833)	(8.4)
Adjustments to property, equipment and intangible assets	(45)	(43)	(4.4)
Operating costs	**(4,739)**	**(4,488)**	**(5.3)**
Operating margin	**4,240**	**3,360**	**(20.8)**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(65)	(64)	(1.5)
Net adjustments to loans	(956)	(1,313)	37.3
Net impairment losses on other assets	(19)	(51)	168.4
Profits (Losses) on HTM and on other investments	(1)	0	(100.0)
Income before tax from continuing operations	**3,199**	**1,932**	**(39.6)**
Taxes on income from continuing operations	(1,038)	(611)	(41.1)
Merger and restructuring related charges (net of tax)	(351)	(94)	(73.2)
Effect of purchase cost allocation (net of tax)	(303)	(199)	(34.3)
Income (Loss) after tax from discontinued operations	25	53	112.0
Minority interests	(41)	(43)	4.9
Net income	**1,491**	**1,038**	**(30.4)**

EVA ® (€ m)	**1,545**	**679**

- CR Firenze IT system integration completed in July (migrated ~560 branches)
- Casse del Centro IT system currently being integrated (~290 branches). All integration to be completed by mid-December
- NII down due to the elimination of overdraft charges and the reduction in mark-down affected by market yields. Benefits from the increase in mark-up, hedging and volume growth
- Decline in commissions mainly due to lower contribution from AuM (performance effect and customer risk aversion) and to lower placement of products with up-front fees
- 9M09 commercial policy mainly focused on placement of Intesa Sanpaolo bonds
- 5.3% reduction in Operating Costs

Note: 9M08 figures restated to reflect scope of consolidation for 9M09. Data include CR Firenze Group
Figures may not add up exactly due to rounding differences

Eurizon Capital: market share growth and excellent cost reduction

(€ m)	9M08 Restated	9M09	Δ%
Net interest income	7	2	(71.4)
Dividends and P/L on investments carried at equity	0	0	n.m.
Net fee and commission income	254	178	(29.9)
Profits (Losses) on trading	9	3	(66.7)
Income from insurance business	0	0	n.m.
Other operating income (expenses)	2	7	250.0
Operating income	**272**	**190**	**(30.1)**
Personnel expenses	(43)	(36)	(16.3)
Other administrative expenses	(66)	(55)	(16.7)
Adjustments to property, equipment and intangible assets	(2)	(1)	(50.0)
Operating costs	**(111)**	**(92)**	**(17.1)**
Operating margin	**161**	**98**	**(39.1)**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(1)	0	(100.0)
Net adjustments to loans	0	0	n.m.
Net impairment losses on other assets	0	0	n.m.
Profits (Losses) on HTM and on other investments	0	0	n.m.
Income before tax from continuing operations	**160**	**98**	**(38.8)**
Taxes on income from continuing operations	(44)	(27)	(38.6)
Merger and restructuring related charges (net of tax)	(9)	0	(100.0)
Effect of purchase cost allocation (net of tax)	(51)	(29)	(43.1)
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**56**	**42**	**(25.0)**

	9M08 Restated	9M09
EVA® (€ m)	**107**	**65**

Note: 9M08 figures restated to reflect scope of consolidation for 9M09
Figures may not add up exactly due to rounding differences

- **Leading asset manager in Italy with €135bn of AuM**
- **Mutual funds market share at 18.9% vs 18.3% as at 31.12.08**
- **Operating income down due to the decrease in AuM also impacted by the performance effect**
- **Excellent cost reduction (-17.1%)**
- **Growing synergies with the Banca dei Territori: in April the "Eurizon Capital Specialists" initiative was launched, with 40 people supporting the network to relaunch Asset management (market advisory, performance and asset allocation)**
- **Growth of products to be distributed by the Banca dei Territori in 9M09 (e.g. portfolio management and investment plans targeting to young customers)**
- **Good resilience in Net income at €42m**

Corporate and Investment Banking: strong increase in Revenues, Operating Margin and Net Income

(€ m)	9M08 Restated	9M09	Δ%
Net interest income	1,150	1,607	39.7
Dividends and P/L on investments carried at equity	9	4	(55.6)
Net fee and commission income	672	794	18.2
Profits (Losses) on trading	63	513	714.3
Income from insurance business	0	0	n.m.
Other operating income (expenses)	52	43	(17.3)
Operating income	**1,946**	**2,961**	**52.2**
Personnel expenses	(267)	(278)	4.1
Other administrative expenses	(422)	(409)	(3.1)
Adjustments to property, equipment and intangible assets	(9)	(6)	(33.3)
Operating costs	**(698)**	**(693)**	**(0.7)**
Operating margin	**1,248**	**2,268**	**81.7**
Goodwill impairment	(2)	(1)	(50.0)
Net provisions for risks and charges	(3)	(5)	66.7
Net adjustments to loans	(283)	(712)	151.6
Net impairment losses on other assets	(22)	(14)	(36.4)
Profits (Losses) on HTM and on other investments	7	0	(100.0)
Income before tax from continuing operations	**945**	**1,536**	**62.5**
Taxes on income from continuing operations	(284)	(433)	52.5
Merger and restructuring related charges (net of tax)	(27)	(7)	(74.1)
Effect of purchase cost allocation (net of tax)	9	0	(100.0)
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**643**	**1,096**	**70.5**

	9M08 Restated	9M09
EVA ® (€ m)	**74**	**487**

- Strong revenue increase (+52.2%) due to outstanding Net interest income growth, double-digit increase in commissions and excellent performance of Profits on trading
- Net interest income growth sustained by development in volumes intermediated with customers and increase in mark-up due to effective re-pricing actions
- Operating costs down (-0.7%)
- Cost/Income down to 23.4% vs 35.9% in 9M08
- Operating margin up 81.7% vs 9M08
- 9M09 Net income at €1.1bn (+70.5% vs 9M08)

