9M17 Results

Solid Performance

A Strong Bank,
Delivering Growth

November 7, 2017

INTESA SANPAOLO

9M: Solid Performance, Fully on Track to Deliver 2017 Dividend Commitment

€5.9bn stated Net income(1) including €3.5bn public cash contribution offsetting the impact on ISP's capital ratios of the acquisition of certain assets of the two former Venetian banks

~€6.7bn pro-forma Net income(2) including ~€800m additional net capital gain from Allfunds Bank disposal to be booked in Q4

€2.5bn Net income(3) (~€3.1bn excluding Levies and other charges concerning the banking industry)

Common Equity(4) ratio increased to 13.4%, well above regulatory requirements

Best ever 9M and Q3 for Commissions

~€11bn Gross NPL stock reduction over the past two years at no cost to shareholders and the lowest 9M NPL inflow since ISP was created

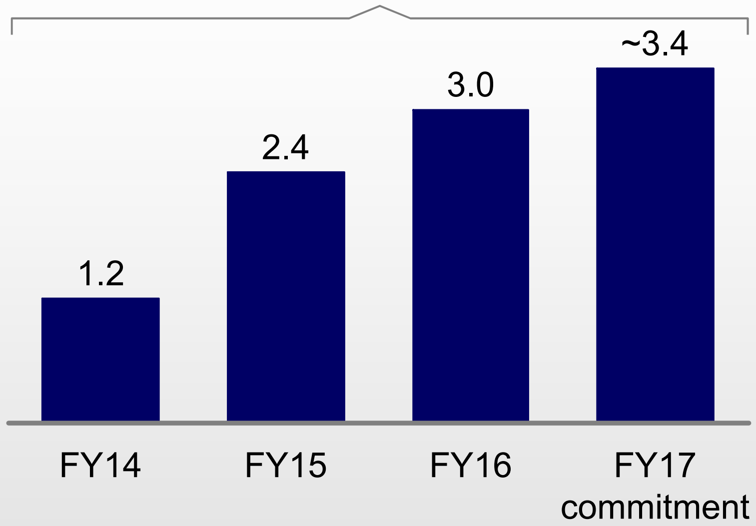
(1) Including Levies and other charges concerning the banking industry: €938m pre-tax (€639m net of tax) of which charges for the Resolution Fund: €163m pre-tax (€114m net of tax) - commitment for the year fully funded -, charges for the Atlante Fund stake write-down: €449m pre-tax (€301m net of tax), charges for Deposit Guarantee Scheme: €128m pre-tax (€88m net of tax) - estimated commitment for the year fully funded - and extraordinary charges for the Voluntary Deposit Guarantee Scheme: €150m pre-tax (€101m net of tax)
(2) Including public cash contribution of €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios and contribution to the P&L of the operations of the two former Venetian banks
(3) Excluding public cash contribution of €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios and contribution to the P&L of the operations of the two former Venetian banks
(4) Pro-forma fully loaded Basel 3 (30.9.17 financial statements considering the total absorption of DTA related to goodwill realignment/adjustments to loans/non-taxable public cash contribution of €1,285m covering the integration and rationalisation charges relating to the acquisition of the operations of the two former Venetian banks, the expected absorption of DTA on losses carried forward and the announced distribution of reserves of insurance companies); including estimate of the null effect from the Danish Compromise

ISP Continues to Deliver on its Dividend Commitment

Cash dividend evolution

€ bn

€10bn cumulative cash dividend commitment from 2014-17 Business Plan

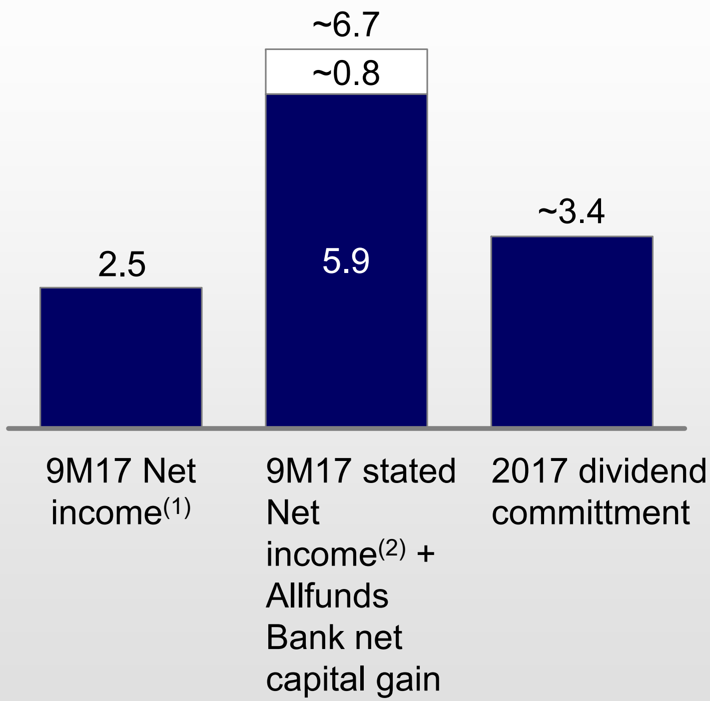


	FY14	FY15	FY16
DPS ordinary (€)	**0.07**	**0.14**	**0.18**
DPS saving (€)	**0.08**	**0.15**	**0.19**

Rewarding shareholders with sustainable dividends remains a management priority

9M17 Net income vs 2017 cash dividend commitment

€ bn



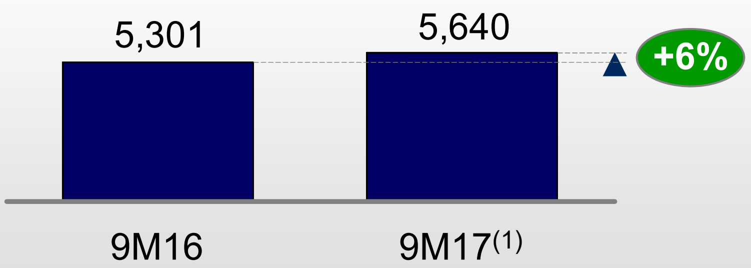
Well on track to deliver on our 2017 cash dividend commitment

(1) Excluding public cash contribution of €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios and contribution to the P&L of the operations of the two former Venetian banks
(2) Including public cash contribution of €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios and contribution to the P&L of the operations of the two former Venetian banks

9M: Strong Performance Delivered

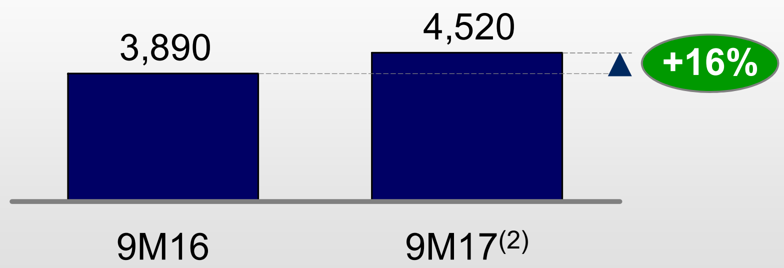
Net fees and commissions

€ m



Gross income

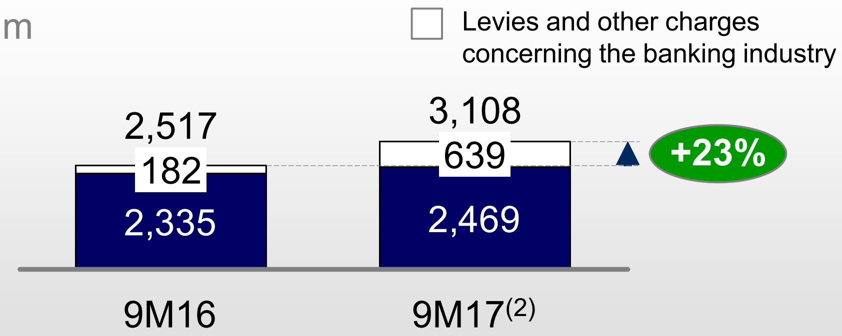
€ m



Cost/Income at 50.2%, top-tier in Europe

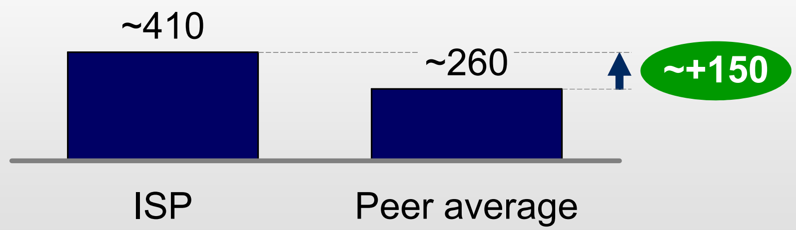
Net income

€ m



Excess capital

Fully Loaded CET1 Ratio Buffer vs requirements SREP + Combined Buffer[3][4], 30.9.17, Bps



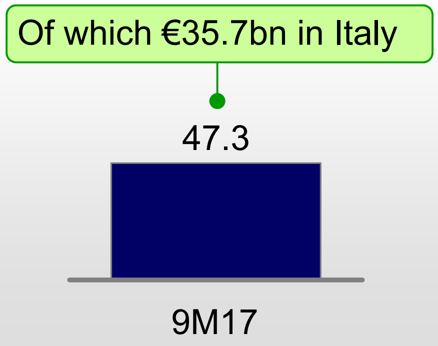
~€12bn excess capital due to internal capital management

(1) Excluding contribution of the P&L of the operations of the two former Venetian banks
(2) Excluding public cash contribution of €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios and contribution to the P&L of the operations of the two former Venetian banks
(3) Sample: BBVA, BNP Paribas, Deutsche Bank, ING, Nordea, Santander and Société Générale as of 30.9.17; BPCE, Commerzbank, Crédit Agricole Group and UniCredit as of 30.6.17. Data may not be fully comparable due to different estimates hypothesis. Source: Investors' Presentations, Press Releases, Conference Calls and Financial Statements
(4) Calculated as the difference between the Fully Loaded CET1 ratio vs requirements SREP + Combined Buffer; only top European banks that have communicated their SREP requirement

All Stakeholders Benefit from Our Performance

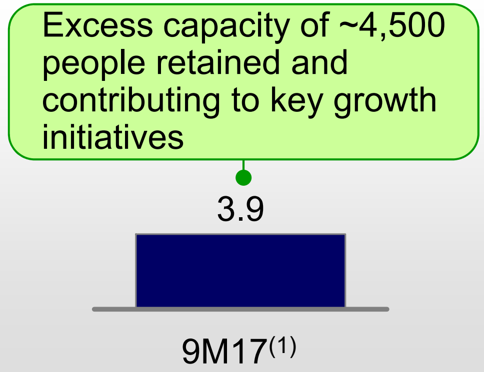
Households and Businesses

Medium/Long-term new lending, € bn



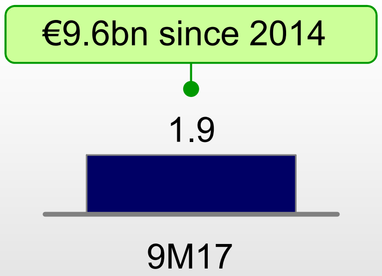
Employees

Personnel expenses, € bn



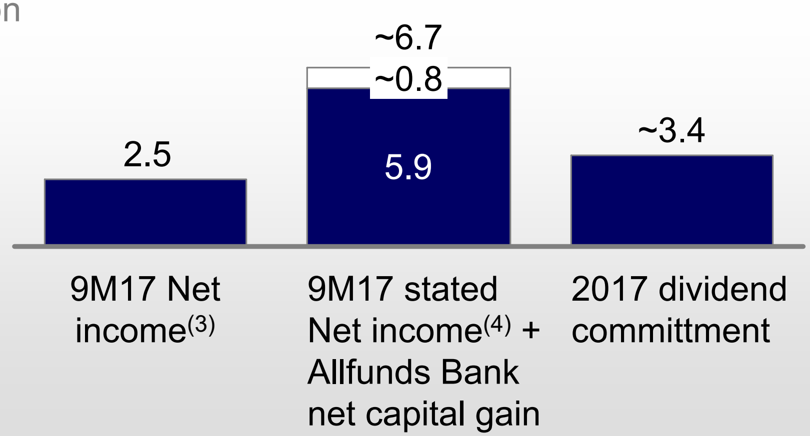
Public Sector

Taxes(2), € bn



Shareholders

€ bn



(1) Excluding contribution of the operations of the two former Venetian banks
(2) Direct and indirect
(3) Excluding public cash contribution of €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios and contribution to the P&L of the operations of the two former Venetian banks
(4) Including public cash contribution of €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios and contribution to the P&L of the operations of the two former Venetian banks

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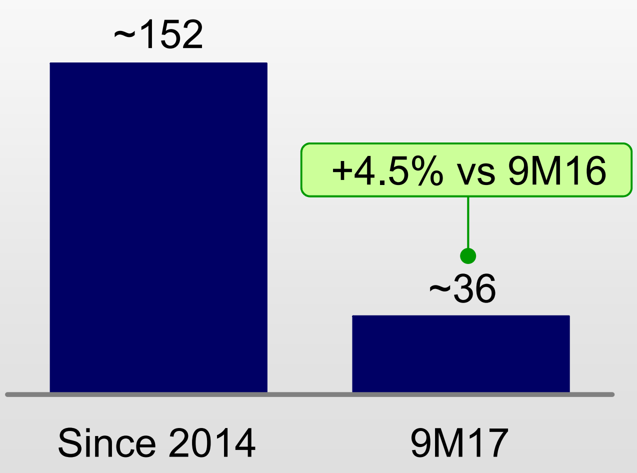
ISP: An Accelerator for the Growth of the Real Economy in Italy

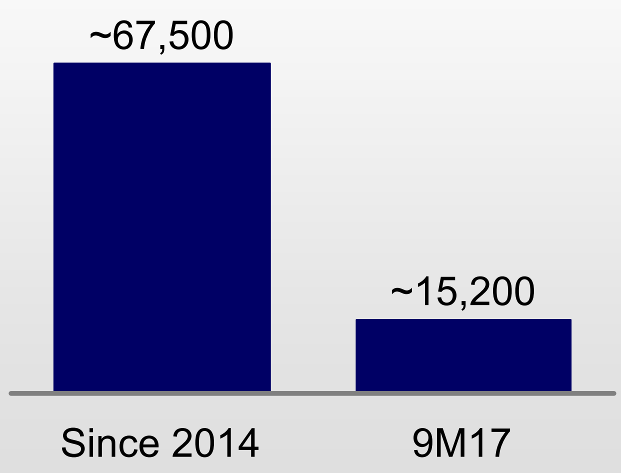
ISP: supporting the Italian real economy to grow…

Medium/Long-term new lending to Italian households and businesses, € bn



…and to recover

Italian companies helped to get back to performing status[(1)]



(1) Deriving from Non-performing loans outflow

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9M: Highlights

- **Solid economic performance**:
  - €2,469m Net income(1) (~€3.1bn excluding Levies and other charges concerning the banking industry)
  - Best Q3 Net income since 2007 at €731m(2) (€910m excluding Levies and other charges concerning the banking industry)
  - Double-digit increase in Gross income(1) (+16% vs 9M16)
  - Best ever 9M and Q3 for Commissions, coupled with strong acceleration in AuM Net Inflows (+78%(3) vs 9M16)
  - Continued strong cost management with C/I ratio at 50.2%(2)
  - Downward trend in loan loss provisions with cost of risk down to 71bps(4) (vs 102 in FY16)

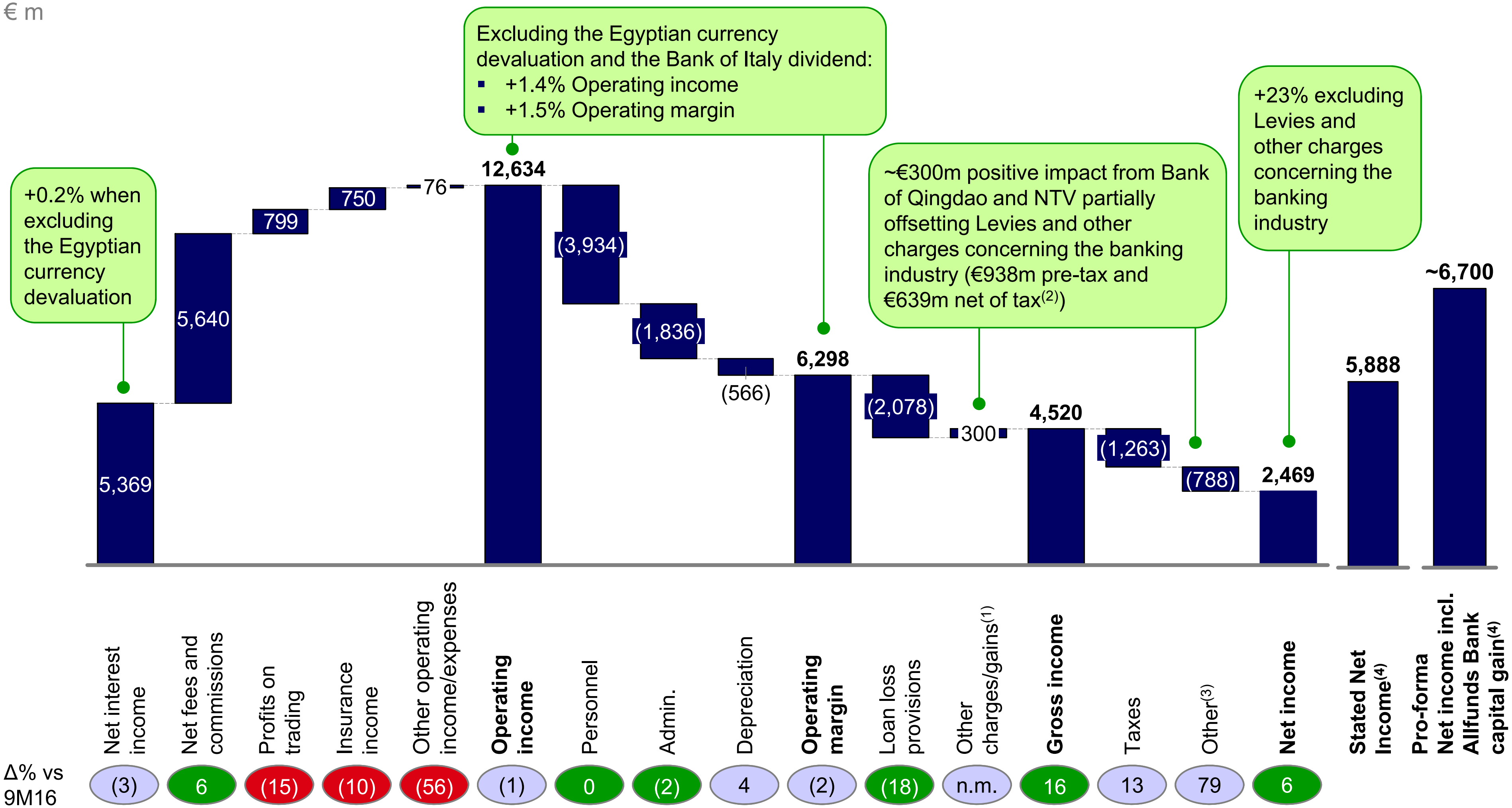
- **Best-in-class capital position with a solid balance sheet**:
  - Decreasing NPL stock (~-€11bn(3) Gross NPL vs 30.9.15), the lowest since 2012, coupled with increasing coverage ratio (49.5%(3) vs 47.0% as at 30.9.15) and the lowest NPL inflow since ISP was created
  - Common Equity ratio increased to 13.4%(5)
  - Low leverage ratio at 6.4%
  - Strong liquidity position and funding capability with LCR and NSFR well above 100%

(1) Excluding public cash contribution of €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios and contribution to the P&L of the operations of the two former Venetian banks
(2) Excluding contribution to the P&L of the operations of the two former Venetian banks
(3) Excluding components related to the acquisition of the operations of the two former Venetian banks
(4) Excluding contribution to the P&L of the operations of the two former Venetian banks (76bps also excluding their performing loans)
(5) Pro-forma fully loaded Basel 3 (30.9.17 financial statements considering the total absorption of DTA related to goodwill realignment/adjustments to loans/non-taxable public cash contribution of €1,285m covering the integration and rationalisation charges relating to the acquisition of the operations of the two former Venetian banks, the expected absorption of DTA on losses carried forward and the announced distribution of reserves of insurance companies); including estimate of the null effect from the Danish Compromise

Contents

9M17: ~€6.7bn Pro-forma Net Income Including Allfunds Bank Capital Gain

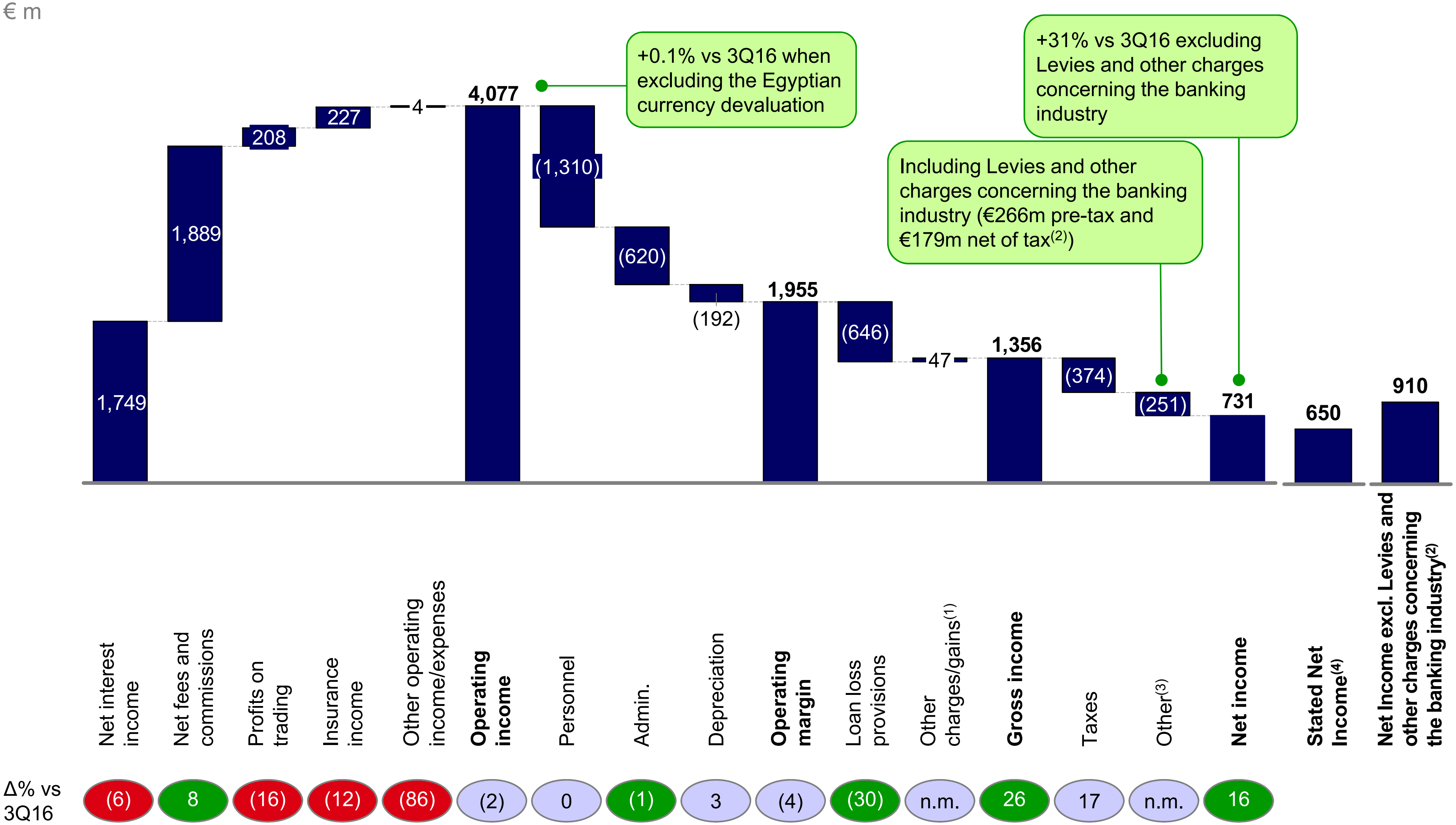
9M17 P&L (excluding public cash contribution and the contribution of the operations of the two former Venetian banks)
€ m