Note: 9M08 figures restated to reflect scope of consolidation for 9M09. Data include results of Proprietary trading
Figures may not add up exactly due to rounding differences

Public Finance: strong increase in operating performance and profitability

(€ m)	9M08 Restated	9M09	Δ%
Net interest income	221	308	39.4
Dividends and P/L on investments carried at equity	0	0	n.m.
Net fee and commission income	35	31	(11.4)
Profits (Losses) on trading	(17)	(7)	(58.8)
Income from insurance business	0	0	n.m.
Other operating income (expenses)	0	2	n.m.
Operating income	**239**	**334**	**39.7**
Personnel expenses	(25)	(26)	4.0
Other administrative expenses	(36)	(32)	(11.1)
Adjustments to property, equipment and intangible assets	0	0	n.m.
Operating costs	**(61)**	**(58)**	**(4.9)**
Operating margin	**178**	**276**	**55.1**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	1	2	100.0
Net adjustments to loans	(126)	(80)	(36.5)
Net impairment losses on other assets	0	0	n.m.
Profits (Losses) on HTM and on other investments	0	0	n.m.
Income before tax from continuing operations	**53**	**198**	**273.6**
Taxes on income from continuing operations	(32)	(84)	162.5
Merger and restructuring related charges (net of tax)	(2)	0	(100.0)
Effect of purchase cost allocation (net of tax)	(3)	(3)	0.0
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**16**	**111**	**593.8**
EVA® (€ m)	**(48)**	**40**	

Note: 9M08 figures restated to reflect scope of consolidation for 9M09
Figures may not add up exactly due to rounding differences

- 39.7% revenue increase
- Strong growth in Net interest income mainly due to higher spreads
- 4.9% reduction in Operating costs benefitting from merger synergies
- Cost/Income ratio down at 17.4% vs 25.5% in 9M08
- 55.1% increase in Operating margin
- 9M09 Net adjustments to loans almost entirely due to a single loan
- 9M09 Net income increase at €111m (vs €16m in 9M08, affected by provisions on Lehman)
- €4.6bn new loans since 30.09.08

International Subsidiary Banks: good resilience in Operating Margin

(€ m)	9M08 Restated	9M09	Δ%
Net interest income	1,070	1,063	(0.7)
Dividends and P/L on investments carried at equity	2	2	0.0
Net fee and commission income	448	388	(13.4)
Profits (Losses) on trading	158	209	32.3
Income from insurance business	0	0	n.m.
Other operating income (expenses)	(10)	(19)	90.0
Operating income	**1,668**	**1,643**	**(1.5)**
Personnel expenses	(455)	(436)	(4.2)
Other administrative expenses	(324)	(312)	(3.7)
Adjustments to property, equipment and intangible assets	(105)	(105)	0.0
Operating costs	**(884)**	**(853)**	**(3.5)**
Operating margin	**784**	**790**	**0.8**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(5)	7	n.m.
Net adjustments to loans	(147)	(469)	219.0
Net impairment losses on other assets	(4)	(1)	(75.0)
Profits (Losses) on HTM and on other investments	4	0	(100.0)
Income before tax from continuing operations	**632**	**327**	**(48.3)**
Taxes on income from continuing operations	(123)	(73)	(40.7)
Merger and restructuring related charges (net of tax)	(5)	0	(100.0)
Effect of purchase cost allocation (net of tax)	0	0	n.m.
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**504**	**254**	**(49.6)**

	9M08 Restated	9M09
EVA ® (€ m)	**271**	**57**

- Revenues and Operating margin up 5.7% and 7.4% respectively excluding exchange rate impact
- Operating costs down 3.5% due to Hungary, Croatia, Serbia, Russian Federation and Ukraine
- Cost/Income ratio down to 51.9% vs 53.0% in 9M08
- Increase in Net adjustments to loans in line with expectations
- Net income at €254m due to the positive contribution of all the countries, excluding Romania, Russian Federation and Ukraine

Note: 9M08 figures restated to reflect scope of consolidation for 9M09
Figures may not add up exactly due to rounding differences

Banca Fideuram: market leader and more than €1bn net inflow of AUM

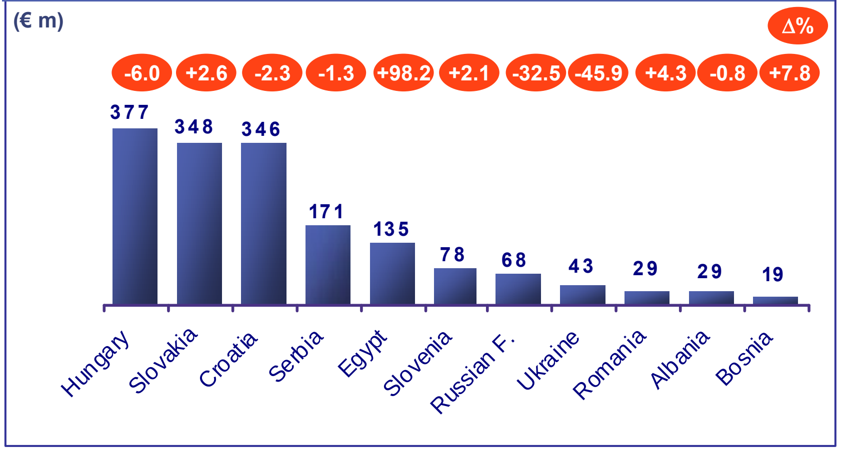
(€ m)	9M08 Restated	9M09	Δ%
Net interest income	118	125	5.9
Dividends and P/L on investments carried at equity	0	0	n.m.
Net fee and commission income	372	307	(17.5)
Profits (Losses) on trading	8	10	25.0
Income from insurance business	0	0	n.m.
Other operating income (expenses)	5	1	(80.0)
Operating income	**503**	**443**	**(11.9)**
Personnel expenses	(95)	(94)	(1.1)
Other administrative expenses	(141)	(137)	(2.8)
Adjustments to property, equipment and intangible assets	(11)	(13)	18.2
Operating costs	**(247)**	**(244)**	**(1.2)**
Operating margin	**256**	**199**	**(22.3)**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(30)	(29)	(3.3)
Net adjustments to loans	0	0	n.m.
Net impairment losses on other assets	(3)	0	(100.0)
Profits (Losses) on HTM and on other investments	0	0	n.m.
Income before tax from continuing operations	**223**	**170**	**(23.8)**
Taxes on income from continuing operations	(54)	(37)	(31.5)
Merger and restructuring related charges (net of tax)	(12)	(2)	(83.3)
Effect of purchase cost allocation (net of tax)	(83)	(64)	(22.9)
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**74**	**67**	**(9.5)**
EVA® (€ m)	**135**	**107**	