(1) Net provisions and net impairment losses on other assets, Other income (expenses), Income (Loss) from discontinued operations
(2) Including charges for the Resolution Fund: €163m pre-tax (€114m net of tax) - commitment for the year fully funded -, charges for the Atlante Fund stake write-down: €449m pre-tax (€301m net of tax), charges for Deposit Guarantee Scheme: €128m pre-tax (€88m net of tax) - estimated commitment for the year fully funded - and extraordinary charges for the Voluntary Deposit Guarantee Scheme: €150m pre-tax (€101m net of tax)
(3) Charges (net of tax) for integration and exit incentives, Effect of purchase price allocation (net of tax), Levies and other charges concerning the banking industry (net of tax), Impairment (net of tax) of goodwill and other intangible assets, Minority interests
(4) Including public cash contribution of €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios and the contribution to the P&L of the operations of the two former Venetian banks
Note: figures may not add up exactly due to rounding differences

3Q17: Best Q3 Net Income since 2007

3Q17 P&L (excluding the contribution of the operations of the two former Venetian banks)
€ m



(1) Net provisions and net impairment losses on other assets, Other income (expenses), Income (Loss) from discontinued operations
(2) Including charges for Deposit Guarantee Scheme: €116m pre-tax (€78m net of tax) - estimated commitment for the year fully funded - and extraordinary charges for the Voluntary Deposit Guarantee Scheme: €150m pre-tax (€101m net of tax)
(3) Charges (net of tax) for integration and exit incentives, Effect of purchase price allocation (net of tax), Levies and other charges concerning the banking industry (net of tax), Impairment (net of tax) of goodwill and other intangible assets, Minority interests
(4) Including contribution to the P&L of the operations of the two former Venetian banks

Note: figures may not add up exactly due to rounding differences

Q3 P&L of the Two Former Venetian Banks not Representative of Future Profitability

3Q17 P&L of the operations(1) of the two former Venetian banks
€ m

Net interest income	58
Net fees and commissions	57
Profits on trading	(26)
Insurance income	--
Other operating income/expenses	7
Operating income	**96**
Personnel	(130)
Admin.	(60)
Depreciation	(10)
Operating margin	**(104)**
Loan loss provisions	3
Other charges/gains(2)	2
Gross income	**(99)**
Taxes	31
Other(3)	(13)
Net income	**(81)**

Several actions underway to enhance the value of the two former Venetian Banks

Improvement of commercial performance	Alignment **of revenues per client** with ISP levels (e.g. given AuM/ Customer financial assets ISP(4) at ~43% vs Venetian banks ~21%)
Reduction in cost of funding	Alignment with ISP **costs** and **practices**
Rationalisation of branch network	Closure of **~600 retail branches** within 1.5km of ISP branches
Decrease in personnel expenses	Activation **of voluntary early retirement** for **~4,000 people**
Reduction in administrative expenses	Alignment with ISP **per capita administrative cost structure** (currently best practice at the European level)

- **~€460m of Net inflows into AuM in Q3**
- **EPS accretive starting from 2018**

(1) Including components related to the acquisition of operations of Banca Popolare di Vicenza and Veneto Banca
(2) Net provisions and net impairment losses on other assets, Other income (expenses), Income (Loss) from discontinued operations
(3) Charges (net of tax) for integration and exit incentives, Effect of purchase price allocation (net of tax), Levies and other charges concerning the banking industry (net of tax), Impairment (net of tax) of goodwill and other intangible assets, Minority interests
(4) Northeastern Italy

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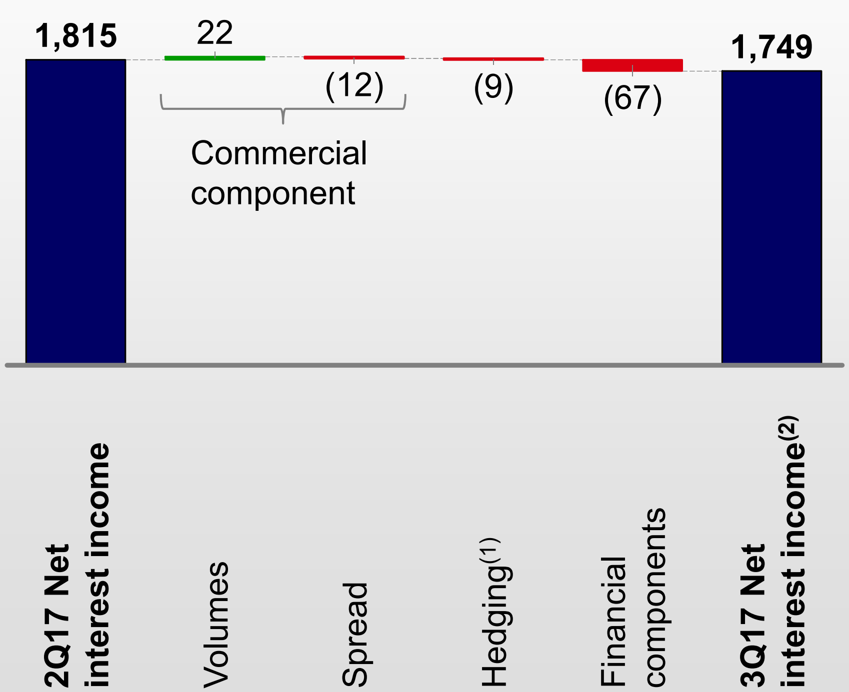
Net Interest Income: Solid Performance of the Commercial Component

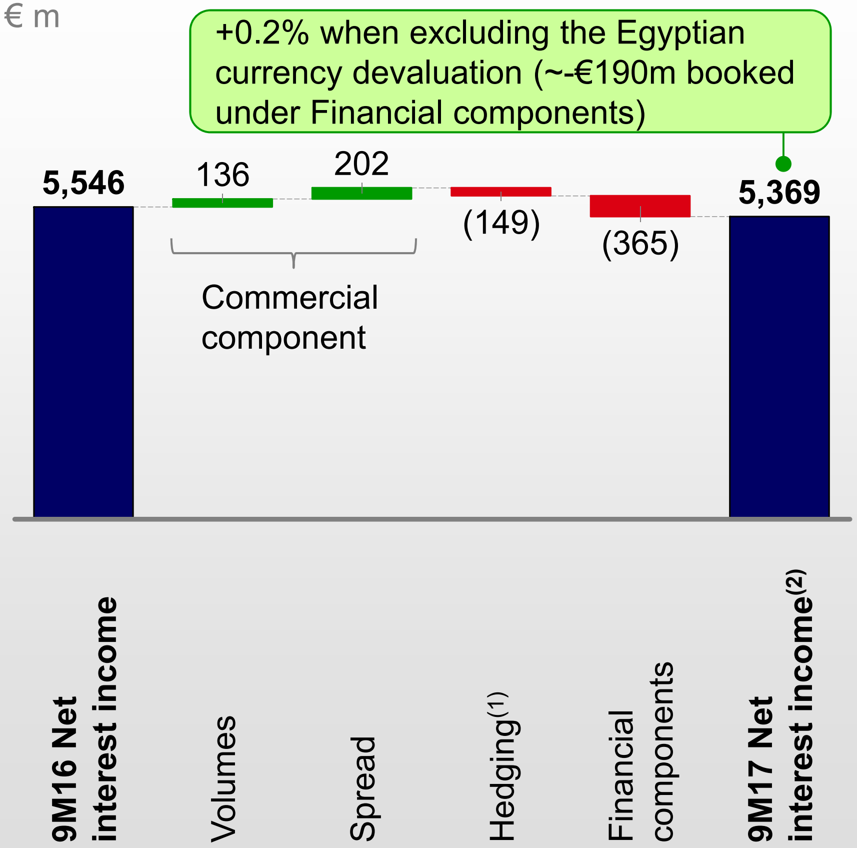
Quarterly comparison

Net Interest Income, Δ 3Q17 vs 2Q17
€ m



Yearly comparison

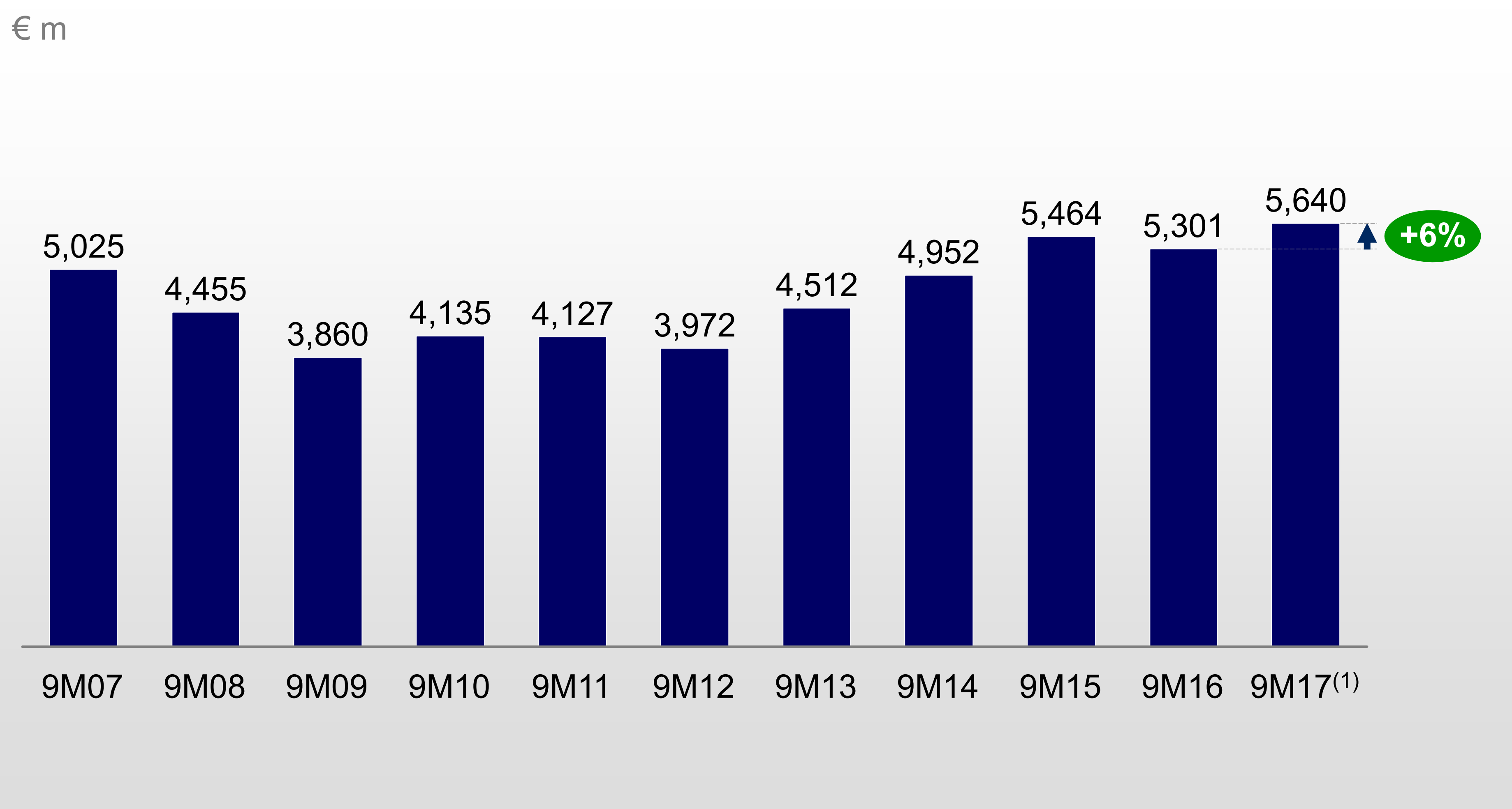
Net Interest Income, Δ 9M17 vs 9M16
€ m



(1) ~€330m benefit from core deposits hedging in 9M17, of which ~€100m in 3Q17
(2) Excluding contribution to the P&L of the operations of the two former Venetian banks
Note: figures may not add up exactly due to rounding differences

Best Ever 9M for Commissions…

Net fees and commissions



(1) Excluding contribution to the P&L of the operations of the two former Venetian banks

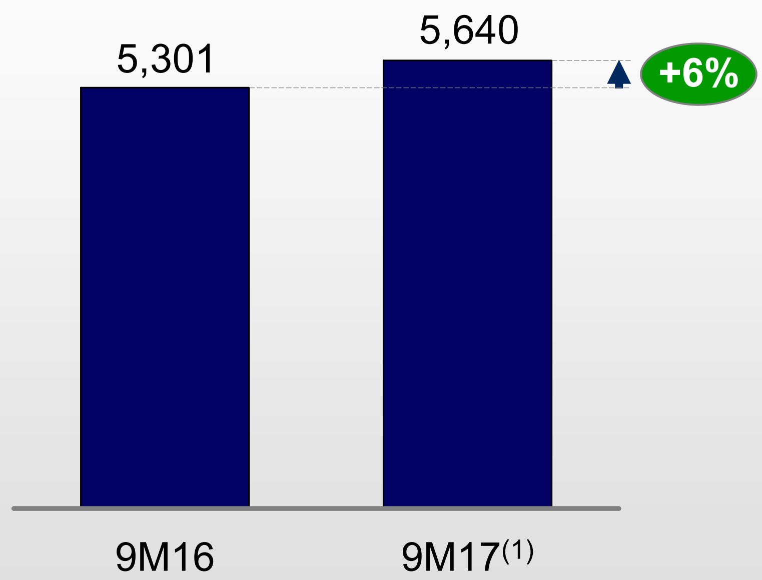
…Also Thanks to the Best Q3 Ever

Quarterly comparison

Net fees and commissions
€ m

Yearly comparison

Net fees and commissions
€ m



(1) Excluding contribution to the P&L of the operations of the two former Venetian banks

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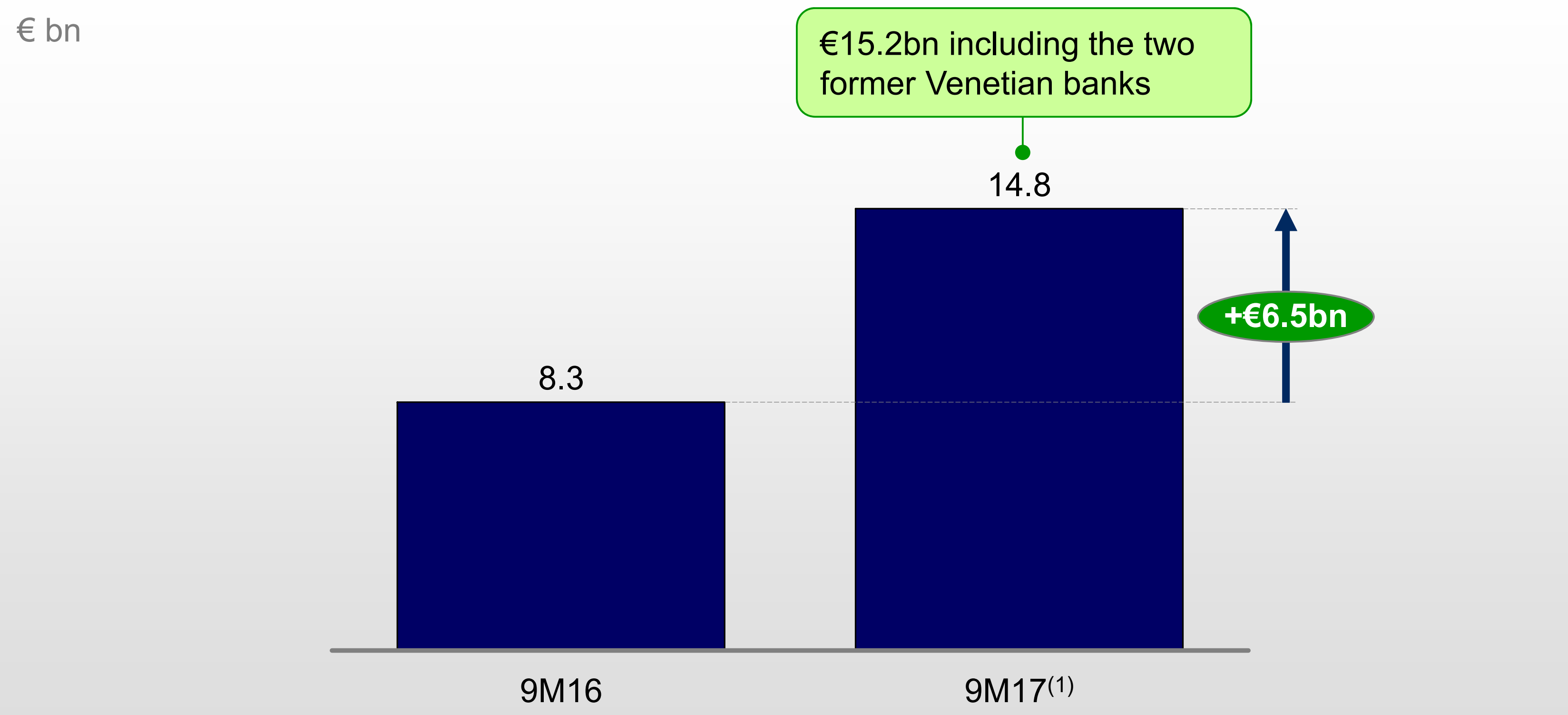
Strong Acceleration in AuM Net Inflows

AuM Net Inflows

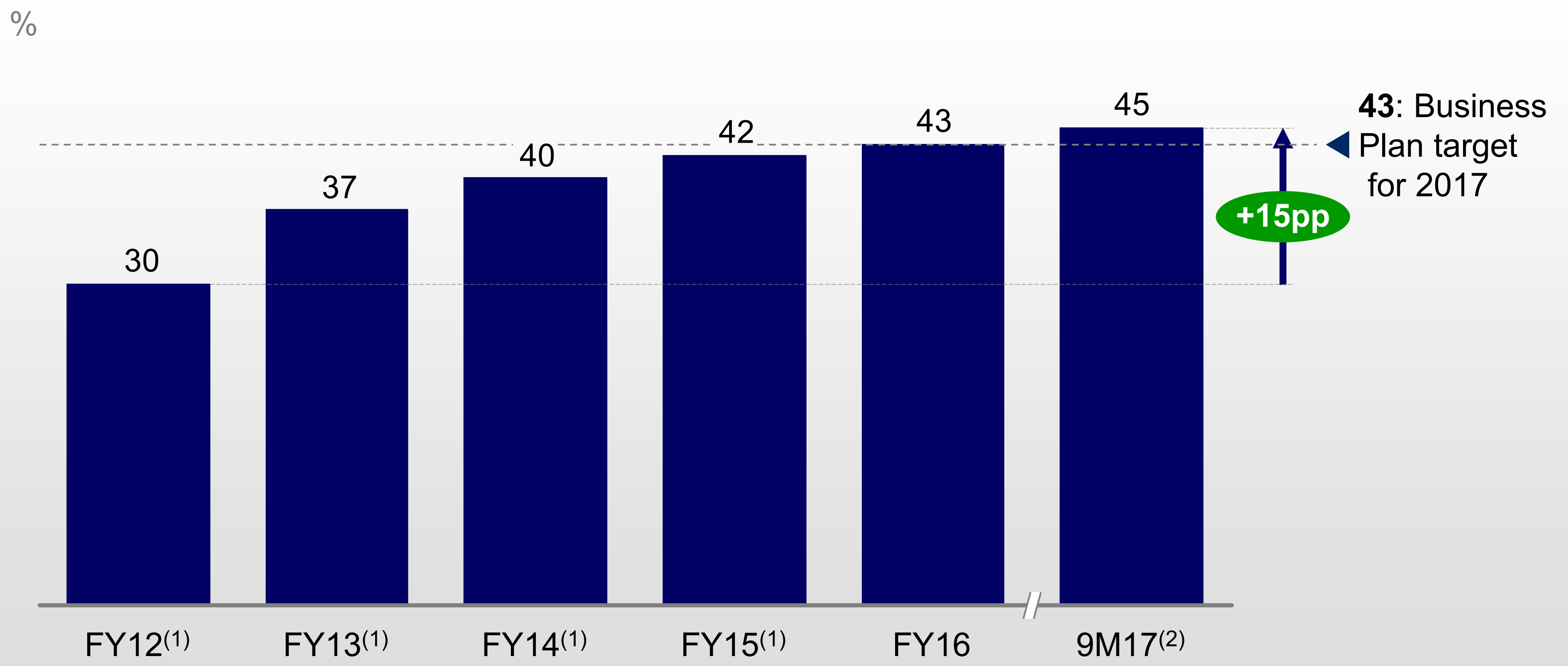


- €88bn of Net inflows into AuM since 31.12.13: Business Plan target for 2017 already exceeded
- Eurizon Capital #4 in Europe for Net inflows in 2017[2]

(1) Excluding components related to the acquisition of the operations of the two former Venetian banks
(2) Source: Morningstar; January-August 2017

Well-balanced and Highly Resilient Business Model

Contribution of Net fees and commissions to Operating income

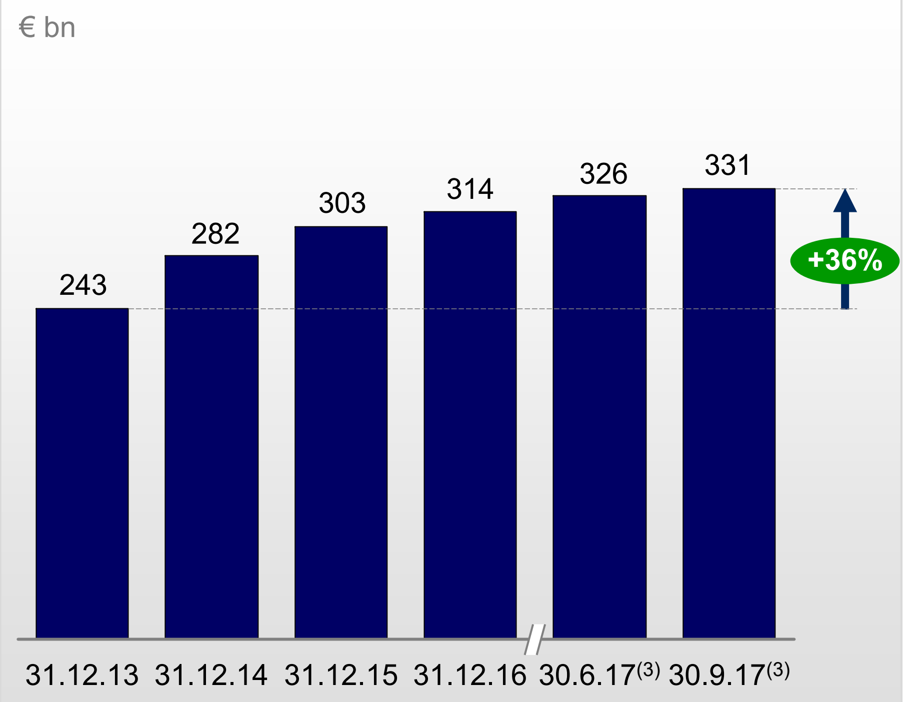


9M17 already exceeding the Business Plan target for 2017

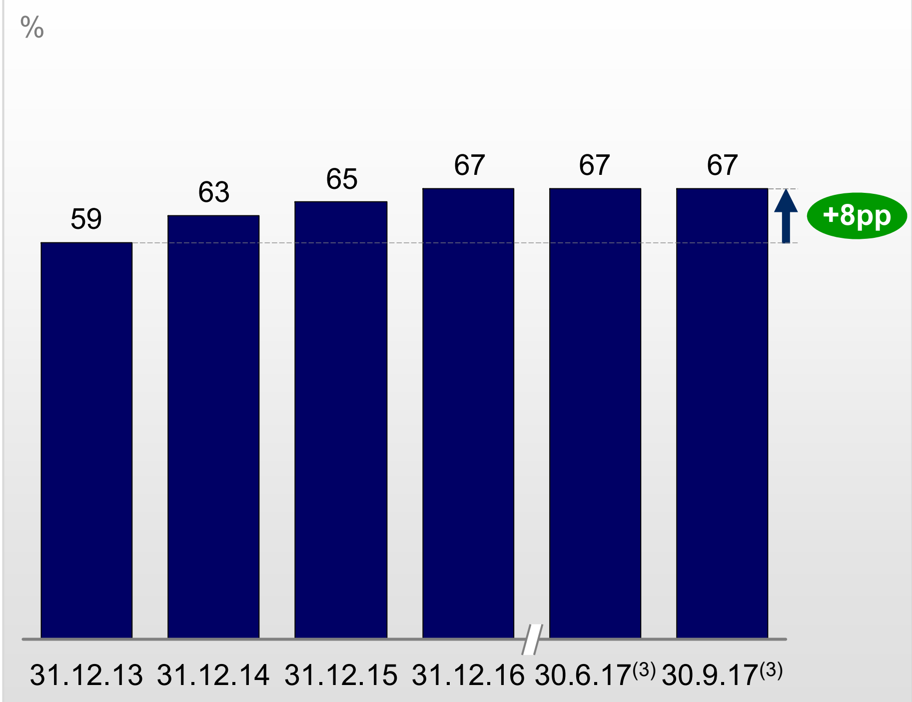
(1) Not restated
(2) Excluding contribution to the P&L of the operations of the two former Venetian banks