Note: 9M08 figures restated to reflect scope of consolidation for 9M09
Figures may not add up exactly due to rounding differences

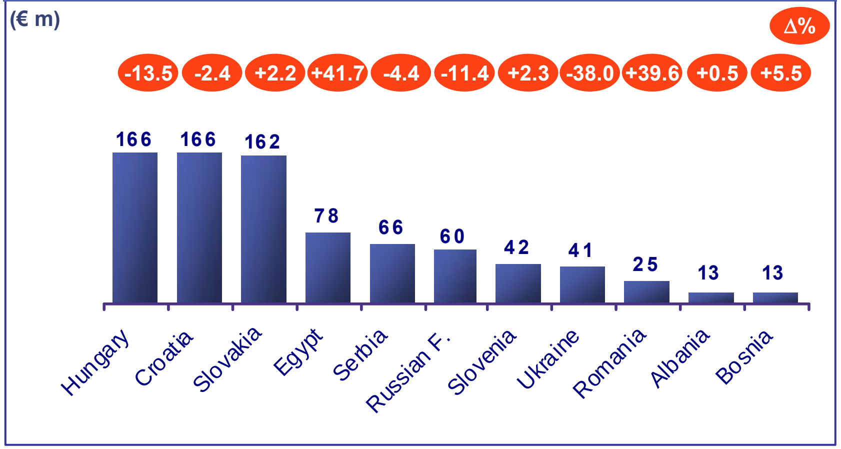
- Market leader with ~€65bn of Customer financial assets (of which 44.5bn AuM) and 4,309 Private bankers
- €616m positive net inflow of Customer financial assets in 9M09 (of which ~€400m from the integration of CR Firenze Private Banker network) driven by the net inflow of AuM (+€1,066m)
- Sound growth in Net interest income and sustained increase in Profits on trading
- 1.2% reduction in Operating costs
- Good resilience in Net Income at €67m
- Expected benefits in 4Q09 in terms of net collection from "Tax Shield"

International Subsidiary Banks: figures by Country 9M09 vs 9M08

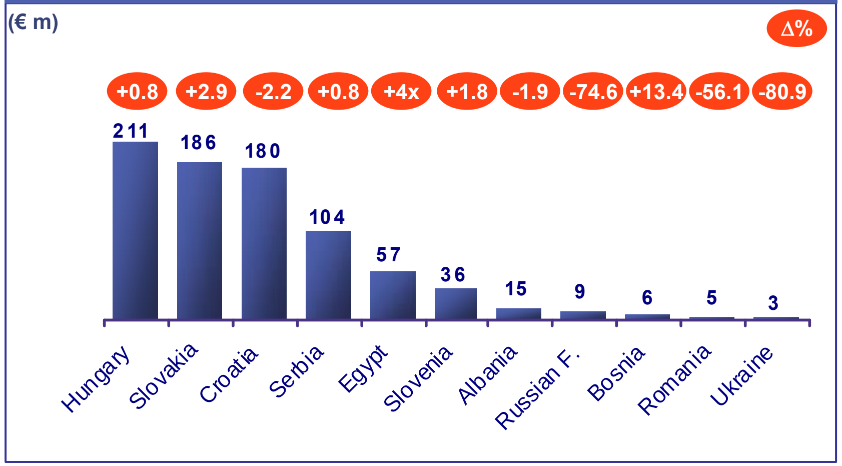
Operating Income



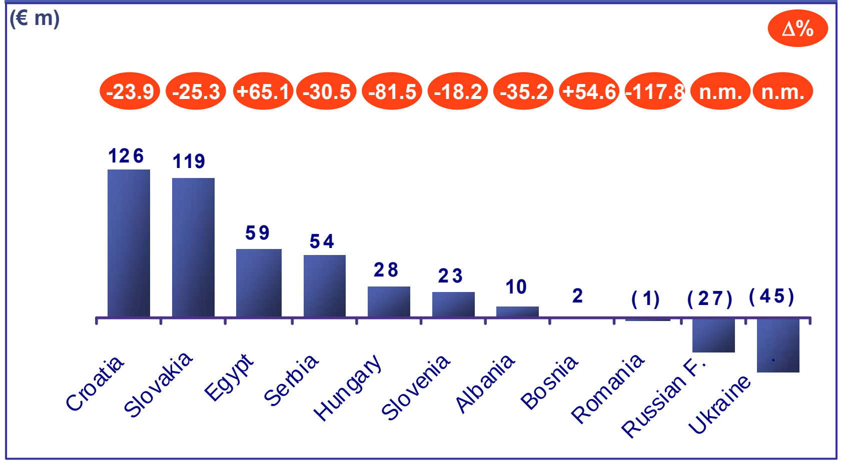
Operating Costs



Operating Margin



Pre-Tax Income(1)



(1) Income before tax from continuing operations

High quality structured credit products portfolio

■ US Subprime €39m

Net exposure[(*)] (€ m)	31.12.08	30.09.09	
		Total	*of which at trading*
US Subprime	29	39	32
"Contagion" area	280	252	142
Monoline	0	14	14
Super senior Corporate Risk	2,336	860	860
European ABS/CDO	2,110	1,775	361
Other	737	1,514	605
Total	5,492	4,454	2,014

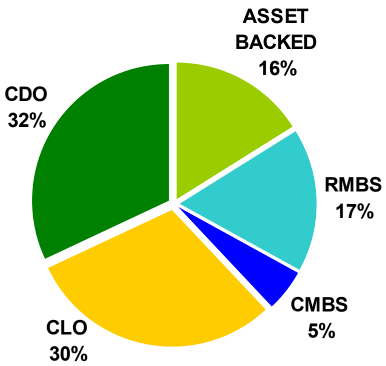
■ 87% Investment Grade

Rating	%
Super senior	13%
AAA	30%
AA	32%
A	12%
BBB and other	13%

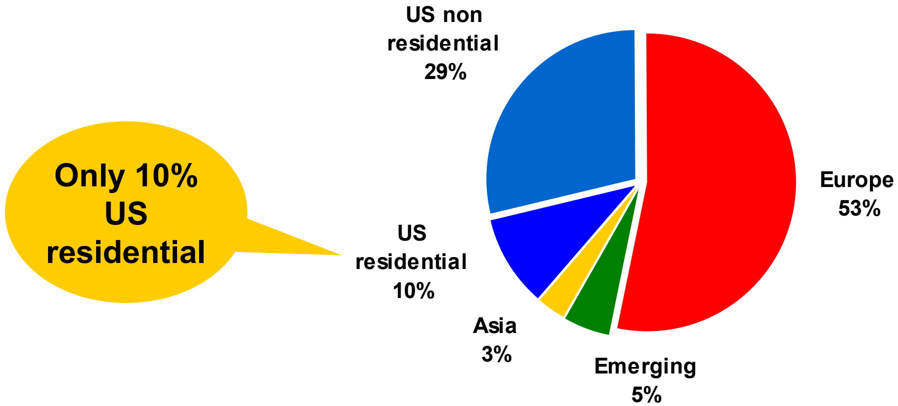
■ 65% Vintage ≤ 2005

Vintage	%
Before 2005	34%
2005	31%
2006	20%
2007	13%

Products



Geographical area



■ **Fair value sensitivity of structured credit products book: -€10m[(1)] for +25bps of credit spreads**

(*) *As for "long" positions, 64% valued through mark-to-model (100% of unfunded positions, 41% of funded positions, 100% of monoline risk and of non-monoline packages) and 36% through comparable approach (59% funded positions). As for "short" positions, 71% valued through mark-to-model (100% unfunded "short" positions, see slide on Structured credit products: Other (3/4), and 100% of positions of funds) and 29% valued through effective market quotes (100% of CMBX-CDS hedges)*

(1) *-€24m if part of the Structured credit products had not been reclassified into Loans & Receivables for a total amount equal to €2,672m of nominal value and to €2,440m of net exposure leading to a total benefit in income statement for the first 9 months of 2009 equal to €7m before tax, of which -€104m in 3Q09*

Structured credit products: no material exposure to US Subprime

(€m)	Position as at 30.09.09			30.09.09 income statement Profits (Losses) on trading			
						Total income statement	
Product	Nominal value	Risk exposure (including write-downs and write-backs)[1]	Cumulated write-downs and write-backs	Realised gains/losses	Write-downs and write-backs	9M09	of which 3Q09
Funded ABS[2]	12	**1**	-11	0	0	0	1
Funded CDOs	26	**2**	-24	0	0	0	1
Unfunded super senior CDOs[3]	185	**29**	-156	0	21	21	22
Other[4]	11	**7**	-4				
"Long" positions	234	**39**	-195	0	21	21	24
ABX indices position	0	**0**	0	-13	13	0	0
Net position[5]	"long" 234	**"long" 39**	-195	-13	34	21	24

Note: By US subprime exposure, Intesa Sanpaolo means products - cash investments (securities and funded CDOs) and derivative positions (unfunded CDOs) - with collateral mainly made up of non-prime US residential mortgages (i.e. Home Equity Loans, residential mortgages with B&C ratings and similar products) granted in the years 2005/06/07, irrespective of the FICO score and the Loan-to-Value ratio. Others have been collateralised with US residential mortgages granted before 2005 with a FICO score under 629 and Loan-to-Value over 90% (as at 30.09.09, unchanged with respect to our disclosure dated 30.06.09, the weight of this second product class is immaterial in the Intesa Sanpaolo Group portfolio)

(1) The column "Risk exposure" sets out: for securities, fair value; for derivatives, the nominal value of the contract, net of capital gains and losses recorded at the date of reference. Such amounts correspond, for "long" positions, to the maximum potential loss (in the event of 100% default and recovery rate of 0). For "short" positions, on the other hand, they indicate the maximum potential gain (in the same scenario in terms of default and recovery level). For assets reclassified into Loans & Receivables risk exposure is the book value, equal to fair value as at the reclassification date, increased by the accrued interests calculated at actual interest rate and net of portfolio value adjustments

(2) The ABS funded component has a AAA rating for 40%, a B rating for 52%, and a CC rating for the remaining 8%. The original LTV ratio is at 91%, while the 30-60-90 day average delinquency is 4%, 3% and 6% respectively. Cumulated loss on the collateral is at 20%. These positions are non-listed on active markets and are thus valued using the comparable approach

(3) With mezzanine collateral. Including a position with underlying assets made up of approximately one third of subprime mortgages. This table includes the sole portion represented by subprime mortgages, whereas the residual exposure is reported in the "contagion" area