Assets Under Management: Increase of More Than €17bn in 2017, of which €5.4bn in Q3…

Assets under Management[1]



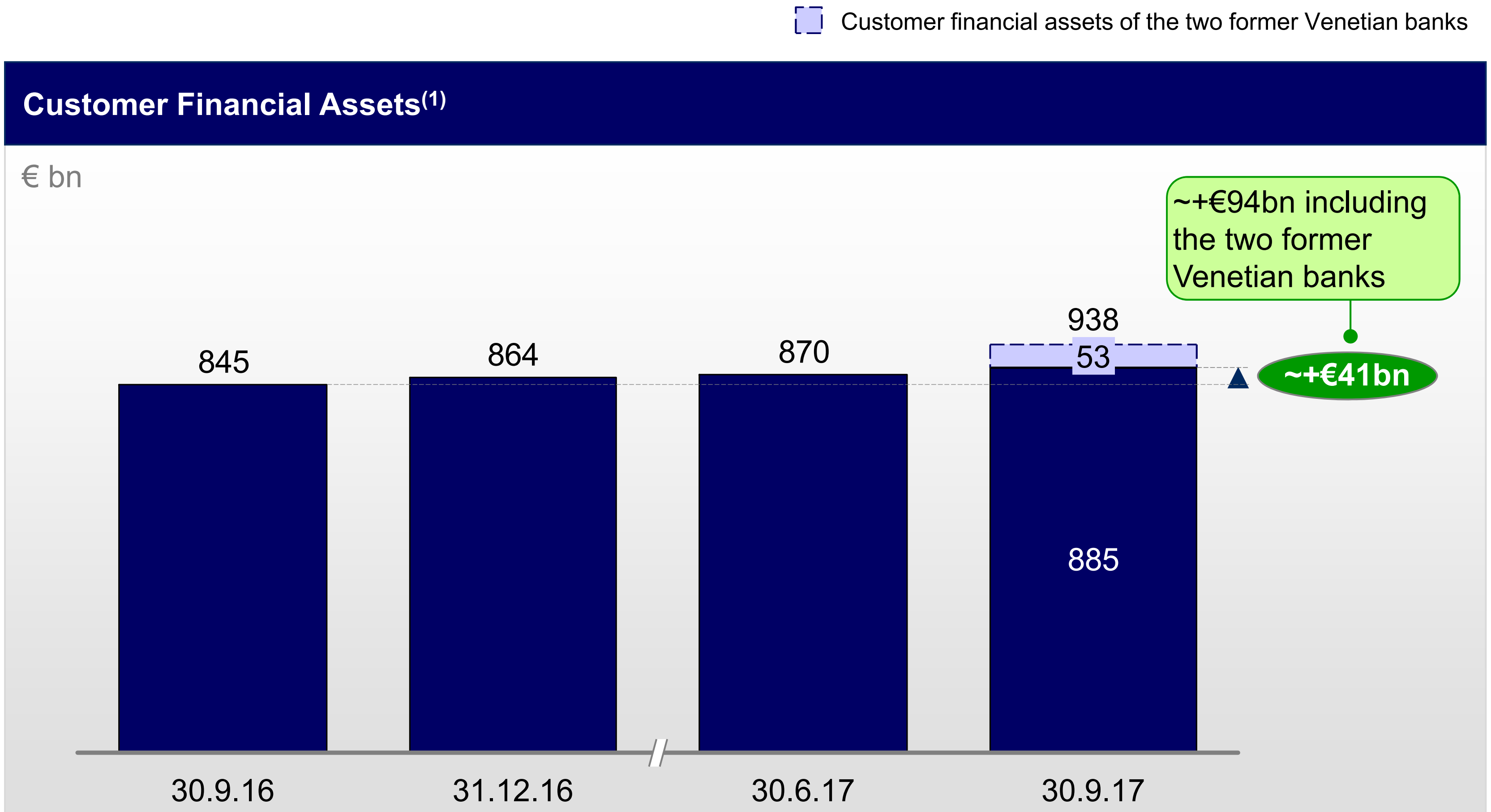
AuM / Indirect Deposits[1][2]



(1) 2013, 2014 and 2015 data not restated
(2) Sum of Assets under Management (AuM) and Assets under Administration (AuA)
(3) Data excluding components related to the acquisition of the operations of the two former Venetian banks

…with Further Upside Going Forward

Customer Financial Assets[1]



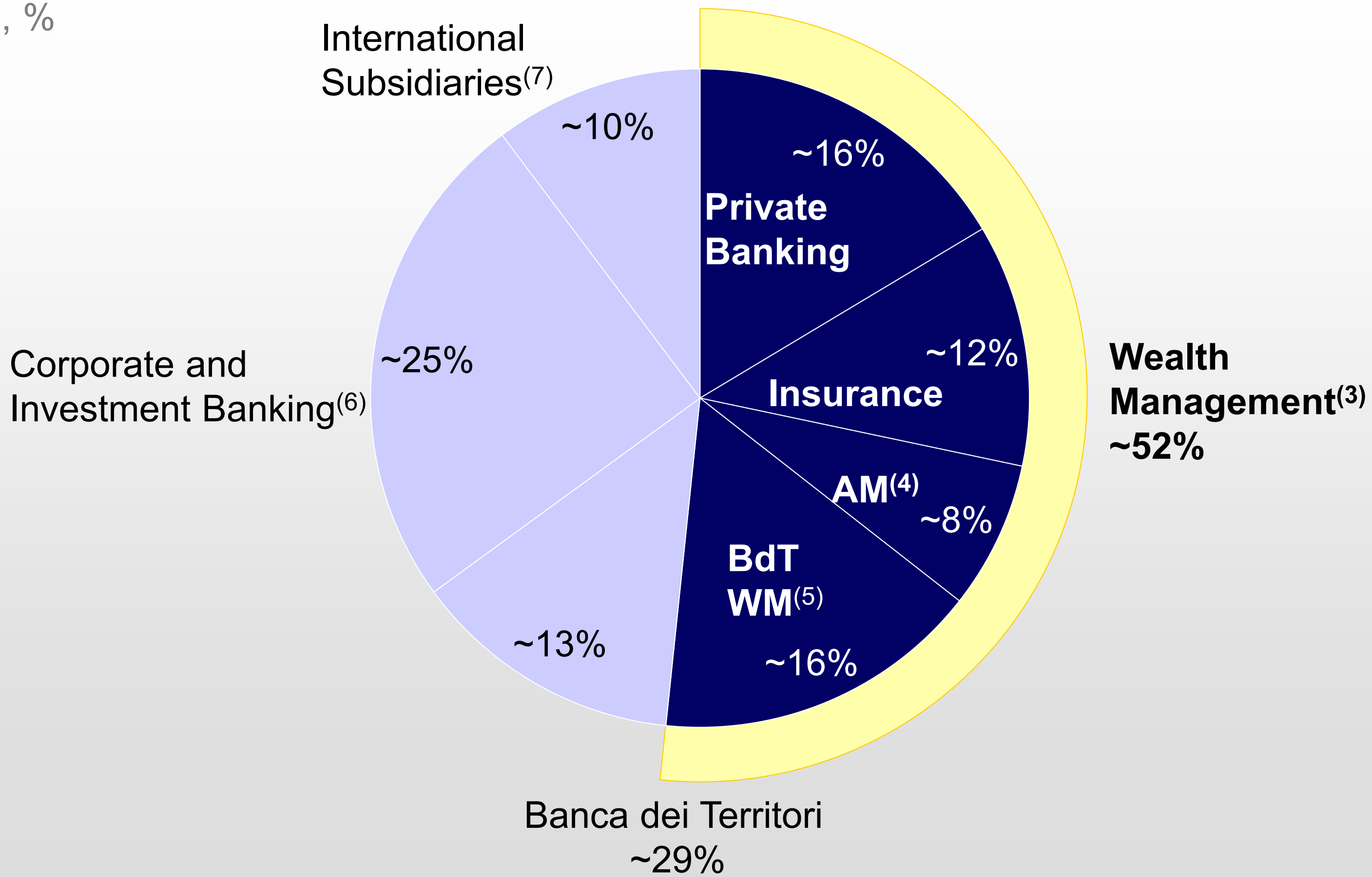
Customer financial assets up ~€16bn in Q3

(1) Net of duplications between Direct Deposits and Indirect Customer Deposits
Note: figures may not add up exactly due to rounding differences

ISP: A Successful Wealth Management Company

Gross income breakdown(1)(2)

9M17, %



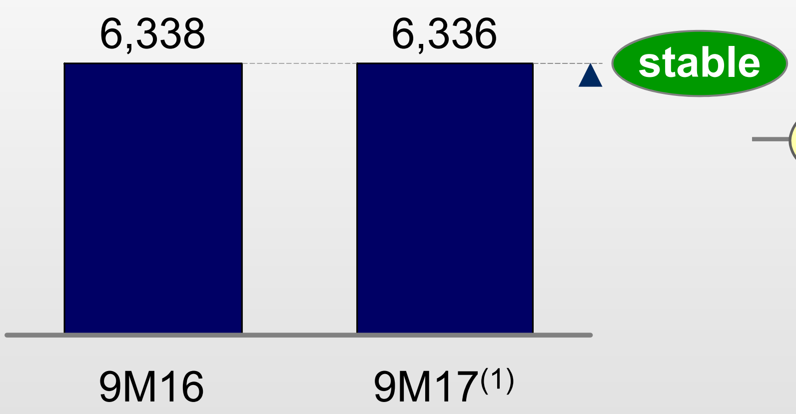
(1) Excluding Corporate Centre and positive impact from Bank of Qingdao and NTV
(2) Excluding contribution to the P&L of the operations of the two former Venetian banks
(3) Private Banking includes Fideuram, Intesa Sanpaolo Private Banking, Intesa Sanpaolo Private Bank (Suisse) and Sirefid; Insurance includes Fideuram Vita, Intesa Sanpaolo Assicura and Intesa Sanpaolo Vita; Asset Management includes Eurizon; BdT WM includes ~€1,496m revenues from WM products included in Banca dei Territori (applying a C/I of 35.3%)
(4) Asset Management
(5) Banca dei Territori Wealth Management
(6) Excluding positive impact from NTV
(7) Excluding positive impact from Bank of Qingdao
Note: figures may not add up exactly due to rounding differences

Effective Cost Management: Lowest Ever 9M Administrative Costs

Operating costs

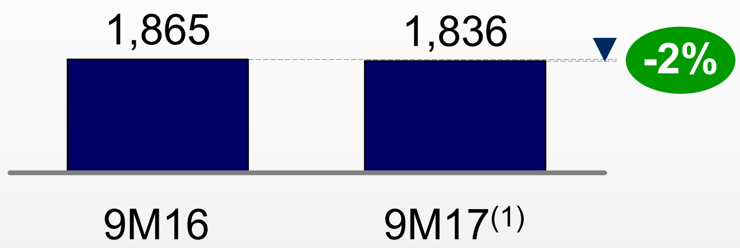
€ m

Total Operating costs

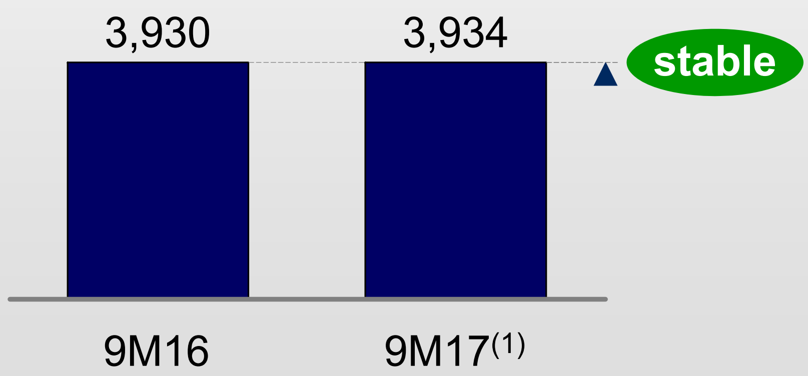


f(x)

Administrative costs



Personnel costs

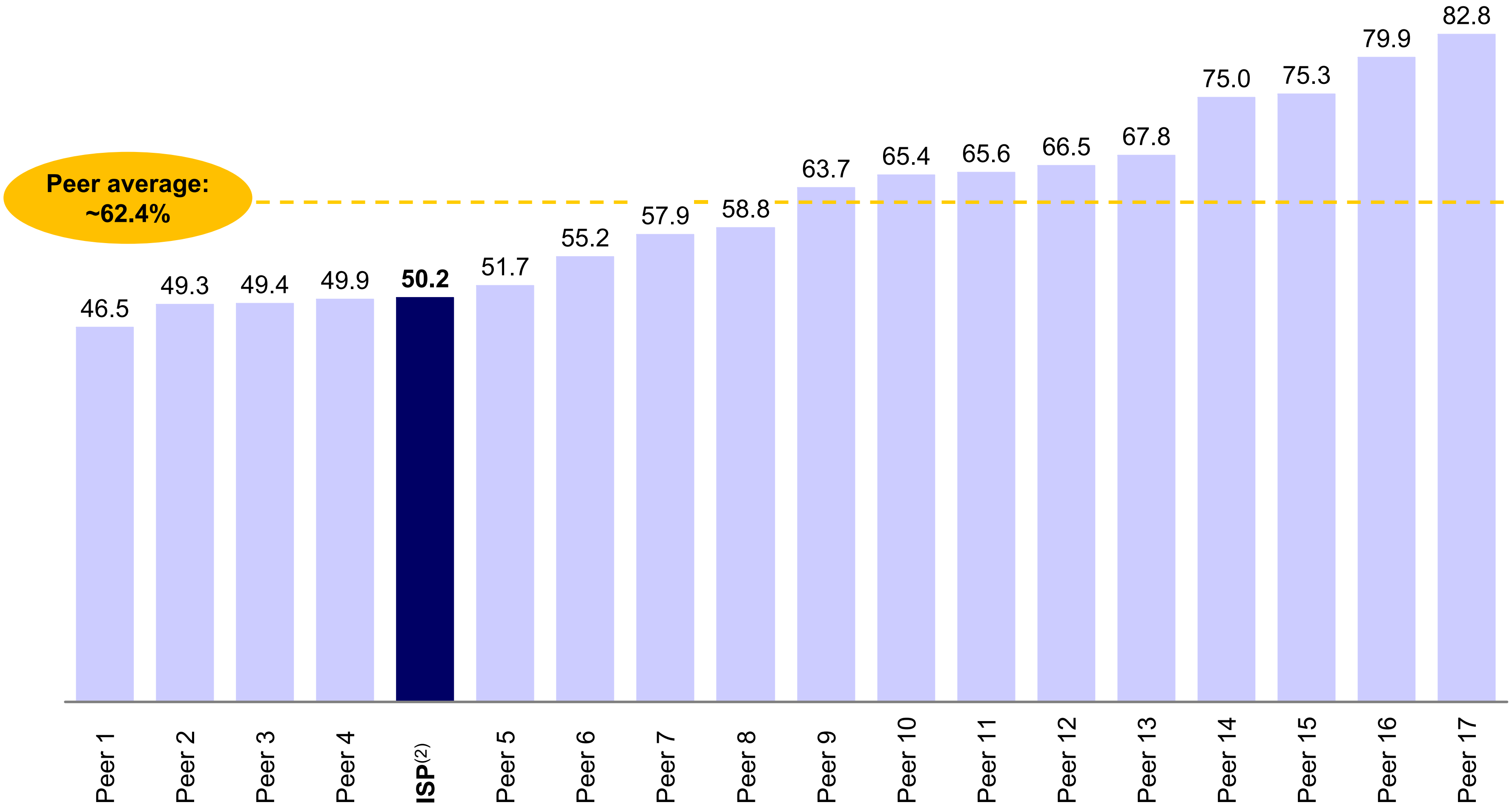


- **Cost/Income at 50.2%**
- **ISP maintains high strategic flexibility in managing costs and remains a Cost/Income leader**

(1) Excluding contribution to the P&L of the operations of the two former Venetian banks

Leading Cost/Income Ratio in Europe

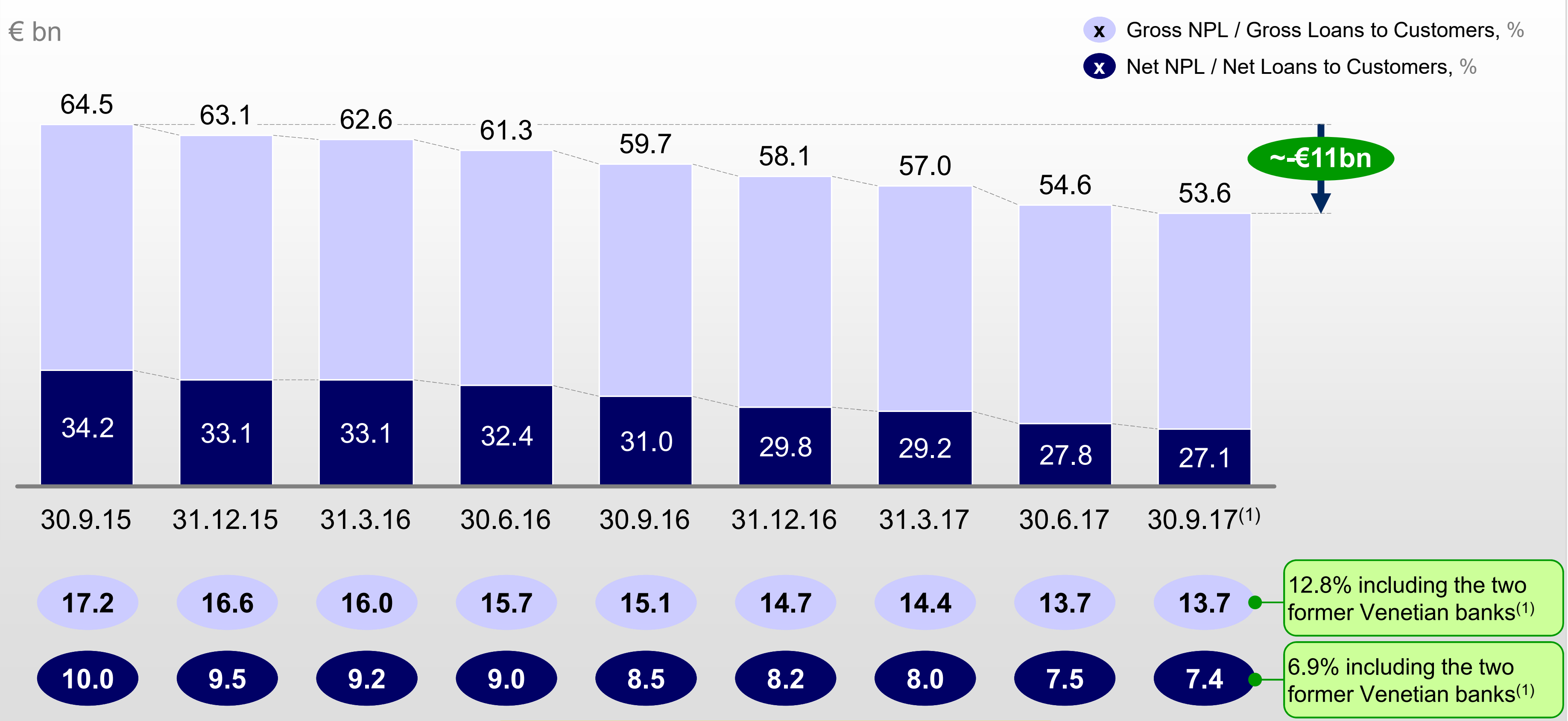
Cost/Income(1)
%



(1) Sample: Barclays, BBVA, BNP Paribas, Credit Suisse, Deutsche Bank, HSBC, ING, Lloyds Banking Group, Nordea, Santander, Société Générale, Standard Chartered, UBS and UniCredit as of 30.9.17; BPCE, Commerzbank and Crédit Agricole S.A. as of 30.6.17
(2) Excluding contribution to the P&L of the operations of the two former Venetian banks

~€11bn Gross NPL Stock Reduction in the Past Two Years at No Cost to Shareholders

NPL stock



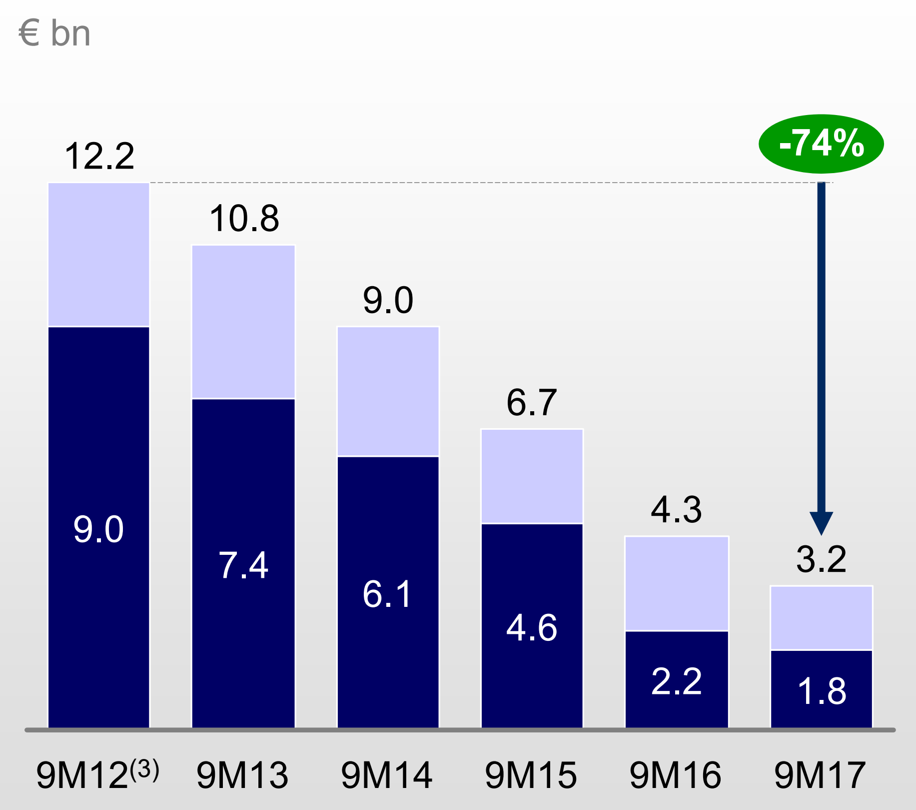
8 consecutive quarters of NPL reduction

(1) Excluding securitised non-performing loans (equal to €708m gross exposure and €424m net exposure) relating to the companies acquired Banca Nuova and Banca Apulia, that shall be given back to the banks in compulsory administrative liquidation