(4) Risk position classified into Loans & Receivables coming from the Romulus vehicle (fully consolidated entity) of which CDO funded for €8m nominal value and €4m risk exposure transferred from SPE Romulus to the Parent Company in the first 9 months of 2009 (in 2009 a loss for Euro 1 million was recognized to the P/L Account to item 130a "Net losses/recoveries on impairment of loans"). Romulus is an asset-backed commercial paper conduit vehicle, set up to offer customers an alternative financial channel via access to the international commercial paper market. As at 30.09.09, the portfolio of investments included €190m of nominal value of financial assets, reclassified into Loans & Receivables, with a benefit on Shareholders' equity for 2008 and the first 9 months of 2009 equal to €40m before tax, of which €3m in 3Q09. Of the €190m, €3m were attributable to the US subprime segment, €13m to the "contagion" area (see slide on "Contagion" area (2/4), Multisector CDOs) and €174m to other structured credit products (see slide on Other (4/4)). As at 30 September 2009 the financial assets fair value amounts to €120m, of which €2m (with a benefit of €1m) on positions attributed to the US subprime segment, €8m (with a benefit of €2m) attributed to the so-called "contagion" area (see slide on "Contagion" area (2/4), Multisector CDOs) and €110m (with a benefit of €37m) on securities which fall under other structured credit products (see slide on Other (4/4))

(5) The net nominal exposure of €234m as at 30.09.09 compares with €241m reported as at 30.06.09. It should be noted the closing of the positions on the ABX indices included in the segment

Structured credit products: no material exposure to Monoline (1/2)

No direct exposure, only indirect positions connected to hedging derivatives purchased from monoline insurers to buy protection on the default risk of assets held by the Group, which therefore only generate counterparty risk[(1)]. Such hedging derivatives fall into two categories of activity performed by Intesa Sanpaolo: packages[(2)] and fully hedged[(3)] credit derivative transactions

Monoline

- **Net counterparty risk exposure totalled €14m as at 30.09.09 (€0m as at 31.12.08)**
- **9M09 income statement impact[(4)] €27m (2008 -€94m)**

- **96% vs MBIA**
- **4% vs other monoline with rating AA**

(1) *For the sake of completeness, please note that there is another form of exposure to monoline insurers, which does not generate particular risk situations. It stems from the investment in securities for which the monoline insurer provides a credit enhancement to the issuing vehicle, for the purpose of making the issue "eligible" for certain types of investors through the achievement of a certain rating (normally AAA). Such securities, nominal value as at 30.09.09 €532m (€529m as at 31.12.08), wholly held by Banca Infrastrutture Innovazione e Sviluppo, are made up mainly of ABS with underlying health receivables assisted by delegated regional payment and for the remaining portion by financings of infrastructures; they are all recorded in the banking book, almost all classified in the Loans & Receivables (L&R) portfolio. The positions were granted on the basis of the creditworthiness of the underlying borrower*

(2) *Both the security and the connected derivative have been valued with the mark-to-model methodologies, also considering any available prices, if lower; such valuations did not have any impact on Profits (Losses) on trading, with the exception of those with the reference to the counterparty risk component, mostly due to transactions in which the hedge was stipulated with monoline insurers, for which a credit risk adjustment has been calculated, determined on the basis of the cost of a protection CDS on the default of the monoline insurer, with nominal value equal to the current and potential future exposure (so-called "add-on") and expiry equal to the average residual life of the underlying assets. Even though packages do not lead to market risk connected with the nature of the underlying asset, for the sake of completeness, please note that, assets which are part of packages include, for €97m nominal value as at 30.09.09, securities with US RMBS collateral with a significant subprime content (equal to 29.9%)*

(3) *Intesa Sanpaolo's activities in fully hedged derivatives are made up of the simultaneous purchase and sale of protection on the same reference entity (underlying asset) with two different counterparties. Also in this case activities do not result in exposure to the market risk generated by the underlying asset, but with the sole counterparty risk generated by the "short" position in the protection purchase*

(4) *Write-backs*

Structured credit products: no material exposure to Monoline (2/2)

(€m)	Position as at 30.09.09					30.09.09 income statement Profits (Losses) on trading	
	Nominal value of the underlying asset	Fair value of the underlying asset (net of accrued interests)	Credit risk exposure to monoline insurers (fair value of the CDS) *pre* write-down	Credit risk exposure to monoline insurers (fair value of the CDS) *post* write-down	Fair value cumulated write-downs of the hedge from monoline insurers	Fair value write-back of the hedge from monoline insurers	
						9M09	of which 3Q09
Positions in Packages:							
Subprime	97	52	45	**10**	-35	24	10
Sub-Total	97	52	45	**10**	-35	24	10
Positions in other derivatives:							
Other underlying assets	121	95	26	**4**	-22	3	0
Total	218	147	71	**14**	-57	27	10

Structured credit products: "contagion" area (1/4) Good quality of structures

- **Multisector CDOs**: such products are almost entirely present in unfunded super senior CDOs, with collateral represented by US RMBS, European ABS, CDOs, CMBS, HY CBO and Consumer ABS

Multisector CDOs
- €169m, of which €14m in Loans & Receivables, "long" positions as at 30.09.09 (€137m as at 31.12.08), including €58m CMBX index hedging and derivatives against which there are positions in funds of €88m (€65m as at 31.12.08)
- 9M09 income statement impact(1) -€62m (2008 -€62m)

- *Collateral*: 40% US RMBS (for 58% *vintage* prior to 2005 and an average 3% exposure to subprime); 33% European ABS; 14% CDO; 8% CMBS; 4% HY CBO; 1% Consumer ABS
- Average Rating B+
- Average Attachment point 10%
- Written down by 60% of the nominal value on the basis of the mark-to-model

- **Alt-A – Alternative A Loans**: ABS (securities) with underlying US residential mortgages normally of high quality but characterised by penalising factors, mostly incomplete documentation, which do not permit their classification into standard prime contracts

Alt-A
- Net risk exposure totalled €62m (entirely in Loans & Receivables) as at 30.09.09 (€78m as at 31.12.08)
- 9M09 income statement impact(1) €0m (2008 -€2m)

- Rating: 53% AAA, 28% AA, 10% A, 8% BB and 1% C
- 100% 2005 Vintage
- No Agency component: 74% average original LTV, 6% cumulated loss, 30-60-90 day average delinquency is 4%, 3% and 5% respectively
- Valued using the comparable approach

- **TruPS – Trust Preferred Securities of REITs (Real Estate Investment Trust)**: financial instruments similar to preferred shares issued by US real estate-trustees to finance residential or commercial initiatives present almost entirely in Unfunded super senior CDOs

TruPS
- Net risk exposure totalled €75m as at 30.09.09 (€82m as at 31.12.08)
- 9M09 income statement impact(1) €1m (2008 -€63m)

- Rating positions unfunded B+ and CCC+, funded BBB
- Average Attachment point 42%
- Written down by 66% of the nominal value on the basis of the mark-to-model

- **Prime CMOs**: securities issued with guarantee mostly represented by loans assisted by mortgages on US residential buildings

Prime CMOs
- Net risk exposure totalled €34m (entirely in Loans & Receivables) as at 30.09.09 (€48m as at 31.12.08)
- 9M09 income statement impact(1) €0m (2008 -€3m)

- Rating: 42% AAA, 58% AA
- 100% 2005 Vintage
- 65% average original LTV
- 0.3% cumulated loss
- 30-60-90 day average delinquency is 1%, 0.3% and 1% respectively
- Valued using the comparable approach

(1) Including realised gains/losses and write-downs/write-backs

Structured credit products: "contagion" area (2/4) Multisector CDOs

(€m)

Product	Position as at 30.09.09			30.09.09 income statement Profits (Losses) on trading			
	Nominal value	Risk exposure (including write-downs and write-backs)	Cumulated write-downs and write-backs	Realised gains/losses	Write-downs and write-backs	Total income statement	
						9M09	of which 3Q09
Funded CDOs	42	**19**	-23	2	0	2	2
Unfunded super senior CDOs	481	**194**	-287	1	-63	-62	-30
Other (funded)(1)	19	**14**	-5				
"Long" positions	542	**227**	-315	3	-63	-60	-28
CMBX hedges and derivatives	69	**58**	11	-10	-2	-12	-12
Positions of funds	82	**88**	6 (2)	4	6	10	2
Net position(3)	"long" 473	**"long" 169**	-298	-3	-59	-62	-38

(1) Of which €13m of nominal value and €10m of risk exposure related to the Romulus vehicle and CDO funded for €6m of nominal value and €4m of risk exposure transferred to the Parent Company from the Romulus vehicle
(2) These figures do not take into account the positions of funds which exited the portfolio of structured credit products
(3) Nominal value and risk exposure figures do not include amounts of positions of funds

Structured credit products: "contagion" area (3/4) Alt-A

(€m)	Position as at 30.09.09			30.09.09 income statement Profits (Losses) on trading			
Product	Nominal value	Risk exposure (including write-downs and write-backs)	Cumulated write-downs and write-backs	Realised gains/losses	Write-downs and write-backs	Total income statement 9M09	Total income statement of which 3Q09
Alt-A Agency [(1)]	34	**33**	-1	0	0	0	0
Alt-A No Agency [(2)]	35	**29**	-6	0	0	0	0
Other AFS securities [(3)]	9						
"Long" positions	78	**62**	-7	0	0	0	0

(1) Exposure entirely reclassified into Loans & Receivables with an income statement benefit equal to -€2m before tax in the first 9 months of 2009, of which -€1m for 3Q09

(2) Exposure entirely reclassified into Loans & Receivables with an income statement benefit equal to -€14m before tax in the first 9 months of 2009, of which -€11m for 3Q09

(3) Risk position classified in securities available for sale, belonging to the Parent company, coming from the Romulus vehicle, transferred at fair value in 2008

Structured credit products: "contagion" area (4/4) TruPS and Prime CMOs

TruPS

(€m)	Position as at 30.09.09			30.09.09 income statement Profits (Losses) on trading			
						Total income statement	
Product	Nominal value	Risk exposure (including write-downs and write-backs)	Cumulated write-downs and write-backs	Realised gains/losses	Write-downs and write-backs	9M09	of which 3Q09
Funded CDOs	4	**1**	-3	0	-1	-1	0
Unfunded super senior CDOs	215	**74**	-141	0	2	2	7
"Long" positions	219	**75**	-144	0	1	1	7

Prime CMOs

(€m)	Position as at 30.09.09			30.09.09 income statement Profits (Losses) on trading			
						Total income statement	
Product	Nominal value	Risk exposure (including write-downs and write-backs)	Cumulated write-downs and write-backs	Realised gains/losses	Write-downs and write-backs	9M09	of which 3Q09
CMOs (Prime) (1)	37	**34**	-3	0	0	0	0
"Long" positions	37	**34**	-3	0	0	0	0

(1) Exposure entirely reclassified into Loans & Receivables with an income statement benefit equal to -€13m before tax in the first 9 months of 2009, of which -€11m for 3Q09

Structured credit products: other (1/4)

The effects of the crisis that affected the US financial markets spread progressively, initially involving instruments with collateral made up of US non-subprime residential mortgages and subsequently the whole structured credit product segment, including products with non-US underlying assets.