Strong Decline in NPL Inflows

Net inflow(2)

Gross NPL inflow(1) from performing loans



Lowest 9M NPL inflow since 2007

Gross quarterly NPL inflow(1) from performing loans

Lowest quarterly gross NPL inflow since 2007

(1) Inflow to NPL (Bad Loans, Unlikely to Pay and Past Due) from performing loans
(2) Inflow to NPL (Bad Loans, Unlikely to Pay and Past Due) from performing loans minus outflow from NPL into performing loans
(3) 2012 figures recalculated to take into consideration the regulatory changes to Past Due classification criteria introduced by the Bank of Italy (90 days since 2012 vs 180 days up until 31.12.11)

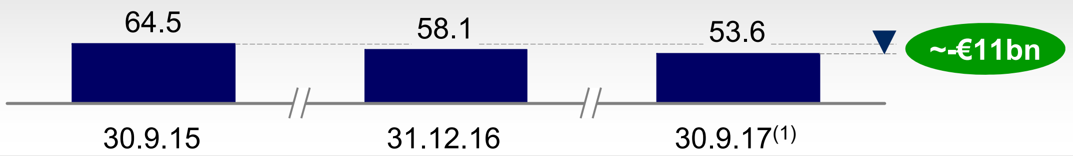
Successful NPL Management with no Impact on Shareholders

Dynamic NPL management

- **Proactive credit management fully rolled out (~300 dedicated people)**
- **Integrated management of NPLs in place (~500 dedicated people)**
- **Capital Light Bank fully operational (~790 dedicated people)**
- **New workout processes, products and policies**

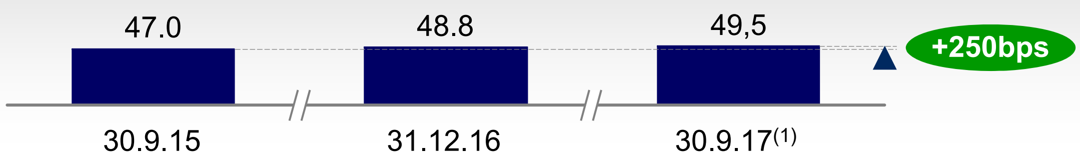
ISP delivered substantial deleveraging…

Gross NPL stock, € bn



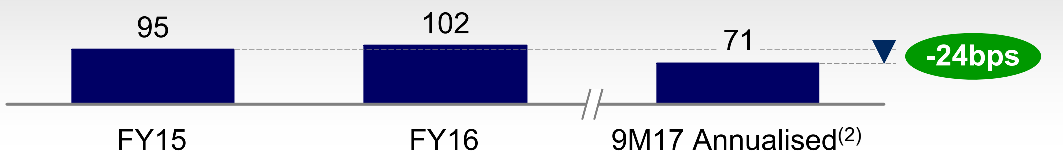
…increasing a prudent coverage ratio…

NPL cash coverage ratio, %



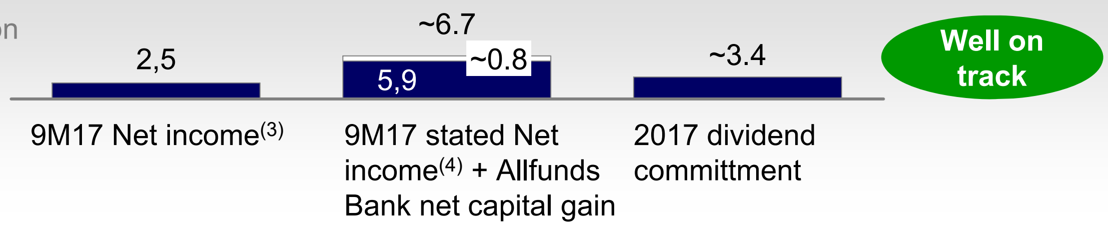
…with declining cost of risk…

Cost of risk, Bps



…without impacting the ability to remunerate shareholders

€ bn



(1) Excluding securitised non-performing loans (equal to €708m gross exposure and €424m net exposure) relating to the companies acquired Banca Nuova and Banca Apulia, that shall be given back to the banks in compulsory administrative liquidation
(2) Calculated excluding the two former Venetian Banks' contribution to the P&L and including their performing loans (76bps also excluding their performing loans)
(3) Excluding public cash contribution of €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios and contribution to the P&L of the operations of the two former Venetian banks
(4) Including public cash contribution of €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios and contribution to the P&L of the operations of the two former Venetian banks

Targeting a Pre-crisis NPL Ratio: Additional Initiatives Already Underway

Main NPL initiatives

Banca dei Territori
- Launch of **dedicated campaigns** on both **Retail customers and SMEs**
- **~130 dedicated people** already trained and in role
- Revision of **rescheduling solutions** underway

+

Corporate and Investment Banking
- "**Credit Turnaround Solutions**" designed and launched, with further recruitment underway
- **Proactive Credit management** strengthened

+

Capital Light Bank
- First **cluster-based recovery initiatives** launched, showing a strong acceleration of deleveraging
- Strengthening of **Re.O.Co.**[1] ongoing, with a significant increase in auction participation
- **~100 people** to be **hired** in 2017, of which **~50 already at work**

+

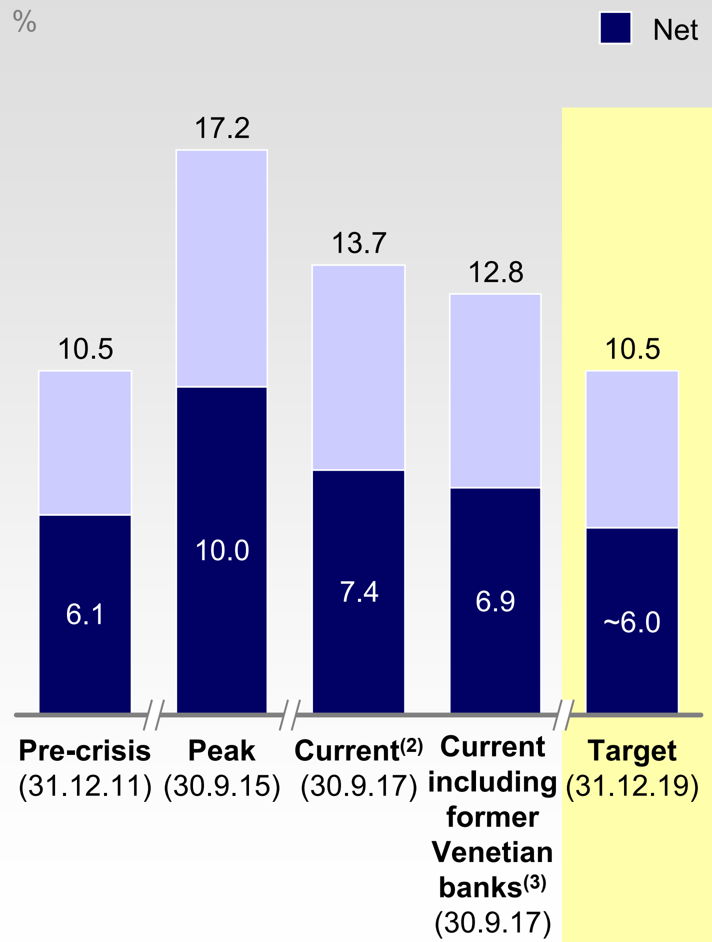
International Subsidiaries
- **Sharing of best-practices** across all international subsidiaries ongoing
- **Early Warning System platform** already up and running in most international subsidiaries

+

Enablers
- **~€260m investments** in data and operating infrastructure, incentives and additional dedicated people

Selective NPL sales limited to positions with no adequate recovery potential for ISP and at a price in line with book value

Gross NPL / Gross Loans to Customers



Target Gross NPL reduction of ~€16bn in 2017-19, of which €4.5bn already achieved in 9M17

(1) Real Estate Owned Company
(2) Excluding components related to the acquisition of the operations of the two former Venetian banks
(3) Excluding securitised non-performing loans (equal to €708m gross exposure and €424m net exposure) relating to the companies acquired Banca Nuova and Banca Apulia, that shall be given back to the banks in compulsory administrative liquidation

Reconciliation Between Net Income and Stated Net Income

€ m

P&L	Intesa Sanpaolo Group Q3 P&L		Intesa Sanpaolo Group 9M P&L	
	Stated(1)	Excluding the operations of the two former Venetian banks(2)	Stated(3)	Excluding the operations of the two former Venetian banks and public cash contribution(4)
Net interest income	1,807	1,749	5,427	5,369
Net fees and commissions	1,946	1,889	5,697	5,640
Profits on trading	182	208	773	799
Insurance income	227	227	750	750
Other operating income/expenses	11	4	83	76
Operating income	**4,173**	**4,077**	**12,730**	**12,634**
Personnel	(1,440)	(1,310)	(4,064)	(3,934)
Admin.	(680)	(620)	(1,896)	(1,836)
Depreciation	(202)	(192)	(576)	(566)
Operating margin	**1,851**	**1,955**	**6,194**	**6,298**
Loan loss provisions	(643)	(646)	(2,075)	(2,078)
Other charges/gains(5)	49	47	3,802	300
Gross income	**1,257**	**1,356**	**7,921**	**4,520**
Taxes	(343)	(374)	(1,232)	(1,263)
Other(6)	(264)	(251)	(801)	(788)
Net income	**650**	**731**	**5,888**	**2,469**

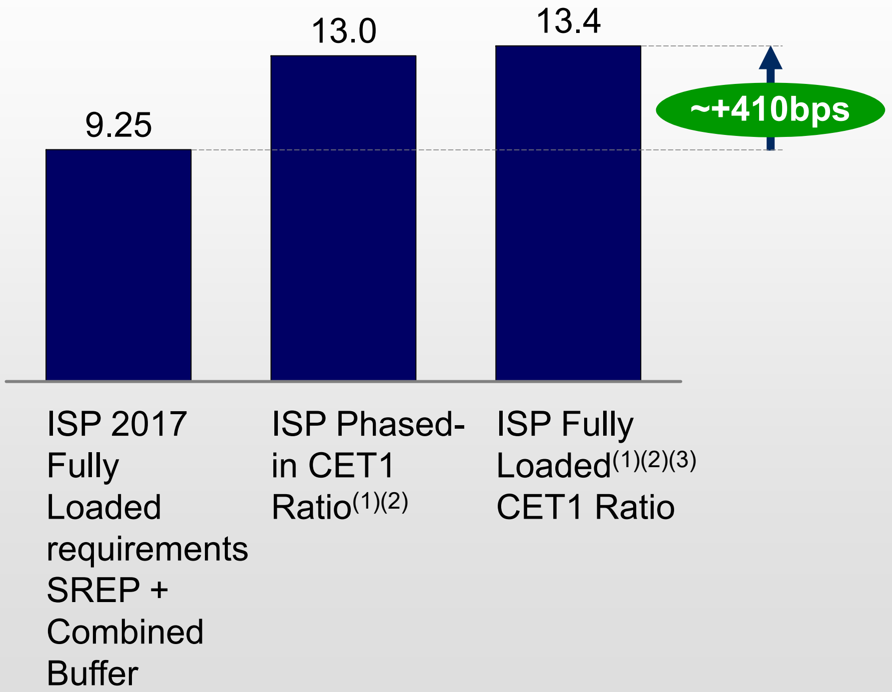
(1) Including contribution to the P&L of the operations of the two former Venetian banks
(2) Excluding contribution to the P&L of the operations of the two former Venetian banks
(3) Including public cash contribution of €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios and contribution to the P&L of the operations of the two former Venetian banks
(4) Excluding public cash contribution of €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios and contribution to the P&L of the operations of the two former Venetian banks
(5) Net provisions and net impairment losses on other assets, Other income (expenses), Income (Loss) from discontinued operations
(6) Charges (net of tax) for integration and exit incentives, Effect of purchase price allocation (net of tax), Levies and other charges concerning the banking industry (net of tax), Impairment (net of tax) of goodwill and other intangible assets, Minority interests

Contents

Solid and Increased Capital Base, Well Ahead of Regulatory Requirements

ISP CET1 Ratios vs requirements SREP + Combined Buffer

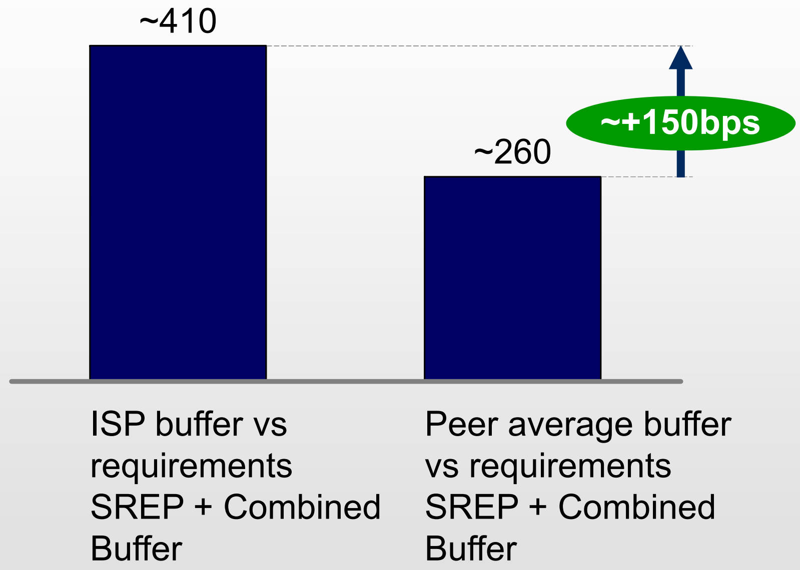
30.9.17, %



Best-in-class leverage ratio: 6.4%

Fully Loaded CET1 Ratio Buffer vs requirements SREP + Combined Buffer[4][5]

30.9.17, Bps



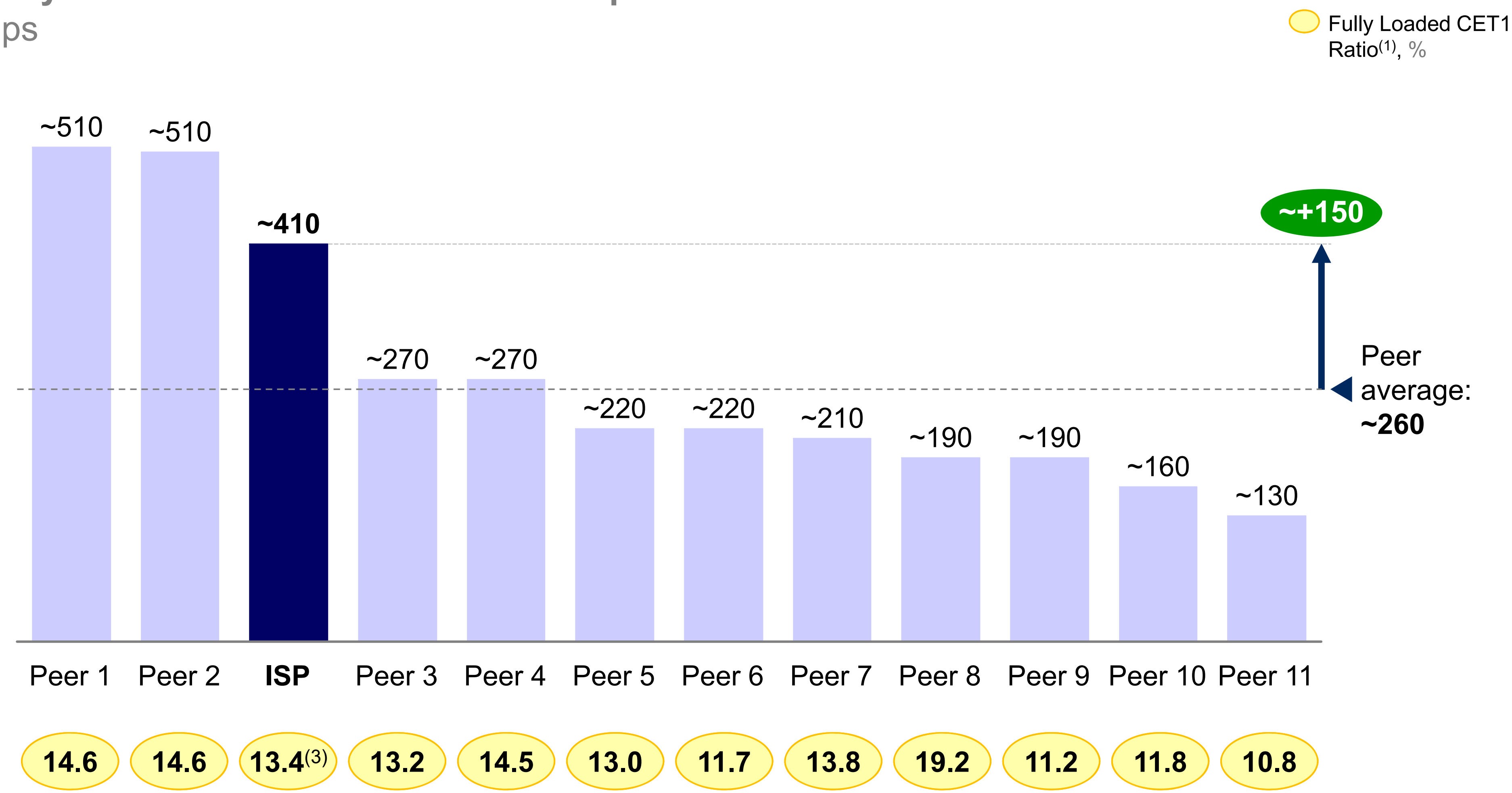
~€12bn excess capital due to internal capital management

(1) Including components related to the acquisition of the operations of the two former Venetian banks
(2) Including public cash contribution of €3.5bn to offset the impact of the acquisition of the operations of the two former Venetian banks on ISP's capital ratios
(3) Pro-forma fully loaded Basel 3 (30.9.17 financial statements considering the total absorption of DTA related to goodwill realignment/adjustments to loans/non-taxable public cash contribution of €1,285m covering the integration and rationalisation charges relating to the acquisition of the operations of the two former Venetian banks, the expected absorption of DTA on losses carried forward and the announced distribution of reserves of insurance companies); including estimate of the null effect from the Danish Compromise
(4) Calculated as the difference between the Fully Loaded CET1 ratio vs requirements SREP + Combined Buffer; only top European banks that have communicated their SREP requirement
(5) Sample: BBVA, BNP Paribas, Deutsche Bank, ING, Nordea, Santander and Société Générale as of 30.9.17; BPCE, Commerzbank, Crédit Agricole Group and UniCredit as of 30.6.17. Data may not be fully comparable due to different estimates hypothesis. Source: Investors' Presentations, Press Releases, Conference Calls and Financial Statements

Best-in-Class Excess Capital

Fully Loaded CET1 Ratio Buffer vs requirements SREP + Combined Buffer(1)(2)

Bps



(1) Sample: BBVA, BNP Paribas, Deutsche Bank, ING, Nordea, Santander and Société Générale as of 30.9.17; BPCE, Commerzbank, Crédit Agricole Group and UniCredit as of 30.6.17. Data may not be fully comparable due to different estimates hypothesis. Source: Investors' Presentations, Press Releases, Conference Calls and Financial Statements
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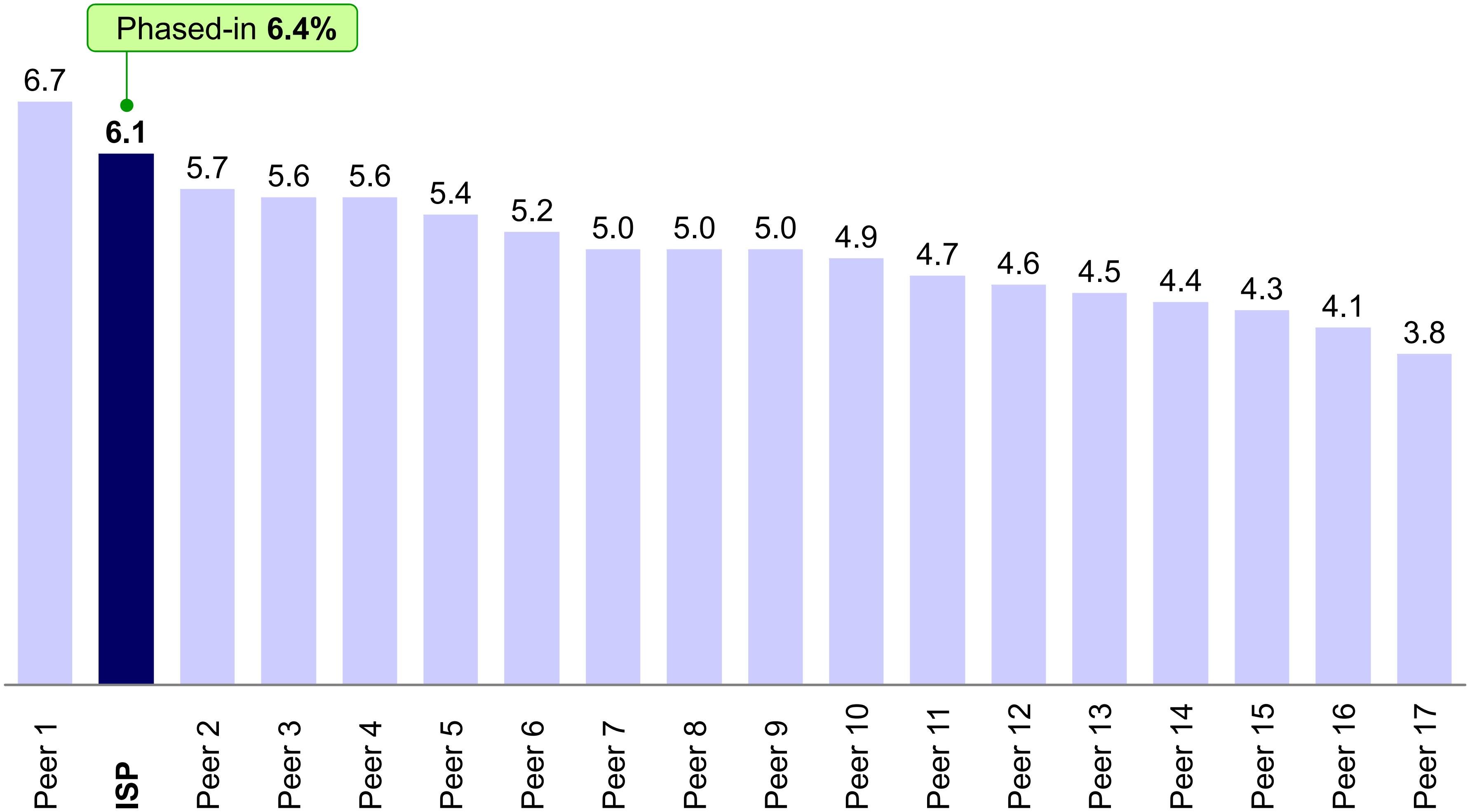
Outstanding Leverage Ratio