Details of different types of products related to this segment are provided below. In particular, non-monoline packages, funded ABS/CDOs, unfunded super senior Multisector CDOs not comprised in the "contagion" area, Super Senior Corporate Risk and Other unfunded positions:

- **Non-monoline packages: assets with specific hedges stipulated with primary international banks[(1)]**

Packages

- **Net exposure to counterparty risk €96m as at 30.09.09 (€154m as at 31.12.08)**
- **9M09 income statement impact[(2)] €4m (2008 €0m)**

- **Hedges from banks generally with a AA, A, BBB and B rating mostly object of specific collateral agreements**
- **Valued using the mark-to-model approach**

- **Unfunded super senior Multisector CDOs: this component includes super senior positions with High-Grade, widely diversified collateral or characterised by high credit quality RMBS and therefore not included in the "contagion" area**

Unfunded super senior Multisector CDOs not included in the "contagion" area

- **Net risk exposure €562m as at 30.09.09 (€707m as at 31.12.08)**
- **9M09 income statement impact[(3)] -€30m (2008 -€65m)**

- **11% collateral in CMBS, 6% Consumer ABS, 7% US CBOs, 69% corporate loans, 5% US RMBS and 2% subprime**
- **Rating 94% AA-**
- **22% Vintage prior to 2005**
- **17% average Attachment point**
- **Valued using the mark-to-model approach**

(1) Underlying assets were mostly made up of CLOs and ABS CDOs with a limited portion of US subprime (equal to approximately 22%)
(2) Write-backs
(3) Including realised gains/losses and write-downs/write-backs

Structured credit products: other (2/4)

- **European funded ABS/CDOs**: portfolio with collateral diversified in RMBS/CMBS, CLOs, CDOs and ABS of receivables (Credit Card, Leasing, Personal Loans, etc)

European funded ABS/CDOs
- Net risk exposure €1,775m of which €1,414m in Loans & Receivables, as at 30.09.09 (€2,110m as at 31.12.08)
- 9M09 income statement impact(1) €21m (2008 -€92m)

- Rating: 43% AAA, 49% AA/A, 8% BBB/BB/B
- Valued on the basis of comparable approach for 85%, mark-to-model for 15%

- Collateral: 36% RMBS (of which 39% Italy)
  22% CLO
  14% CDO
  12% CMBS (of which 52% Offices, 21% Retail, 12% Mixed Use, 9% Health Care, 4% Hospitality/Multifamily, 2% Industrial)
  16% ABS of receivables

- **US funded ABS/CDOs**: portfolio including securities with US underlying assets, with collateral mostly represented by Collateralised Loans Obligations(2)

US funded ABS/CDOs
- Net risk exposure €766m, of which €762m in Loans & Receivables, as at 30.09.09 (€49m as at 31.12.08)
- 9M09 income statement impact(1) €24m (2008 -€18m)

- Collateral: 97% CLO, 2% CMBS, 1% Credit Card.
- Rating: 70% AAA, 29% A, 1% BBB
- Valued on the basis of comparable approach for 3%, mark-to-model for 97%

- **Funded ABS/CDOs ascribable to the Romulus vehicle**: securities entirely classified in Loans & Receivables with mainly US underlying assets (Credit Card, Leveraged Loans, Student Loans, Corporate Risk)

US funded ABS/CDOs Romulus
- Net risk exposure €147m, entirely in Loans & Receivables, as at 30.09.09 (€244m as at 31.12.08)

- Rating: 40% AAA, 10% AA, 30% BBB, 20% BB
- Valued on the basis of comparable approach for 27%, mark-to-model for 73%

(1) Including realised gains/losses and write-downs/write-backs
(2) Funded Supersenior Corporate Risk CDOs, securities classified into Loans & Receivables in the first nine months of 2009, coming from the restructuring of unfunded positions as at 31.12.08

Structured credit products: other (3/4)

- **Unfunded super senior Corporate Risk CDOs**: super senior in this category is mostly characterised by collateral subject to corporate risk

Unfunded super senior Corporate Risk CDOs
- Net risk exposure €860m as at 30.09.09 (€2,336m as at 31.12.08)
- 9M09 income statement impact(1) -€21m (2008 -€184m)

- 32% average Attachment point

- Collateral: 24% US (46% CDOs)
  57% Europe (74% consumer credit Italy and 26% CDOs)
  19% Emerging Markets (Project Finance)
- Valued using the mark-to-model approach

- **Other unfunded positions**: portfolio with a "short" balance of unfunded CDOs with mainly European underlying assets

Other unfunded positions
- Net risk exposure -€57m as at 30.09.09 (-€417m as at 31.12.08)
- 9M09 income statement impact(1) -€13m (2008 -€25m)

- Almost entirely on mezzanine tranches
- Valued using the mark-to-model approach

(1) Including realised gains/losses and write-downs/write-backs

Structured credit products: other (4/4)

(€m)	Position as at 30.09.09					30.09.09 income statement Profits (Losses) on trading	
						Fair value write-back of the hedge from primary International banks	
Product	Nominal value of the underlying asset	Fair value of the underlying asset (net of accrued interests)	Credit risk exposure to primary International banks (fair value of the CDS) *pre* write-down	Credit risk exposure to primary International banks (fair value of the CDS) *post* write-down	Fair value cumulated write-downs of the hedge from primary international banks	9M09	of which 3Q09
Non-monoline packages [1]	482	384	98	96	-2 [2]	4	2

(€m)	Position as at 30.09.09			30.09.09 income statement Profits (Losses) on trading			
						Total income statement	
Product	Nominal value	Risk exposure (including write-downs and write-backs)	Cumulated write-downs and write-backs	Realised gains/losses	Write-downs and write-backs	9M09	of which 3Q09
Funded ABS/CDO [3]	2,782 [4]	2,541	-241	23 [3]	14 [3]	37 [5]	12
Unfunded super senior multisector CDOs and corporate risk [6]	1,528	1,365	-163	5	-69	-64	22
Other [7]	174	147	-27				

(1) Underlying assets were mostly made up of CLOs and ABS CDOs with a limited portion of US subprime (equal to approximately 22%)

(2) According to systematic adjustments made on the entire derivatives universe to incorporate in the fair value the credit risk, in this particular case minimum, of the counterparty (so-called credit risk adjustment), even considering that the operations are mainly object of specific collateral agreement