Fully loaded Basel 3 pro-forma Leverage ratio(1)

%

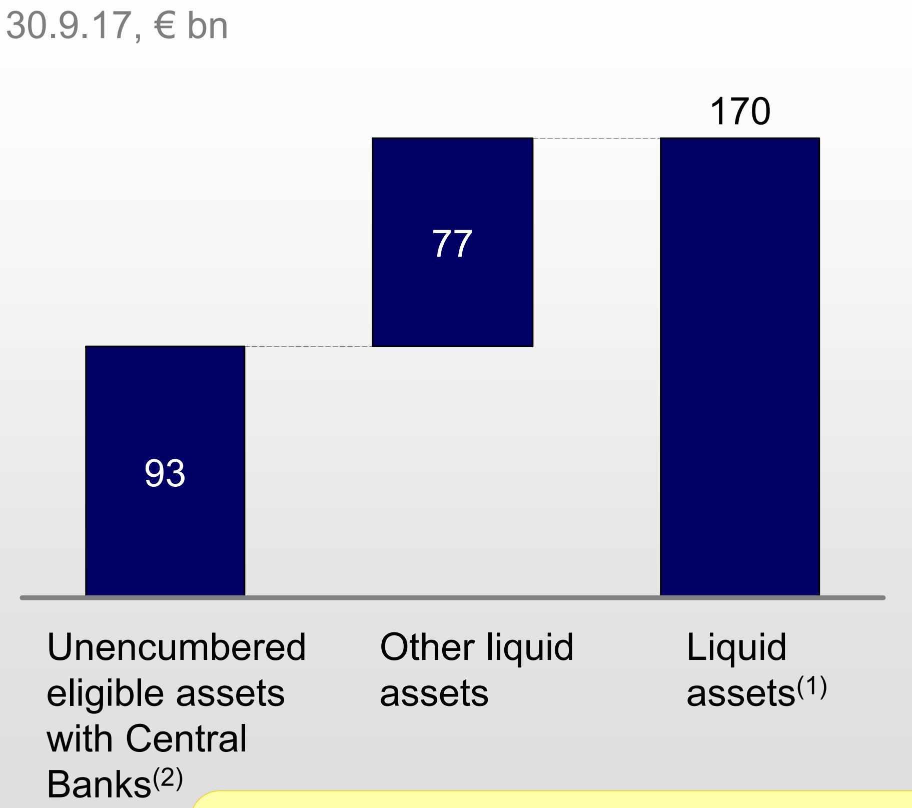


(1) Sample: Barclays, BBVA, BNP Paribas, Credit Suisse, Deutsche Bank, HSBC, ING, Lloyds Banking Group, Nordea, Santander, Société Générale, Standard Chartered and UBS as of 30.9.17; BPCE, Commerzbank, Crédit Agricole Group and UniCredit as of 30.6.17. Data may not be fully comparable due to different estimates hypothesis. Credit Suisse and UBS leverage ratio calculated on the basis of fully applied Swiss SRB rules. Source: Investors' Presentations, Press Releases, Conference Calls and Financial Statements

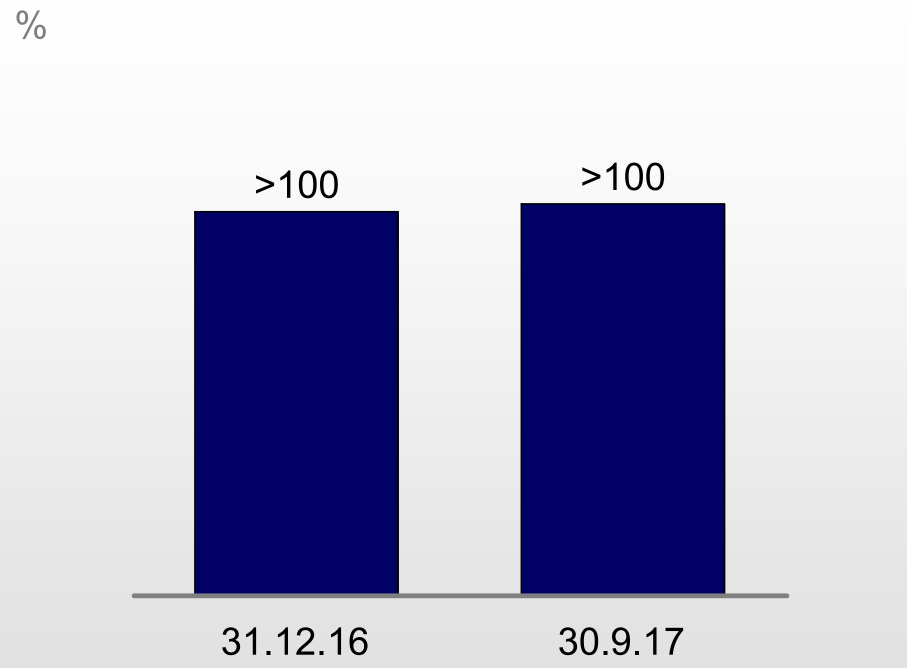
Note: ISP data including components related to the acquisition of the operations of the two former Venetian banks

Strong Liquidity Position Confirmed

Liquid assets[1]



LCR and NSFR



- **LCR and NSFR already well above Basel 3 requirements for 2018**
- **~€57bn[3] taken under TLTRO II (the maximum borrowing allowance) against the pay-back of the €27.6bn borrowed under TLTRO I**
- **Loan to Deposit ratio[4] at 93%**

(1) Stock of own-account eligible assets (including assets used as collateral and excluding eligible assets received as collateral) and cash & deposits with Central Banks
(2) Eligible assets freely available (excluding assets used as collateral and including eligible assets received as collateral), net of haircuts; including cash & deposits with Central Banks
(3) ~€64bn including components related to the acquisition of the operations of the two former Venetian banks
(4) Loans to Customers/Direct Deposits from Banking Business
Note: data including components related to the acquisition of the operations of the two former Venetian banks

Contents

Fully On Track to Deliver Our 2014-17 Dividend Commitment

Dividends

2014 dividend commitment	Over-delivered: ~€6.6bn cumulative cash dividends
2015 dividend commitment	
2016 dividend commitment	
2017 dividend commitment: ~€3.4bn	Fully on track thanks to 9M €2.5bn[(1)] Net income and €5.9bn Stated Net income[(2)], reaching ~€6.7bn including Allfunds Bank net capital gain

€10bn cash dividend commitment from 2014-17 Business Plan confirmed

(1) Excluding public cash contribution of €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios and contribution to the P&L of the operations of the two former Venetian banks
(2) Including public cash contribution of €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios and contribution to the P&L of the operations of the two former Venetian banks

Our Business Plan Initiatives: New Growth Bank (1/2)

Key highlights on New Growth Bank initiatives	
Banca 5®	▪ **Banca 5® "specialized" business model** introduced in **~70% of the branches,** with **3,500 dedicated Relationship Managers: revenues per client increased by 80%** from **€70 to €127** ▪ **"Real Estate"** project (Intesa Sanpaolo Casa) underway with **40 real estate agencies already opened** ▪ **Acquisition of Banca ITB** (now rebranded Banca 5) to create the **first "proximity bank" in Italy**, focused on **instant banking** through a **lean network of ~22,000 points of sale representing ~25 million potential customers**, of which ~12 million are already Banca ITB's customers
Multichannel Bank	▪ **New multichannel processes successfully launched**: – **~2m additional multichannel clients since the beginning of 2014,** raising the total to **~6.9m** – ~5.3m mobile Apps for smartphone/tablet downloaded by customers – The first multichannel bank in Italy with ~85% of products available via multichannel platforms – **Digitisation across all branches** with **~100% paperless transactions for all priority products** (**~11.4m** transactions completed in 9M17 and ~20m since the start of the initiative) – **Online Branch** fully **active for "Service To Sale"**, with ~28,200 products sold in 9M17 – **New digital marketing capabilities** built to fully exploit search engines and social media presence – **New Intesa Sanpaolo digital experience**, with new internet banking site, new website and new Apps – Development of **new digital channels** in **Croatia**, **Hungary** and **Egypt**
Private Banking Hub	▪ **Fideuram-ISPB successfully operational since July 1st, 2015** ▪ **Strengthening of the international presence: acquisition of Morval Vonwiller Group (Swiss boutique with ~€3bn AuM), PB branch in London fully up and running, strengthening of ISPB Suisse and** set up of **Yicai in China** (Wealth Management Company) ▪ **Launch of new products for the entire Division** (e.g., Fideuram Private Mix, *Piano Investimento Italia - PIR*, *Obiettivo 2022, Obiettivo 2023 Piano Investimento Italia,* creation of a dedicated *SICAV*) ▪ **Targeted service model** for **HNWI clientele:** – **7 dedicated HNWI boutiques** – **Launched advisory services** for clients with sophisticated financial needs ▪ **Continuous expansion of advisory tool "View" on the ISPB network with ~€6bn of assets** under advisory ▪ **New digital office for private bankers fully up and running** ▪ **Broadening advisory services** across different client segments

Our Business Plan Initiatives: New Growth Bank (2/2)

Key highlights on New Growth Bank initiatives

Asset Management Hub	▪ **Digital platform enriched** (e.g., “model portfolio”, “scenario analysis” added) ▪ **New product range** introduced into **Banca dei Territori** (e.g., Eurizon Evolution Target, Eurizon *Difesa 100*, Epsilon *Soluzione Obbligazionaria x 4,* Top Selection), the **Private Banking Division** (e.g., Eurizon High Income, Eurizon ESG Target 40, Eurizon Global Inflation Strategy, Eurizon Global Multiasset Selection), the **Insurance Hub**, for CIB clients (e.g., EF Sustainable Global Equity) and new offers dedicated to **international clients** (e.g., “Best expertise”), **SMEs** (e.g., GP *Unica Imprese*), and **institutional and wholesale clients** (e.g., Eurizon Fund SLJ Emerging Local Market Debt, Eurizon Fund Equity Small Mid Cap Italy, European Leveraged Loan Fund, Real Estate Debt Opportunity Fund) ▪ **Product range enhanced** with **moderate risk profile** solutions aimed at **responding to current market volatility** (e.g., Epsilon *Difesa Attiva*) ▪ Launch of products allowing investors to **sustain the real economy** while capturing the evolution of the **European structured credit market** (Eurizon Easy Fund – Securitised Bond Fund) ▪ Launch of **PIR compliant investment solutions** aimed at sustaining Italian enterprises' long-term growth (e.g., Eurizon *Progetto Italia*), ~€2bn net inflows since launch ▪ Asset Management Division **growing in Europe** (e.g., partnership in London, new branch in Paris) **and Asia** ▪ **Integration of Group's Asset Management activities in Eastern Europe** within Eurizon Capital ▪ Strengthening of wealth management offering “Eurizon *GP Unica*” and “Eurizon *GP Unica Facile*” with the option for clients to subscribe to **a service for individual protection**
Insurance Hub	▪ Steering of product mix towards **capital-efficient products making good progress** (e.g., Unit Linked products account for 72% of new production vs 66% at 2016 year-end) ▪ Launch of **new Unit Linked with capital protection** (“Exclusive Insurance”, “*LaTuaScelta*”, “*InFondiStabilità*”) ▪ **Expansion of life-business products** with the launch of "*Base Sicura Tutelati*", designed for underage clients and those with disabilities, and "*Vicino a Te*" for minors who lost parents in the earthquake ▪ Launch of new product (“*Progetta Stabilità*”) aimed at capital creation through investments in Unit Linked internal funds and in Class I products to mitigate the risk ▪ Consolidation of **products available to the Private Banking Hub** (Fideuram Private Mix and Synthesis) and **launch of new composite product with capital protection and a new Unit Linked ("*Selezione* Private") providing access to 50 "best in class" external funds** ▪ **Restyling of product “*Giusto* Mix”** completed with introduction of a volatility reduction tool ▪ Continuation of **offer diversification in P&C business** with products in the **healthcare sector** (new product dedicated to surgery, prevention and treatment of “Dread Diseases”), in the **corporate sector** (new product dedicated to agriculture) and in **injuries** ▪ **Consolidation** of **activities** for the **development of a Pension Fund offer dedicated to company employees** ▪ **Full integration of Pension Fund Business** ▪ **Healthcare products remote offering** completed ▪ **Launch of pilot initiatives to support P&C business growth** through **expert relationship managers** and over the **phone** (online branches) ▪ **Launch of a partnership** with Insurance broker AON to develop the business with **SMEs** ▪ Continuation of activities to strengthen **auto insurance offering** through a system which targets new customers based on the **registration of license plates**, **automatically generating commercial proposals** and through the **deployment of remote offerings for vehicle insurance products**
Bank 360° for corporate clients	▪ **New Transaction Banking Group unit set up** and **new commercial initiatives** ongoing ▪ **New commercial model** and **product offering** for **SMEs** ▪ **Specialised finance hub** – new Mediocredito Italiano – fully up and running ▪ Strengthening of the **international presence of C&IB Division** (e.g., office in Washington up and running, strengthening of ISP Bank Luxembourg)

Our Business Plan Initiatives: Core Growth Bank

Key highlights on Core Growth Bank initiatives	
Capturing Untapped Revenue Potential	▪ Project **"cash desk service evolution"** in progress: already **~1,900 branches with cash desks closing at 1pm** and **~230 branches** fully dedicated to **advisory services** ✔ ▪ **New e-commerce portal** to continue seizing **business potential** after **EXPO 2015** ✔ ▪ Enhanced offer aimed at **growth in lending to private sector** (e.g., new innovative **"*Mutuo Up*"**) ✔ ▪ **New Service Model introduced at Banca dei Territori:** introduction of three specialised commercial value chains, creation of ~1,200 new managerial roles, innovation of the SME Service Model ✔ ▪ **New advanced analytics / machine learning models** to identify high potential clients ✔ ▪ Launch of "***Programma Filiere***" with important initiatives in relevant economic sectors (Agriculture) ✔ ▪ **Integration** of **consumer finance** in **branch network** ✔ ▪ **C&IB Asset Light model fully operational**, with benefits in terms of cross-selling; distribution capabilities eventually being enhanced ✔ ▪ **Front-line excellence programme** in C&IB ongoing ✔ ▪ New **C&IB organisation** in place to reinforce the "industry driven" client service model and international growth ✔ ▪ **Launch of new C&IB international strategy**, with focus on **further growth in core selected products, clients and geographies** ✔ ▪ New **branch openings** in Doha and Abu Dhabi ✔ ▪ **New segmentation** and **service model for International Subsidiaries Affluent** clients launched ✔ ▪ **CRM system extended to Slovakia and new advisory model** for investment products **under implementation** in Slovakia, Croatia, Hungary and Slovenia ✔ ▪ **JV** in **merchant banking** with specialised investor (Neuberger) completed, with deconsolidation of activities ✔ ▪ **Integration of the Bank in Bosnia** into the Croatian bank close to being completed. Authorisation process concluded for the **integration of the Bank in Slovenia into the Croatian Bank** and transfer of the controlling stake from ISP to the Croatian Bank completed ✔
Continuous Cost Management	▪ **Geographical footprint simplification** ongoing: **68 branches closed in 9M17 and ~800 since 2014** ✔ ▪ **Legal entity simplification ongoing: from 7 to 1 product factories** in specialised finance and advisory, leasing and factoring and **9 local banks merged into ISP** ✔
Dynamic Credit and Risk Management	▪ **Proactive credit management value chain** empowered across **all Divisions** ✔ ▪ **Integrated management** of **NPLs**(1) in place ✔ ▪ **New organisation** of **CLO area**, structured by Business Unit ✔ ▪ **Split of Risk and Compliance**, with two Chiefs (CRO and CCO) **reporting directly** to the **CEO** ✔

(1) Excluding Bad loans (managed within the Capital Light Bank)

Our Business Plan Initiatives:
Capital Light Bank, People Initiatives and Investments

Key highlights on Capital Light Bank and People initiatives and investments

Capital Light Bank (CLB)	▪ CLB **fully operational** with: – **~790 dedicated people** – **~€25bn of deleveraging of non-core assets** already achieved ▪ **Re.O.Co.[1] fully up and running** with an estimated **positive impact** for the Group of **~€63m** since 2014 ▪ **Partnership with KKR-Pillarstone fully operational** ▪ **New performance management system** fully operational on each asset class
People and investments as key enablers	▪ **~4,500 people already reallocated** to high priority initiatives ▪ **Investment Plan for Group employees** finalised: plan with the **highest number of participants** in Group history ▪ **"Big Financial Data"** programme fully in line with our targets (~500 employees involved) ▪ **Chief Innovation Officer** established in role and **"Innovation Centre" created** to train staff and develop new products, processes and "ideal branches", located in the **new ISP Tower** in Turin ▪ **Large-scale digitisation programme** launched to improve efficiency and service level on top priority operating processes; **Digital Factory fully operational**, digitisation of 17 key processes launched, 13 already up and running ▪ **Advanced Analytics programme** launched on commercial/operating initiatives in several business / governance units ▪ Investment to renew the **layout of 1,000 branches already activated** (~100 branches converted up to now) ▪ **More than 210 agreements** with **labour unions** signed ▪ **~8,000 employees** have already adopted **"smart working"** and our **"smart learning"** plan has also been launched, allowing ~29,000 employees to access training courses from home ▪ "**Integrated Welfare Programme**" fully underway, and further improved ▪ ***"Lavoro misto"*** pilot project launched, with two parallel contracts in place for the same person (one part-time contract as a bank employee and one as financial advisor): first activations at the end of July

(1) Real Estate Owned Company

Integration of the Two Former Venetian Banks Completed in Less Than Six Months

	Description	Date
Actions already taken	▪ Signature of the **contract** to acquire **certain assets and liabilities of the two former Venetian banks**	**26 June** ✔
	▪ Set-up of a **new regional governance centre**, within the Banca dei Territori Division, to oversee the businesses composed of the assets of the two former Venetian banks	**26 June** ✔
	▪ Appointment of the **Head** of the businesses of the two former Venetian banks	**26 June** ✔
	▪ Set-up of a **core team** dedicated to **integration**	**28 June** ✔
	▪ First meeting with the local **industrial and production associations**	**28 June** ✔
	▪ First **meeting** with the **area managers**	**30 June** ✔
	▪ Alignment of **ATM withdrawal fees**	**03 July** ✔
	▪ **Eurizon products available for distribution** across the two former Venetian banks network	**05 July** ✔
	▪ Signed the **first agreement** with trade unions for the **early retirement on a voluntary basis** of **~4,000 people**	**13 July** ✔
	▪ First **meeting** with the **branch managers**	**27 July** ✔
	▪ **Completion of the extension of ISP brand** to all the two former Venetian banks' branches	**07 August** ✔
	▪ Completed the **collection of the first 1,000 applications** among the people of the two former Venetian banks to leave the Group in Q4	**18 September** ✔
	▪ Launched the collection of **additional 3,000 applications** among the people of ISP Group for **voluntary early retirement**	**16 October** ✔
Next steps	▪ **IT migration process:** anticipated to December(1) (previously scheduled by 1Q18)	**11 December**
	▪ Closure of **~600 branches** and full **rebranding** of the branches of the two former Venetian banks: to be completed by **1H19**	

(1) For Banca Nuova and Banca Apulia the IT migration process will be completed at the beginning of April 2018

Fully On Track to Deliver Our Business Plan Commitments Thanks to the Contributions of All Our People

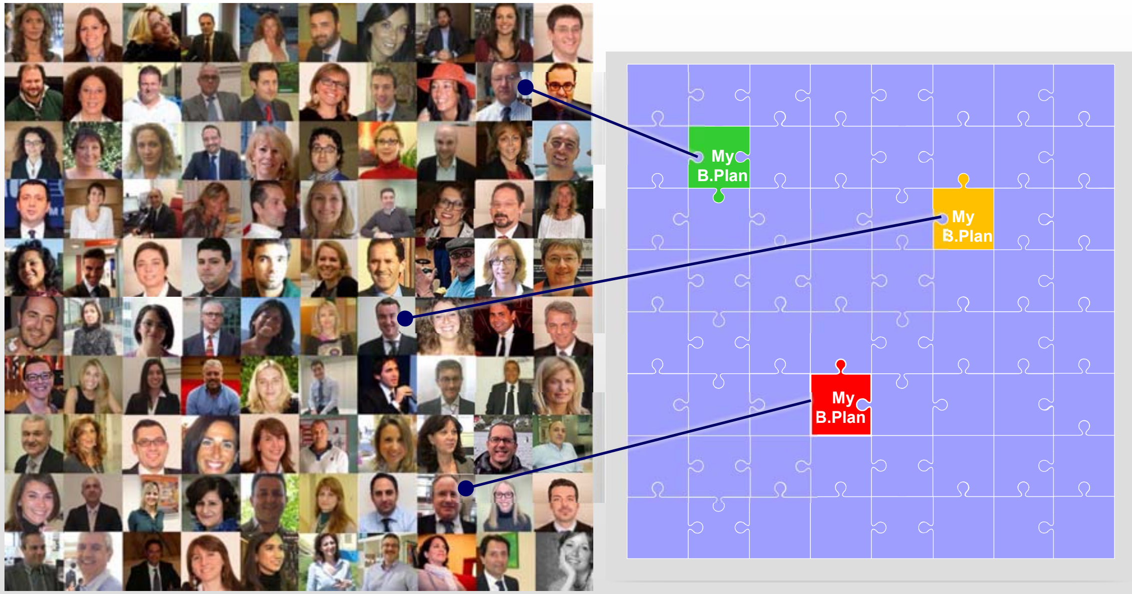
Strong delivery on Group Business Plan targets…

Fully On Track to Deliver Our 2014-17 Dividend Commitment

Dividends

2014 dividend commitment	Over-delivered: ~€6.6bn cumulative cash dividends	€10bn cash dividend commitment from 2014-17 Business Plan confirmed
2015 dividend commitment		
2016 dividend commitment		
2017 dividend commitment: ~€3.4bn	Fully on track thanks to 9M €2.5bn(1) Net income and €5.9bn Stated Net income(2), reaching ~€6.7bn including Allfunds Bank net capital gain	

…thanks to the contributions of all our people…



…and a Business Plan for each individual to deliver

INTESA SANPAOLO

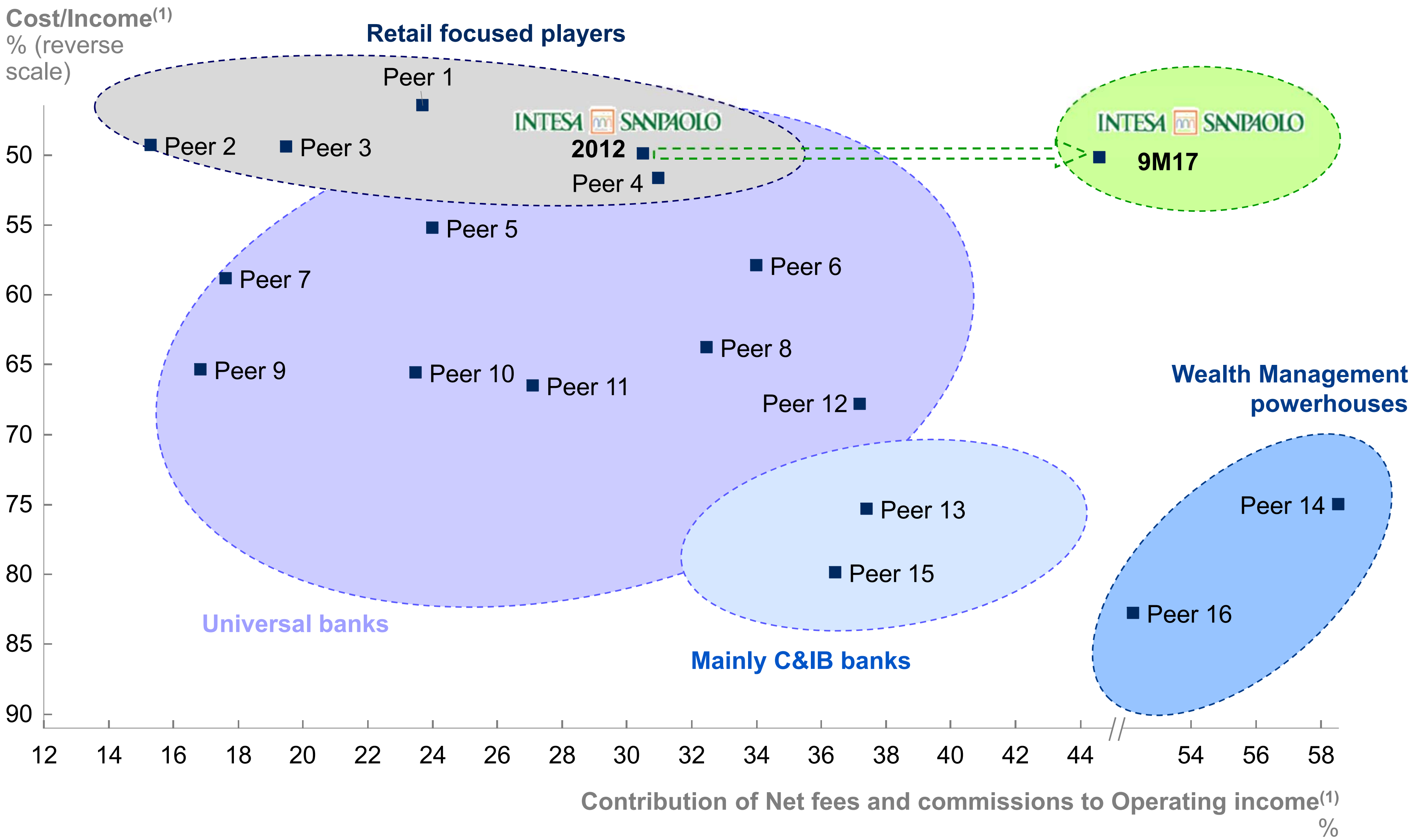
Italian Macroeconomic Outlook: The Recovery Continues

Macro outlook

- **Unemployment** declined to 11.1% in 3Q17, the lowest level since 2012 and the **employment rate** hit a 9-year record
- **Business confidence** reached a 10-year record both in the manufacturing and construction sectors. **Consumer confidence** also showed a clear rebound in recent months
- **Industrial production** grew by +5.7% YoY in August: the seventh increase in a row and the second best reading since 2010
- The recovery in **foreign trade** is ongoing: in August, both imports and exports increased by more than +8% YoY
- The recovery in **residential real estate transactions,** which started 2 years ago**,** continues: +3.8% YoY in 2Q17. Housing **prices** are starting to rebound (+0.3% QoQ in 2Q17)
- Even in 2018 **fiscal policy** will not weigh on the economic cycle. The Government also confirmed estimates on the GDP impact of **structural reforms** approved in 2014-17 (around 10% in the medium-term)

Widespread upward revision of GDP estimates for the current year: Govt +1.5%, Bank of Italy +1.4%, IMF +1.5%

ISP: Setting a New Standard with an Efficient Business Model that Fully Leverages Growth Engines



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9M17: Solid Performance, Fully on Track to Deliver 2017 Dividend Commitment

€5.9bn stated Net income(1) including €3.5bn public cash contribution offsetting the impact on ISP's capital ratios of the acquisition of certain assets of the two former Venetian banks

~€6.7bn pro-forma Net income(2) including ~€800m additional net capital gain from Allfunds Bank disposal to be booked in Q4

€2.5bn Net income(3) (~€3.1bn excluding Levies and other charges concerning the banking industry)

Common Equity(4) ratio increased to 13.4%, well above regulatory requirements

Best ever 9M and Q3 for Commissions

~€11bn Gross NPL stock reduction over the past two years at no cost to shareholders and the lowest 9M NPL inflow since ISP was created

(1) Including Levies and other charges concerning the banking industry: €938m pre-tax (€639m net of tax) of which charges for the Resolution Fund: €163m pre-tax (€114m net of tax) - commitment for the year fully funded -, charges for the Atlante Fund stake write-down: €449m pre-tax (€301m net of tax), charges for Deposit Guarantee Scheme: €128m pre-tax (€88m net of tax) - estimated commitment for the year fully funded - and extraordinary charges for the Voluntary Deposit Guarantee Scheme: €150m pre-tax (€101m net of tax)
(2) Including public cash contribution of €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios and contribution to the P&L of the operations of the two former Venetian banks
(3) Excluding public cash contribution of €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios and contribution to the P&L of the operations of the two former Venetian banks
(4) Pro-forma fully loaded Basel 3 (30.9.17 financial statements considering the total absorption of DTA related to goodwill realignment/adjustments to loans/non-taxable public cash contribution of €1,285m covering the integration and rationalisation charges relating to the acquisition of the operations of the two former Venetian banks, the expected absorption of DTA on losses carried forward and the announced distribution of reserves of insurance companies); including estimate of the null effect from the Danish Compromise

9M17 Results

Detailed Information

9M17: Key P&L Figures

€ m

	Including the two former Venetian banks[1]	Excluding the two former Venetian banks[1]
Operating income	12,730	12,634
Operating costs	(6,536)	(6,336)
Cost/Income ratio	51.3%	50.2%
Operating margin	6,194	6,298
Gross income (loss)[2]	7,921	8,020
Net income[2]	5,888	5,969
Net income excluding the public cash contribution	2,388	2,469

(1) Including/excluding components related to the acquisition of operations of Banca Popolare di Vicenza and Veneto Banca
(2) Including public cash contribution of €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios

9M17: Key Balance Sheet Figures

€ m

	Including the two former Venetian banks[(1)]	Excluding the two former Venetian banks[(1)]
Loans to Customers	390,818	363,878
Customer Financial Assets[(2)]	938,488	885,420
of which Direct Deposits from Banking Business	418,407	387,472
of which Direct Deposits from Insurance Business and Technical Reserves	149,985	149,985
of which Indirect Customer Deposits	518,705	496,572
- Assets under Management	*331,786*	*331,270*
- Assets under Administration	*186,919*	*165,302*

(1) Including/excluding components related to the acquisition of operations of Banca Popolare di Vicenza and Veneto Banca, Banca Nuova, Banca Apulia, Veneto Banca DD (Croatia), Servizi Bancari and SEC Servizi
(2) Net of duplications between Direct Deposits and Indirect Customer Deposits

Contents

9M vs 9M: Net Income at ~€3.3bn Including Allfunds Bank Capital Gain

€ m

	9M16	9M17		Δ%
	Restated [A]	(incl. the two former Venetian banks[1]) [B]	(excl. the two former Venetian banks[1]) [C]	[C] / [A]
Net interest income	5,546	5,427	5,369	(3.2)
Net fee and commission income	5,301	5,697	5,640	6.4
Income from insurance business	829	750	750	(9.5)
Profits (Losses) on trading	943	773	799	(15.3)
Other operating income (expenses)	172	83	76	(55.8)
Operating income	**12,791**	**12,730**	**12,634**	**(1.2)**
Personnel expenses	(3,930)	(4,064)	(3,934)	0.1
Other administrative expenses	(1,865)	(1,896)	(1,836)	(1.6)
Adjustments to property, equipment and intangible assets	(543)	(576)	(566)	4.2
Operating costs	**(6,338)**	**(6,536)**	**(6,336)**	**(0.0)**
Operating margin	**6,453**	**6,194**	**6,298**	**(2.4)**
Net adjustments to loans	(2,534)	(2,075)	(2,078)	(18.0)
Net provisions and net impairment losses on other assets	(317)	(83)	(85)	(73.2)
Other income (expenses)	217	3,885	3,885	n.m.
Income (Loss) from discontinued operations	71	0	0	(100.0)
Gross income (loss)	**3,890**	**7,921**	**8,020**	**106.2**
Taxes on income	(1,114)	(1,232)	(1,263)	13.4
Charges (net of tax) for integration and exit incentives	(67)	(73)	(73)	9.0
Effect of purchase price allocation (net of tax)	(82)	(37)	(37)	(54.9)
Levies and other charges concerning the banking industry (net of tax)	(182)	(652)	(639)	251.1
Impairment (net of tax) of goodwill and other intangible assets	0	0	0	n.m.
Minority interests	(110)	(39)	(39)	(64.5)
Net income	**2,335**	**5,888**	**5,969**	**155.6**
Net income excluding the public cash contribution[2]	**2,335**	**2,388**	**2,469**	**5.7**

€4,520m (+16.2%) excluding public cash contribution[2]

€3,108m (+23.5%) excluding Levies and other charges concerning the banking industry[3]

Note: figures may not add up exactly due to rounding differences. 2016 data restated to reflect Banca ITB (rebranded Banca 5) consolidation
(1) Including/excluding components related to the acquisition of operations of Banca Popolare di Vicenza and Veneto Banca
(2) €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios
(3) €938m pre-tax (€639m net of tax) of which charges for the Resolution Fund: €163m pre-tax (€114m net of tax) - commitment for the year fully funded -, charges for the Atlante Fund stake write-down: €449m pre-tax (€301m net of tax), charges for Deposit Guarantee Scheme: €128m pre-tax (€88m net of tax) - estimated commitment for the year fully funded - and extraordinary charges for the Voluntary Deposit Guarantee Scheme: €150m pre-tax (€101m net of tax)

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Q3 vs Q2: Best Q3 Net Income since 2007

€ m

	2Q17	3Q17		Δ%
	[A]	(incl. the two former Venetian banks(1)) [B]	(excl. the two former Venetian banks(1)) [C]	[C] / [A]
Net interest income	1,815	1,807	1,749	(3.6)
Net fee and commission income	1,896	1,946	1,889	(0.4)
Income from insurance business	240	227	227	(5.4)
Profits (Losses) on trading	365	182	208	(43.0)
Other operating income (expenses)	32	11	4	(87.5)
Operating income	**4,348**	**4,173**	**4,077**	**(6.2)**
Personnel expenses	(1,338)	(1,440)	(1,310)	(2.1)
Other administrative expenses	(633)	(680)	(620)	(2.1)
Adjustments to property, equipment and intangible assets	(188)	(202)	(192)	2.1
Operating costs	**(2,159)**	**(2,322)**	**(2,122)**	**(1.7)**
Operating margin	**2,189**	1,851	1,955	**(10.7)**
Net adjustments to loans	(737)	(643)	(646)	(12.3)
Net provisions and net impairment losses on other assets	(57)	(23)	(25)	(56.1)
Other income (expenses)	3,617	72	72	(98.0)
Income (Loss) from discontinued operations	0	0	0	n.m.
Gross income (loss)	**5,012**	**1,257**	**1,356**	**(72.9)**
Taxes on income	(444)	(343)	(374)	(15.8)
Charges (net of tax) for integration and exit incentives	(41)	(20)	(20)	(51.2)
Effect of purchase price allocation (net of tax)	(5)	(26)	(26)	420.0
Levies and other charges concerning the banking industry (net of tax)	(178)	(192)	(179)	0.6
Impairment (net of tax) of goodwill and other intangible assets	0	0	0	n.m.
Minority interests	(7)	(26)	(26)	271.4
Net income	**4,337**	**650**	**731**	**(83.1)**
Net income excluding the public cash contribution(2)	**837**	**650**	**731**	**(12.7)**

€910m excluding Levies and other charges concerning the banking industry(3)

Note: figures may not add up exactly due to rounding differences

(1) Including/excluding components related to the acquisition of operations of Banca Popolare di Vicenza and Veneto Banca

(2) €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios

(3) €266m pre-tax (€179m net of tax) of which charges for Deposit Guarantee Scheme: €116m pre-tax (€78m net of tax) - estimated commitment for the year fully funded - and extraordinary charges for the Voluntary Deposit Guarantee Scheme: €150m pre-tax (€101m net of tax)

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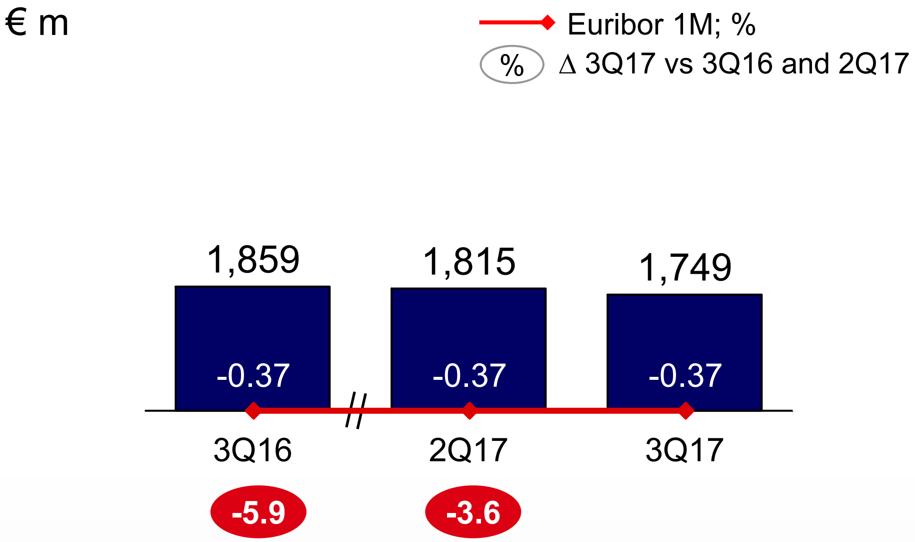
Net Interest Income: Impacted by All-Time Low Interest Rates

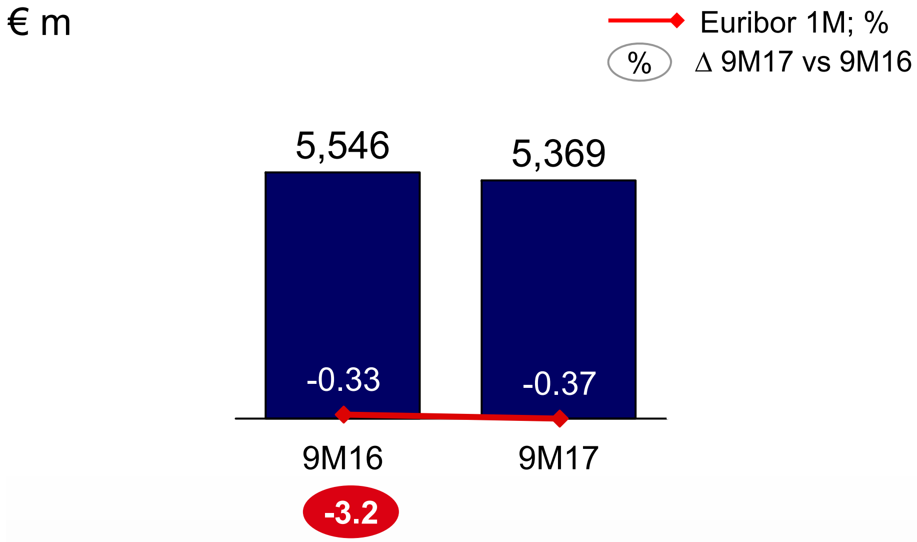
Data excluding components related to the acquisition of the operations of the two former Venetian Banks

Quarterly Analysis



- Decrease vs 3Q16 mainly due to the impact from the Egyptian currency devaluation
- Decrease vs Q2 due to non-commercial components

Yearly Analysis

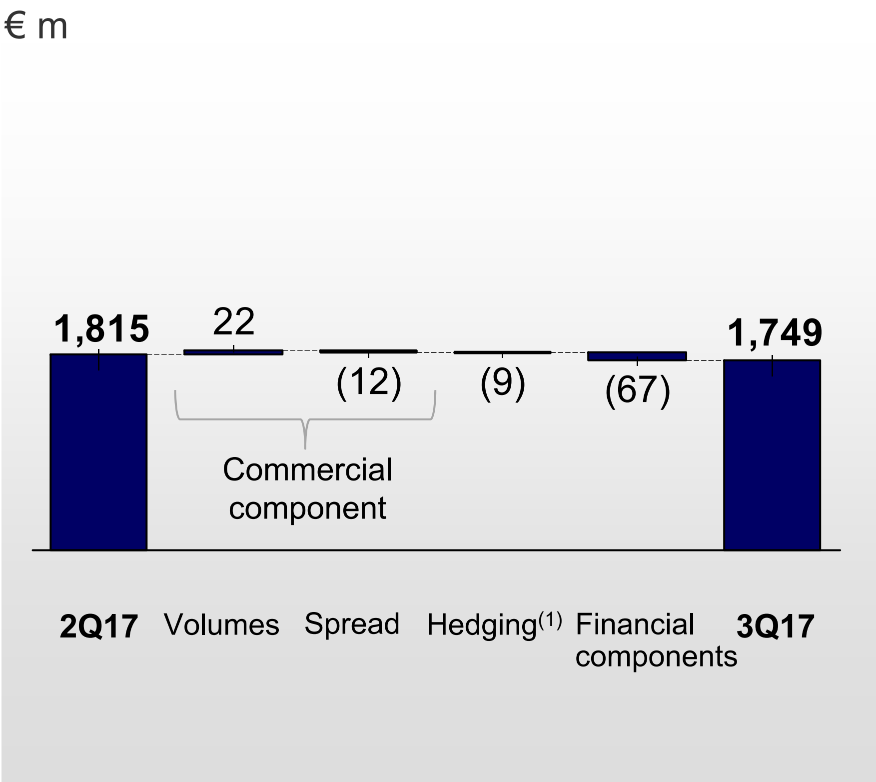


- 0.2% increase when excluding the impact from the Egyptian currency devaluation
- ~€340m growth in the commercial component
- Decrease due to active management of securities portfolio, Egyptian currency devaluation and lower contribution from core deposit hedging
- 3.4% growth in average Performing loans to customers, +4.0% excluding the Capital Light Bank
- 4.8% growth in average Direct deposits from banking business

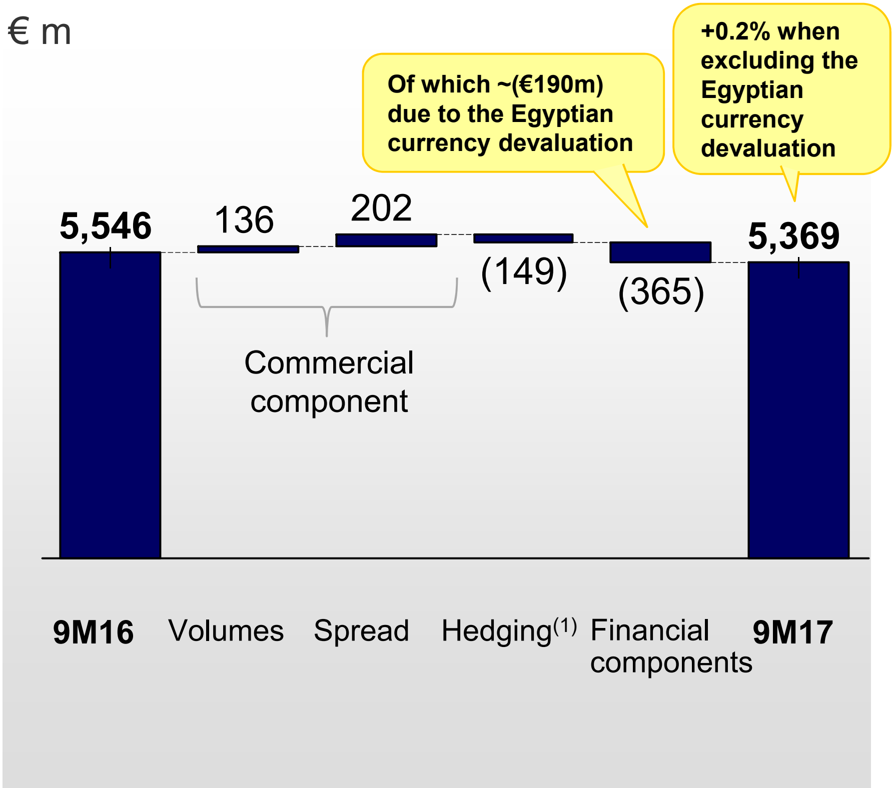
Net Interest Income: Increase in the Commercial Component

Data excluding components related to the acquisition of the operations of the two former Venetian Banks

Quarterly Analysis



Yearly Analysis



Note: figures may not add up exactly due to rounding differences

(1) ~€330m benefit from hedging on core deposits in 9M17, of which ~€100m in 3Q17

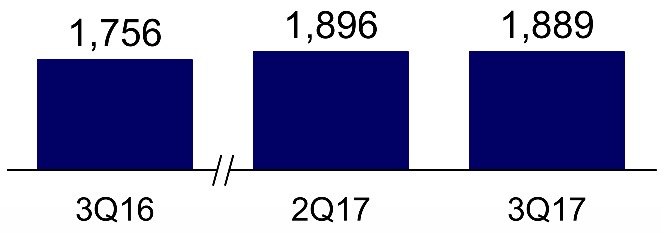
Net Fee and Commission Income: Best Ever Q3 and 9M

Data excluding components related to the acquisition of the operations of the two former Venetian Banks

Quarterly Analysis

€ m

% Δ 3Q17 vs 3Q16 and 2Q17



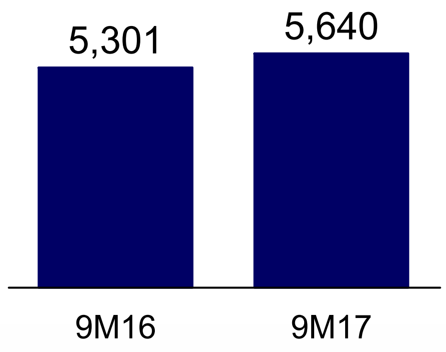
+7.6 -0.4

- The best Q3 ever
- Q3 stable vs Q2 despite the usual seasonal business slowdown in summer
- Increase vs 3Q16 mainly due to the growth in commissions from Management, dealing and consultancy activities (+10.6%; +€109m)
- €5.4bn increase in AuM stock in Q3

Yearly Analysis

€ m

% Δ 9M17 vs 9M16



+6.4

- The best 9M ever
- Strong growth in commissions from Management, dealing and consultancy activities (+12%; +€368m) owing mainly to Dealing and placement of securities, AuM and insurance products
- ~€22bn increase in AuM stock on a yearly basis

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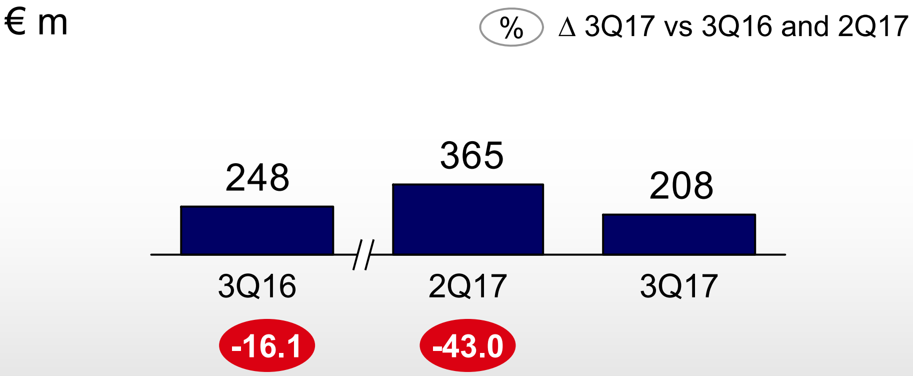
Profits on Trading: Solid Performance