(3) US component reclassified into Loans & Receivables for an amount equal to €837m of nominal value and to €762m of net exposure, with an income statement benefit equal to -€11m before tax in the first 9 months of 2009, of which €0m in 3Q09. During the first nine months of the year some securities belonging to the portfolio were sold. Such transaction resulted in a profit for €12m recognized to item 100a "Profit (Losses) on disposal or repurchase of loans". EU component belonging to Intesa Sanpaolo reclassified into Loans & Receivables for an amount equal to €1,305m of nominal value and to €1,208m of net exposure, with an income statement benefit equal to €62m before tax in the first nine months of 2009, of which -€81m in 3Q09; EU component belonging to Banca IMI reclassified into Loans & Receivables for an amount equal to €202m of nominal value and to €190m of net exposure, with an income statement benefit equal to -€15m before tax in the first nine months of 2009, of which €0m in 3Q09; EU component belonging to CR Firenze reclassified into Loans & Receivables for an amount equal to €8m of nominal value and to €7m of net exposure, with a benefit on Shareholders' equity equal to €5m before tax as at 30.09.09, of which €0m in 3Q09; EU component belonging to Banca Fideuram reclassified into Loans & Receivables for an amount equal to €10m of nominal value and to €9m of net exposure, with a benefit on Shareholders' equity equal to €2m before tax as at 30.09.09, of which €2m in 3Q09. During the first nine months of the year a part of the ABS/CDO funded EU portfolio was sold: such transaction resulted in a profit for nearly €2m recognized to item 100a "Profit (Losses) on disposal or repurchase of loans". Furthermore, impairment losses were originated by some securities belonging to the same portfolio. The loss amounted to €6m and was recognized, as at 30 September 2009, to item 130a ""Net losses/recoveries on impairment of loans"

(4) Of which €609m belonging to Banca IMI, €1,310m to Intesa Sanpaolo Group, €9m to CR Firenze and €10m belonging to Banca Fideuram

(5) Of which €23m ascribable to Banca IMI

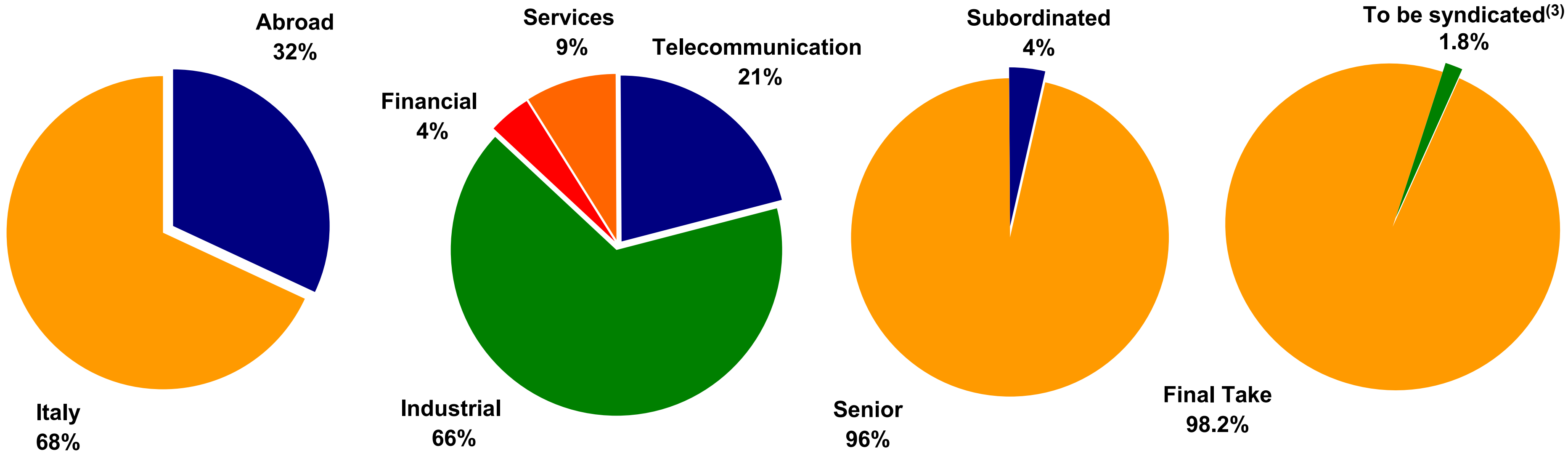
(6) Including a portfolio with a "short" balance of unfunded CDOs of -€43m of nominal value and -€57m of fair value

(7) Risk position of the Romulus vehicle (fully consolidated entity)

Leveraged Finance[1]: contained, high quality exposure

No. Transactions	Amount[2]
~110	€4,786m

Breakdown



(1) Group financing to parties controlled by private equity funds
(2) Outstanding commitment
(3) Italy

INTESA SANPAOLO

Disclaimer

“The manager responsible for preparing the company’s financial reports, Ernesto Riva, declares, pursuant to paragraph 2 of Article 154-bis of the Consolidated Law on Finance, that the accounting information contained in this presentation corresponds to the document results, books and accounting records”.

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This presentation contains certain forward looking statements and forecasts reflecting Intesa Sanpaolo management’s current views with respect to certain future events. The Intesa Sanpaolo Group’s ability to achieve its projected results is dependent on many factors which are outside management’s control. Actual results may differ materially from those projected or implied in the forward-looking statements. Such forward-looking information involves risks and uncertainties that could significantly affect expected results and is based on certain key assumptions.

The following important factors could cause the Group’s actual results to differ materially from those projected or implied in any forward-looking statements:

- the Group’s ability to successfully integrate the employees, products, services and systems of the merger of Banca Intesa S.p.A. and Sanpaolo IMI S.p.A. as well as other recent mergers and acquisitions;
- the impact of regulatory decisions and changes in the regulatory environment;
- the impact of political and economic developments in Italy and other countries in which the Group operates;
- the impact of fluctuations in currency exchange and interest rates; and
- the Group’s ability to achieve the expected return on the investments and capital expenditures it has made it Italy and in foreign countries.

The foregoing factors should not be construed as exhaustive. Due to such uncertainties and risks, readers are cautioned not to place undue reliance on such forward-looking statements, which speak only as of the date hereof. Accordingly, there can be no assurance that the Group will achieve its projected results.