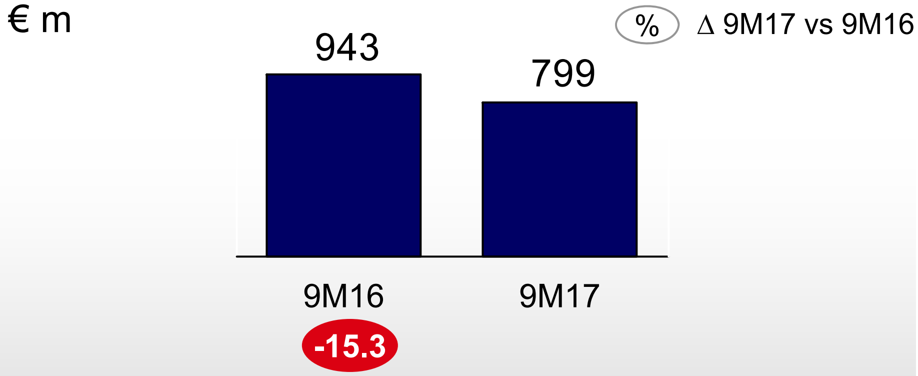
Data excluding components related to the acquisition of the operations of the two former Venetian Banks

Quarterly Analysis



- **22.1% increase in customer driven activity vs 3Q16**

Yearly Analysis



- **Decrease mainly due to the lower contribution from the Bank of Italy dividend**
- **13.6% increase in customer driven activity**

Contributions by Activity

	3Q16	2Q17	3Q17	9M16	9M17
Customers	96	139	118	339	386
Capital markets & Financial assets AFS	15	20	22	174	59
Trading and Treasury	130	194 (1)	63	418 (2)	329 (1)
Structured credit products	6	12	5	11	25

Note: figures may not add up exactly due to rounding differences
(1) Of which €10m Bank of Italy dividend
(2) Of which €121m Bank of Italy dividend

Operating Costs: Lowest Ever 9M Administrative Costs

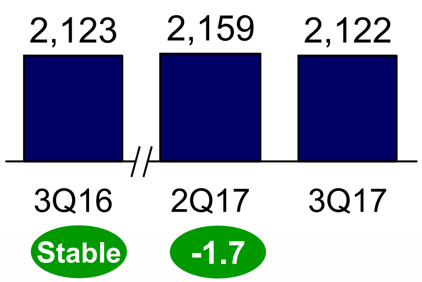
Data excluding components related to the acquisition of the operations of the two former Venetian Banks

Quarterly Analysis

% Δ 3Q17 vs 3Q16 and 2Q17

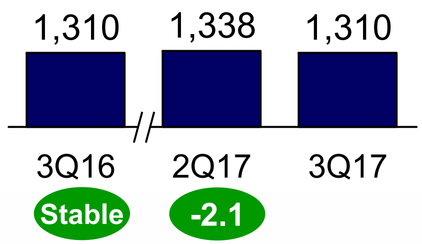
Operating Costs

€ m



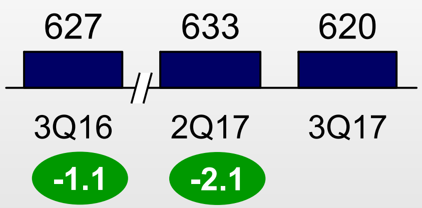
Personnel Expenses

€ m



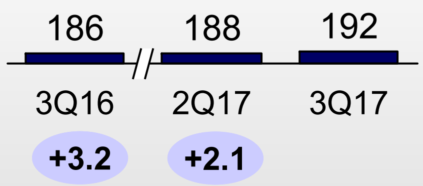
Other Administrative Expenses

€ m



Adjustments

€ m



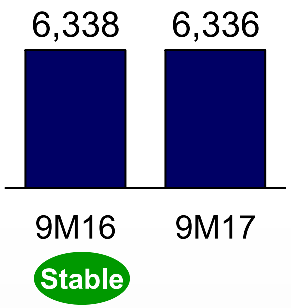
- **2.1% decrease in Other Administrative Expenses vs Q2 and 1.1% vs 3Q16**
- **~230 headcount reduction in Q3**

Yearly Analysis

% Δ 9M17 vs 9M16

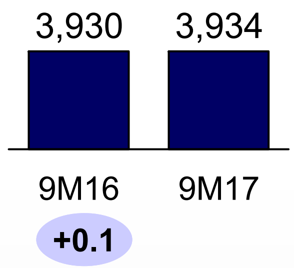
Operating Costs

€ m



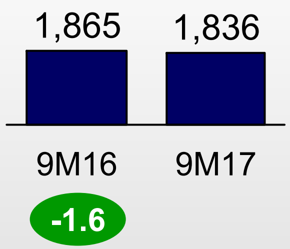
Personnel Expenses

€ m



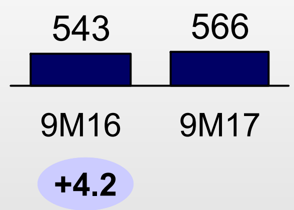
Other Administrative Expenses

€ m



Adjustments

€ m



- **1.6% decrease in Other Administrative Expenses**
- **Cost/Income ratio at 50.2%**
- **~1,170 headcount reduction**

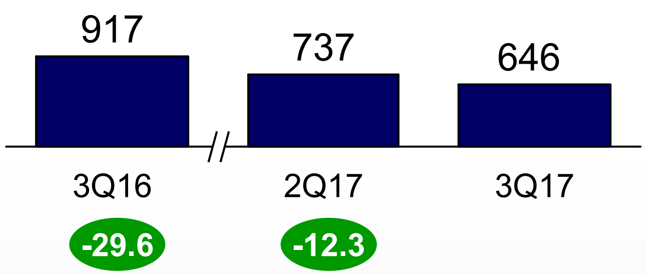
Net Adjustments to Loans: Cost of Credit Down, Coupled with a Strong Reduction in NPL Stock and Inflow

Data excluding components related to the acquisition of the operations of the two former Venetian Banks

Quarterly Analysis

€ m

% Δ 3Q17 vs 3Q16 and 2Q17

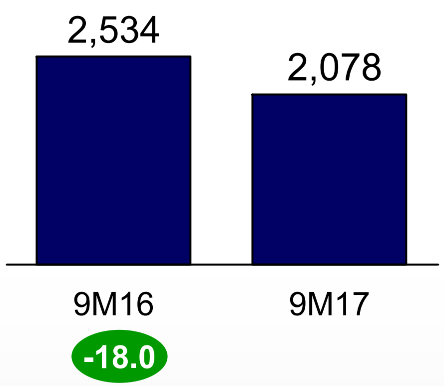


- The lowest Net adjustments to loans since 2Q08
- Eighth consecutive quarterly reduction in NPL stock
- 3Q17 saw the lowest gross inflow of NPL from Performing loans since ISP was created (2007)
- ~€11bn decrease in gross NPL stock in two years (-€1bn in Q3)
- Non-performing loans cash coverage up 40bps in Q3

Yearly Analysis

€ m

% Δ 9M17 vs 9M16



- The lowest Net adjustments to loans since 2008
- Annualised cost of credit down to 71bps[1] (vs 93bps in 9M16 and 102bps in FY16)
- 9M17 saw the lowest inflow of NPL from Performing loans since ISP was created (2007)
- Strong decline in NPL inflow (-26% gross and -19% net)
- Non-performing loans cash coverage up to 49.5% (vs 48.0% as of 30.9.16)

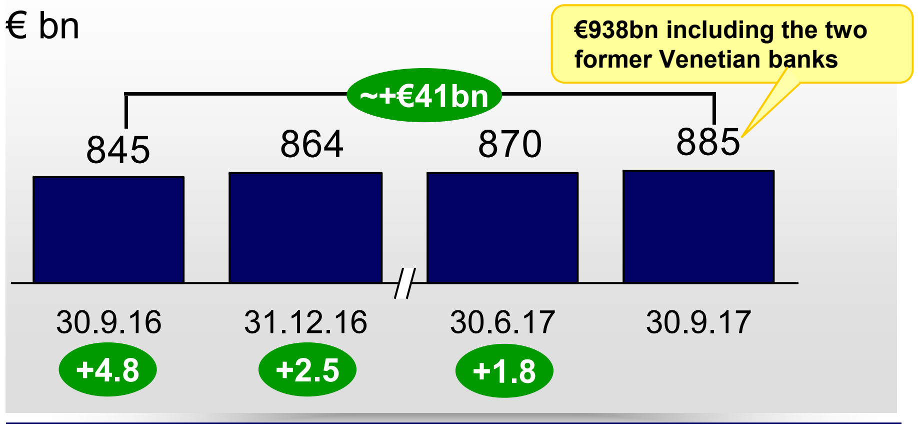
(1) Calculated excluding the two former Venetian Banks' contribution to the P&L and including their Performing loans (76bps excluding their Performing loans)

Contents

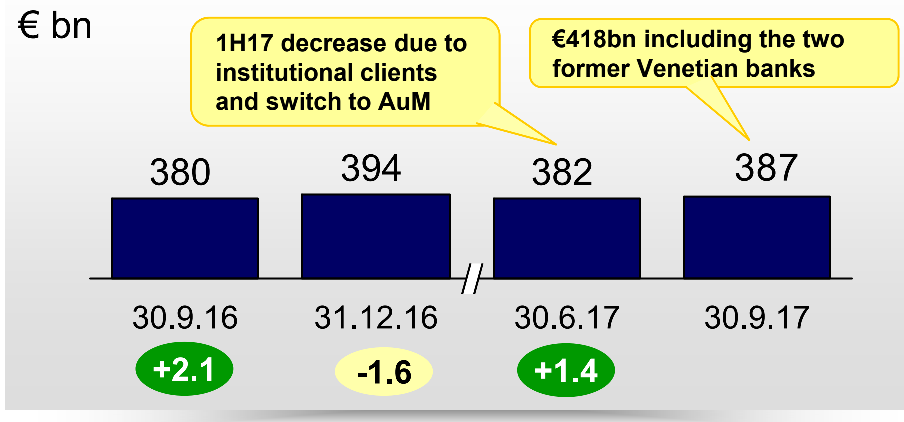
Strong Growth in Customer Financial Assets Driven by AuM

% Δ 30.9.17 vs 30.9.16, 31.12.16 and 30.6.17

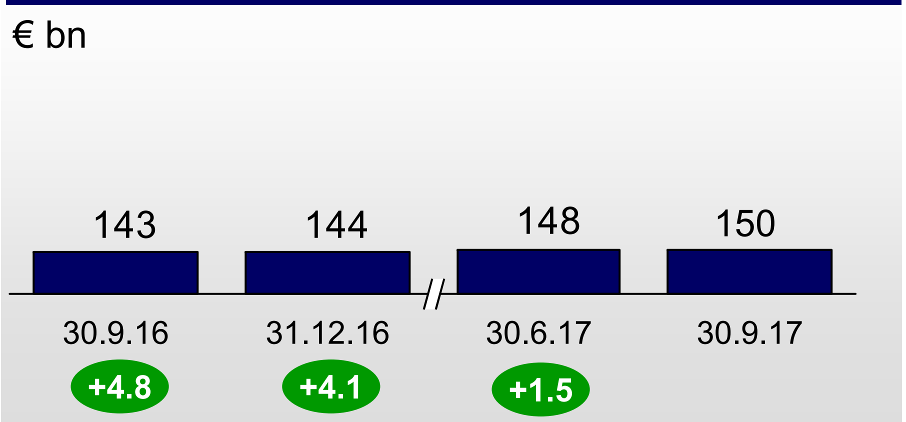
Customer Financial Assets[1]



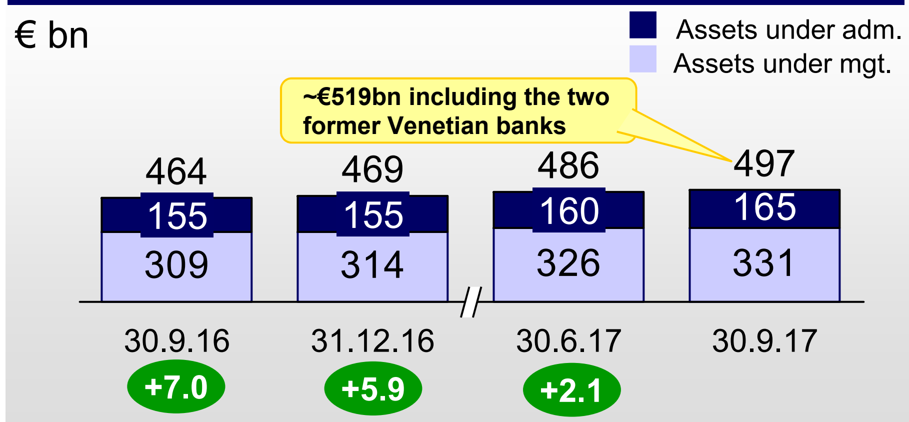
Direct Deposits from Banking Business



Direct Deposits from Insurance Business and Technical Reserves



Indirect Customer Deposits



~€16bn increase in Customer financial assets in Q3 with a €5.4bn increase in AuM

Note: figures may not add up exactly due to rounding differences
(1) Net of duplications between Direct Deposits and Indirect Customer Deposits

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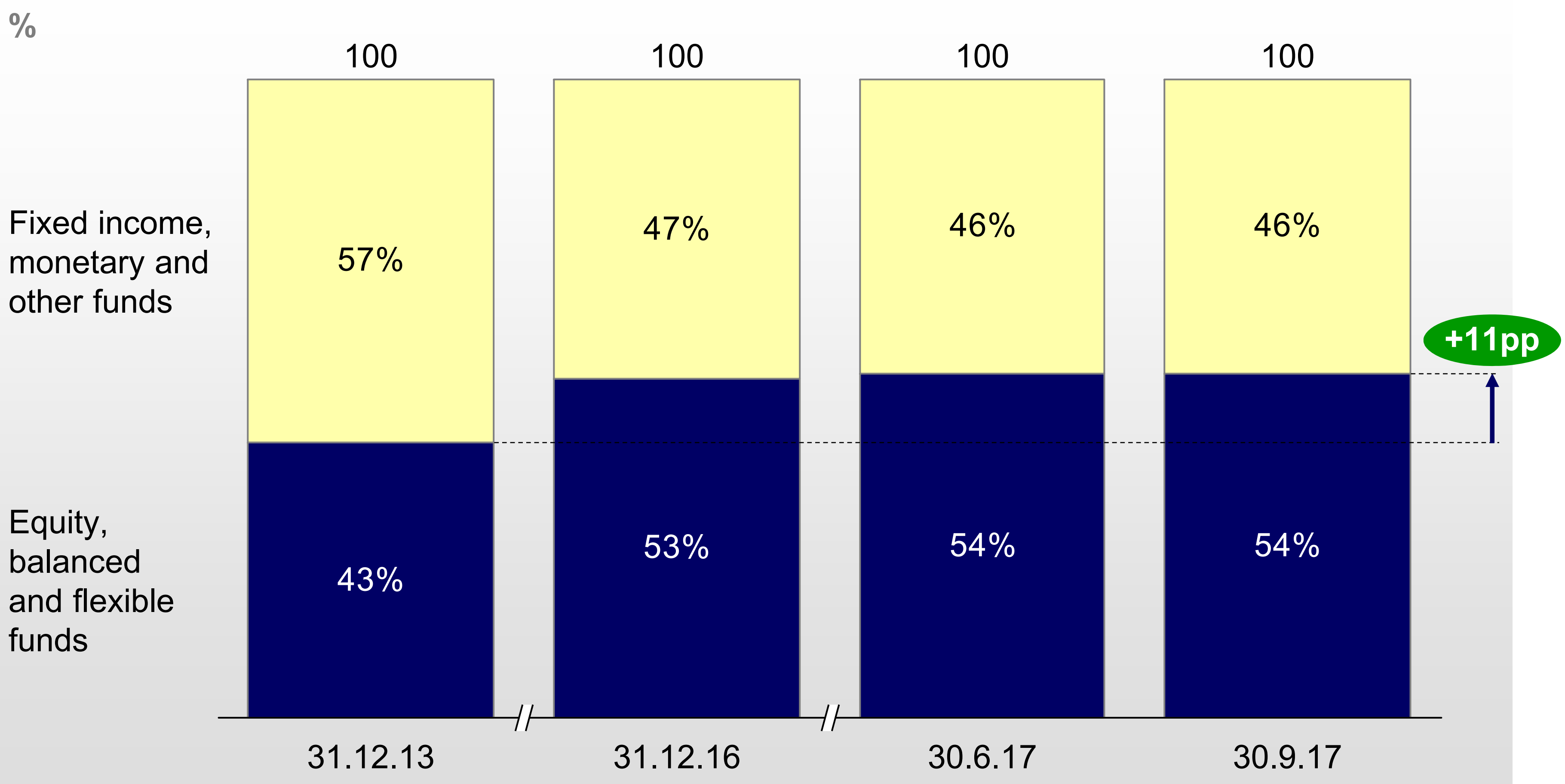
Mutual Funds Mix

Mutual funds mix



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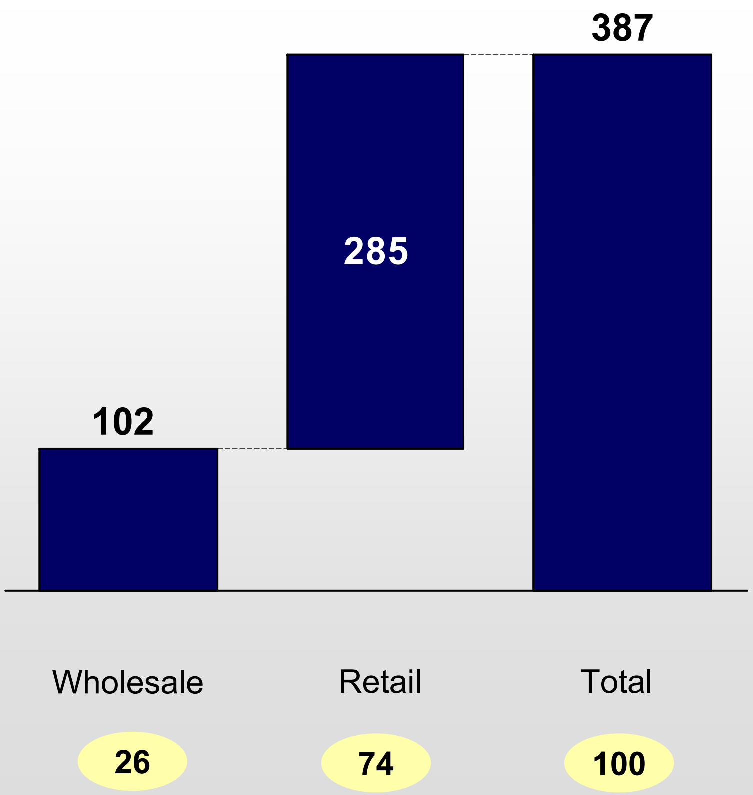
Stable and Reliable Source of Funding from Retail Branch Network

Breakdown of Direct Deposits from Banking Business

€ bn as of 30.9.17; % Percentage of total



	Wholesale	Retail
Current accounts and deposits	9	253
Repos and securities lending	22	-
Senior bonds	40	14(1)
Covered bonds	12	-
EMTN puttable	-	-
Certificates of deposit + Commercial papers	8	-
Subordinated liabilities	11	2
Other deposits	1	16(2)

Placed with Private Banking clients

Retail funding represents 74% of Direct deposits from banking business

Note: data excluding the two former Venetian banks. Figures may not add up exactly due to rounding differences
(1) ~28% placed with Private Banking clients
(2) Including Certificates

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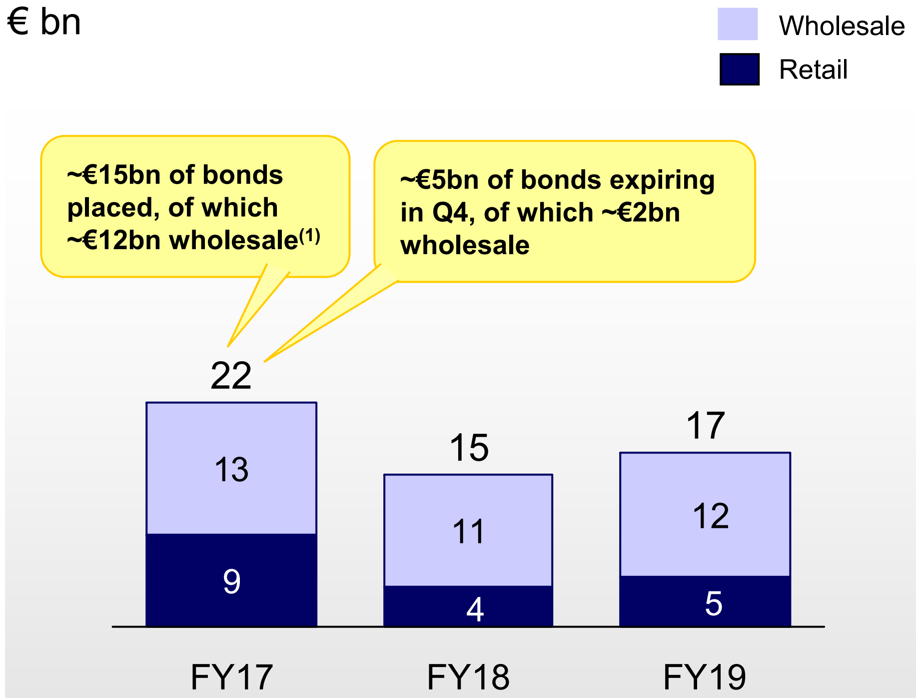
Strong Funding Capability: Broad Access to International Markets

2017-2019 MLT Bond Maturities



Main Wholesale Issues

2015

- €6.5bn of eurobonds (of which €2.25bn of covered bonds) and $1bn Additional Tier 1 placed. On average 80% demand from foreign investors; targets exceeded by 210%

2016

- $1.5bn subordinated Tier 2, €1.25bn Additional Tier 1 and €1.25bn of covered bonds placed. On average 88% demand from foreign investors; targets exceeded by 168%:
  - January: $1.5bn subordinated Tier 2 issue targeted at the US and Canadian markets only and €1.25bn Additional Tier 1 issue targeted at international markets
  - March: €1.25bn 7y covered bonds backed by residential mortgages

2017

- €2bn Additional Tier 1, €2.5bn senior unsecured eurobond, €1bn of covered bonds, €500m green bond and $2.5bn senior unsecured placed. On average 83% demand from foreign investors; targets exceeded by 167%
  - January: €1.25bn Additional Tier 1 issue and €1bn 7y senior unsecured eurobond issue
  - April: €1.5bn 5y senior unsecured eurobond issue
  - May: €750m Additional Tier 1 issue
  - June: €1bn 10y covered bonds backed by residential mortgages and inaugural €500m 5y senior unsecured green bond, first Italian bank to debut as a "green" issuer
  - July: $2.5bn senior unsecured issue equally split between 5y and 10y tranches

Note: data excluding the two former Venetian banks. Figures may not add up exactly due to rounding differences
(1) Data as of 30.9.17

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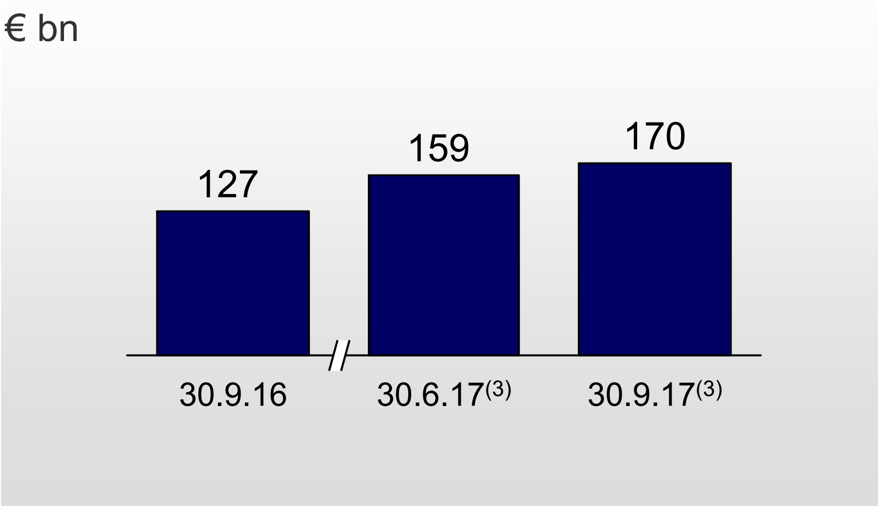
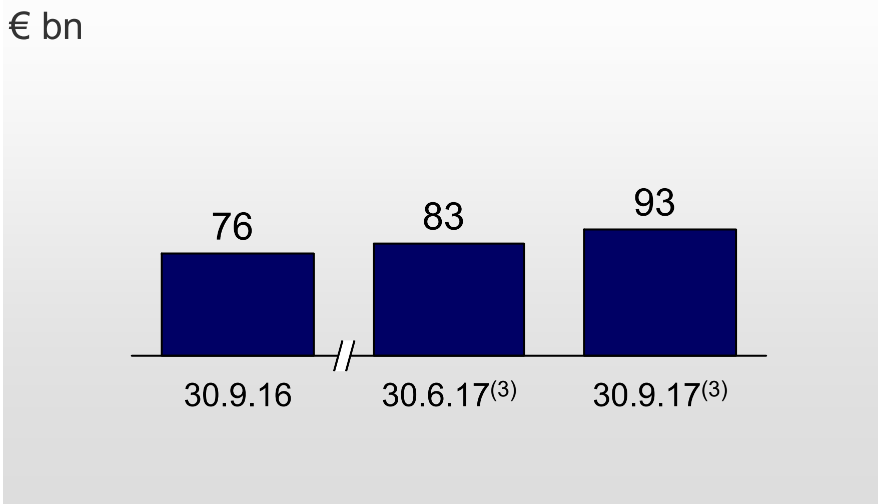
High Liquidity: LCR and NSFR Well Above Basel 3 Requirements for 2018

Liquid assets(1)



Unencumbered eligible assets with Central Banks(2) (net of haircuts)



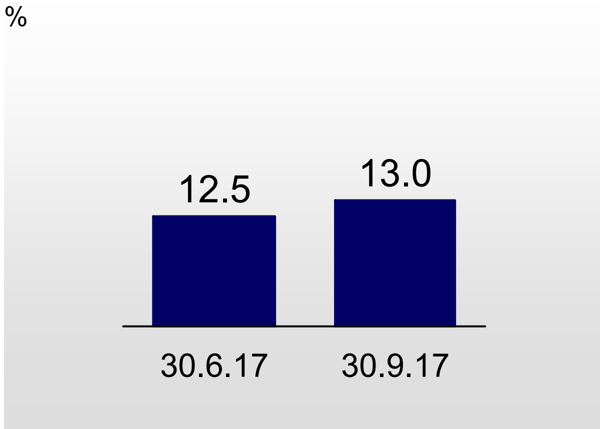
- **TLTRO II: ~€57bn(4) (the maximum borrowing allowance)**
  - **June 2016: ~€36bn against a repayment of the €27.6bn borrowed under TLTRO I**
  - **September 2016: ~€5bn**
  - **December 2016: ~€3.5bn**
  - **March 2017: €12bn**
- **Loan to Deposit ratio(3)(5) at 93%**

(1) Stock of own-account eligible assets (including assets used as collateral and excluding eligible assets received as collateral) and cash & deposits with Central Banks
(2) Eligible assets freely available (excluding assets used as collateral and including eligible assets received as collateral) and cash & deposits with Central Banks
(3) Including components related to the acquisition of operations of the two former Venetian banks
(4) ~€64bn including components related to the acquisition of operations of the two former Venetian banks
(5) Loans to Customers/Direct Deposits from Banking Business

Solid and Increased Capital Base

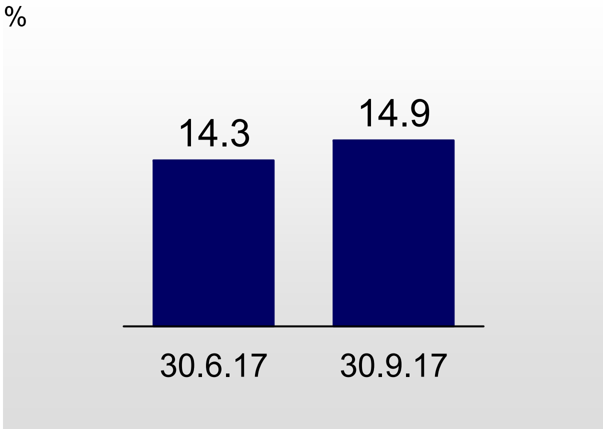
Phased-in Common Equity Ratio

After dividends(1)



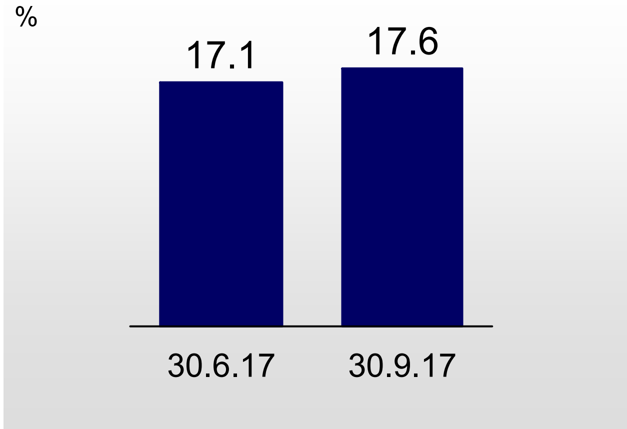
Phased-in Tier 1 Ratio

After dividends(1)



Phased-in Total Capital Ratio

After dividends(1)



- **13.4% pro-forma fully loaded Common Equity ratio(2)**
- **6.4% leverage ratio**

Note: Capital ratios and leverage ratio including the acquisition of certain assets of the two former Venetian banks. Figures may not add up exactly due to rounding differences

(1) After deduction of accrued dividends, assumed equal to the Net income for the nine months minus accrued coupons on AT1 issues and non-taxable public cash contribution of €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios

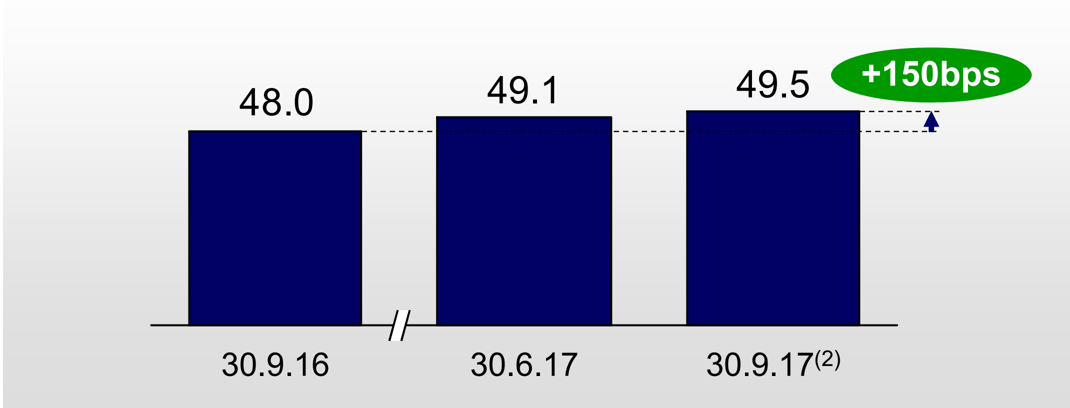
(2) Pro-forma fully loaded Basel 3 (30.9.17 financial statements considering the total absorption of DTA related to goodwill realignment/adjustments to loans/non-taxable public cash contribution of €1,285m covering the integration and rationalisation charges relating to the acquisition of the operations of the two former Venetian banks, the expected absorption of DTA on losses carried forward and the announced distribution of reserves of insurance companies); including estimated null effect from the Danish Compromise

Contents

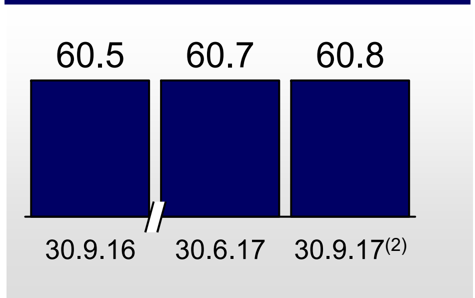
Non-performing Loans: Sizeable and Increased Coverage

Cash coverage; %

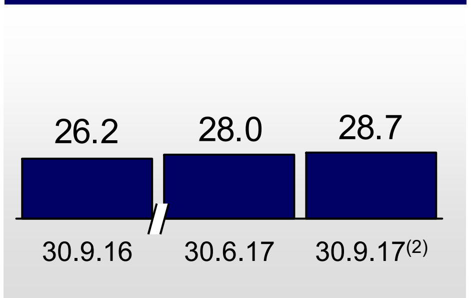
Total NPL(1)



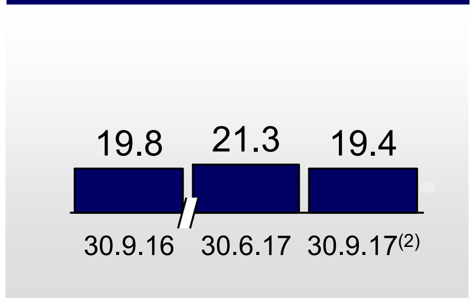
Bad Loans



Unlikely to Pay



Past Due

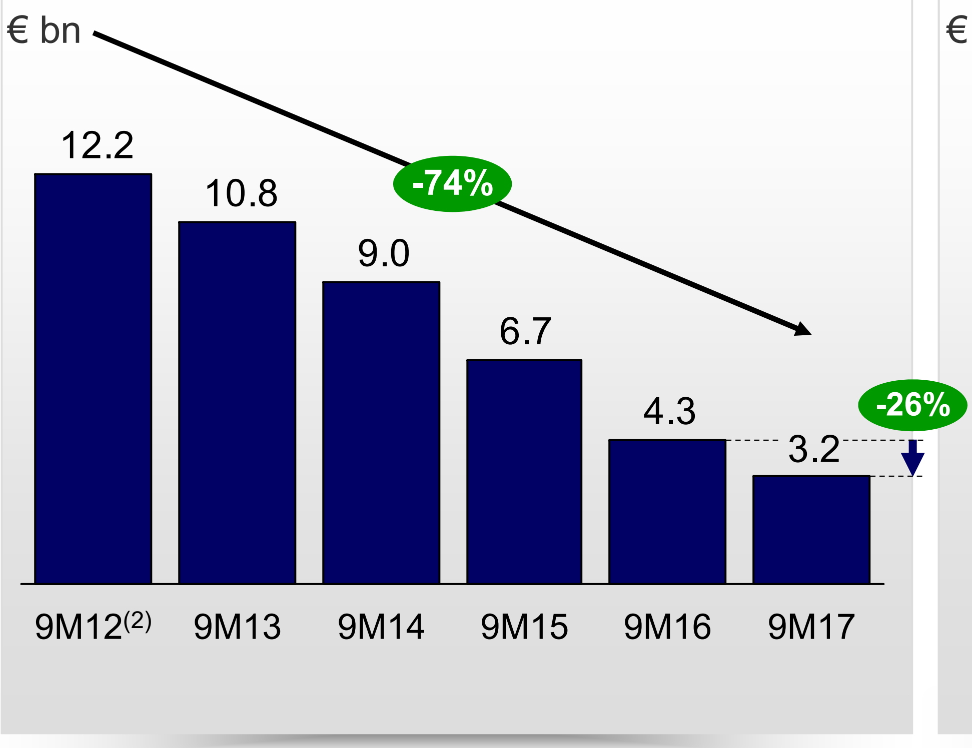


Bad Loans recovery rate[3] at ~126% in the period 2009 - 30.9.17

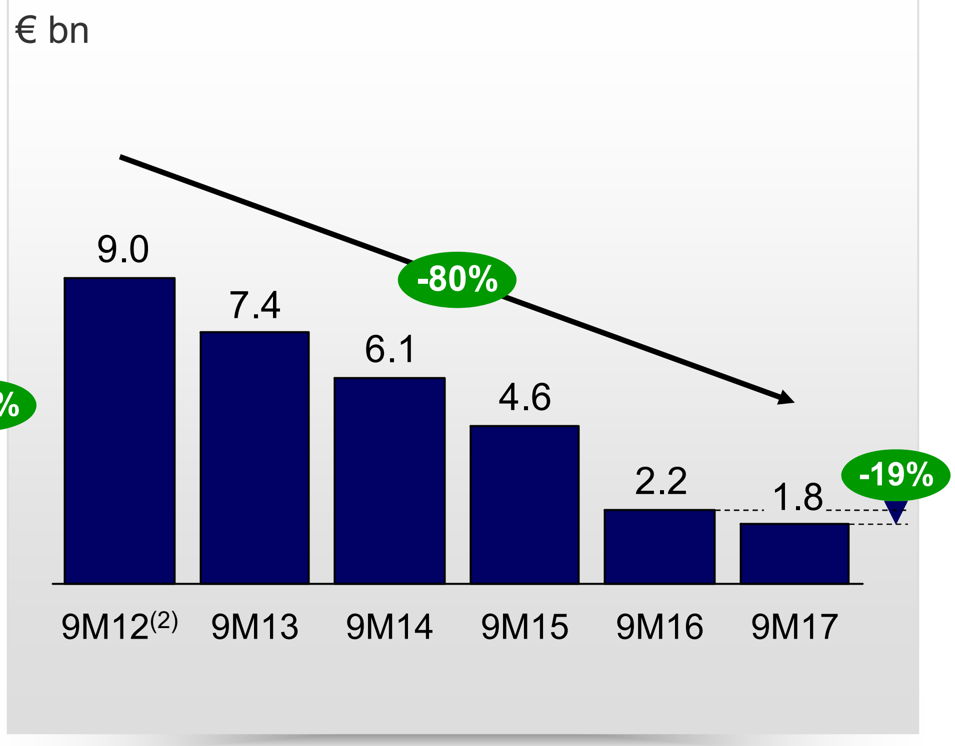
(1) Bad Loans (*Sofferenze*), Unlikely to pay (*Inadempienze probabili*) and Past Due (*Scaduti e sconfinanti*)
(2) Excluding securitised non-performing loans (equal to €708m gross exposure and €424m net exposure) relating to the companies acquired Banca Nuova and Banca Apulia, that shall be given back to the banks in compulsory administrative liquidation
(3) Repayment on Bad Loans/Net book value

Non-performing Loans: Lowest Ever 9M NPL Inflow

Gross inflow of new NPL(1) from Performing Loans



Net inflow of new NPL(1) from Performing Loans



(1) Bad Loans (*Sofferenze*), Unlikely to pay (*Inadempienze probabili*) and Past Due (*Scaduti e sconfinanti*)
(2) 2012 figures recalculated to take into consideration the regulatory changes to Past Due classification criteria introduced by Bank of Italy (90 days since 2012 vs 180 days up until 31.12.11)

Non-performing Loans: Lowest Ever Gross Quarterly Inflow

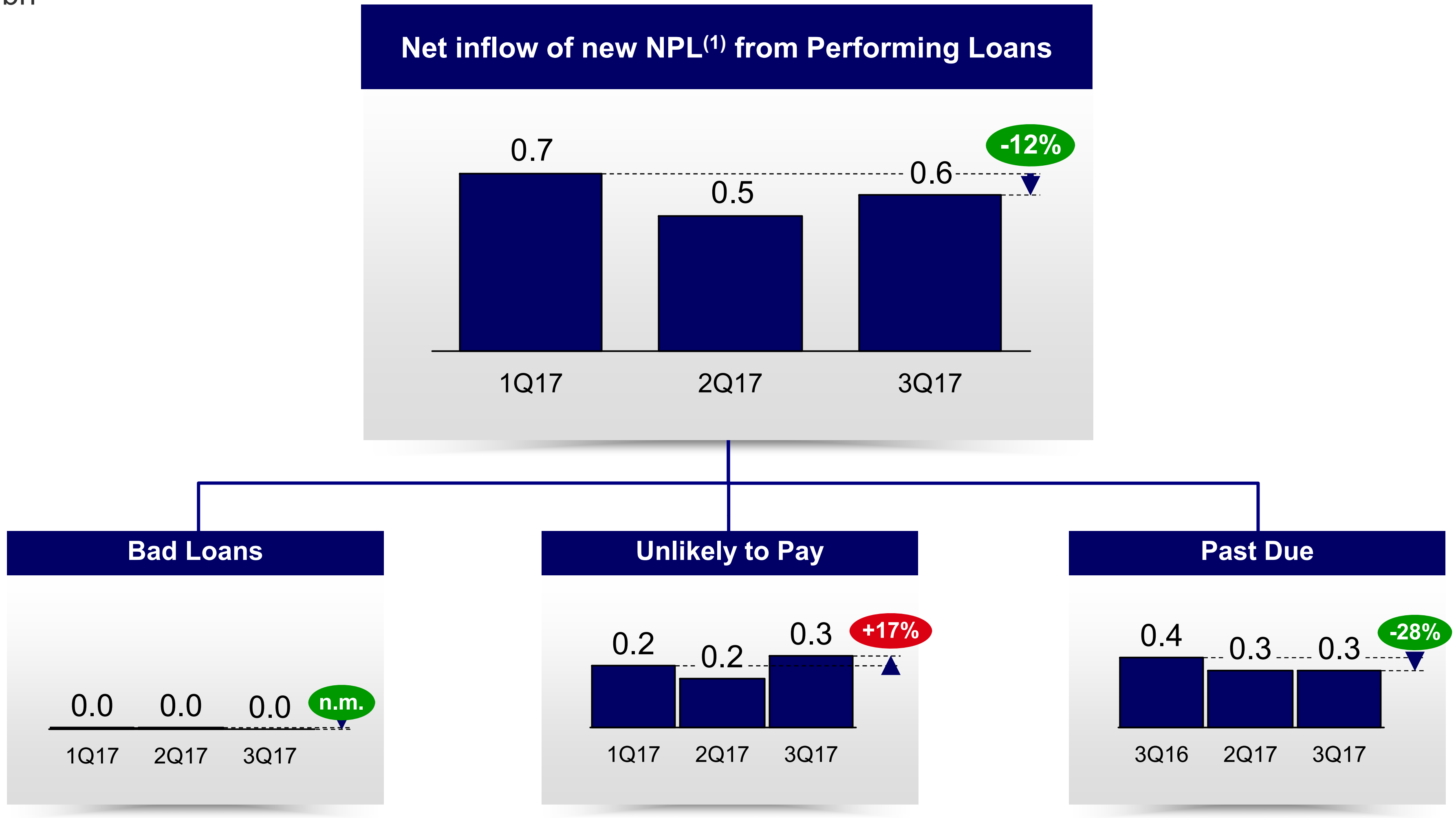
€ bn

Note: figures may not add up exactly due to rounding differences

(1) Bad Loans (*Sofferenze*), Unlikely to pay (*Inadempienze probabili*) and Past Due (*Scaduti e sconfinanti*)

Non-performing Loans: Third Lowest Net Quarterly Inflow Ever

€ bn



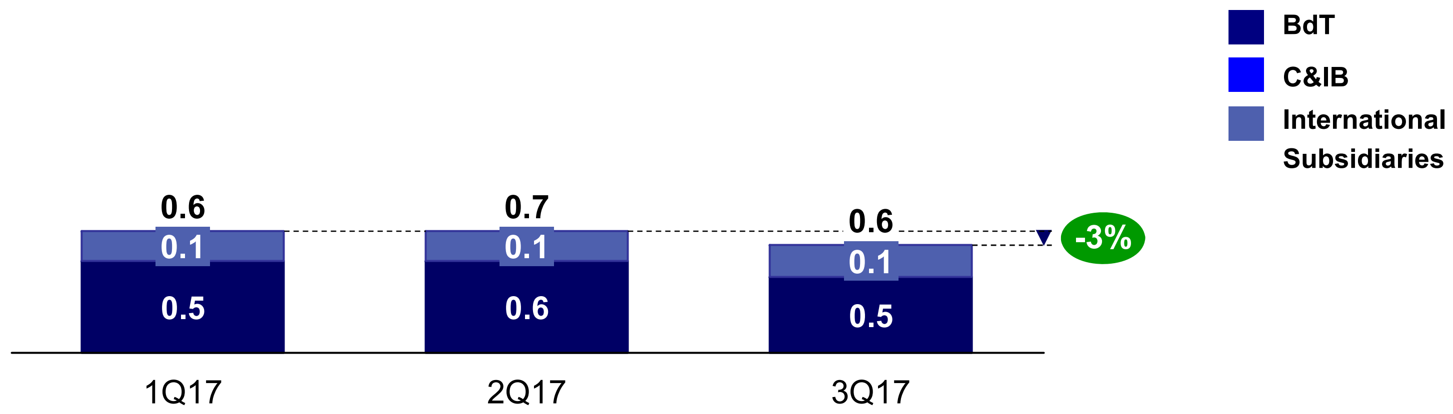
Note: figures may not add up exactly due to rounding differences

(1) Bad Loans (*Sofferenze*), Unlikely to pay (*Inadempienze probabili*) and Past Due (*Scaduti e sconfinanti*)

New Bad Loans: Decrease in Gross Inflow

€ bn

Group's new Bad Loans[1] gross inflow



BdT's new Bad Loans[1] gross inflow

	1Q17	2Q17	3Q17
Total	**0.5**	**0.6**	**0.5**
Mediocredito Italiano[2]	-	0.1	-
Households	0.1	0.1	0.1
SMEs	0.3	0.4	0.4

C&IB's new Bad Loans[1] gross inflow

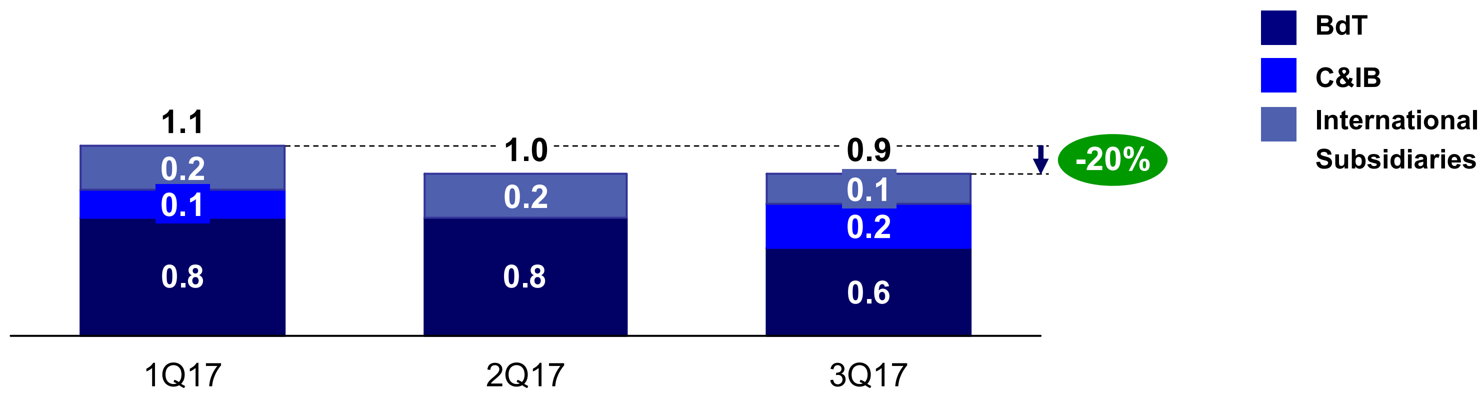
	1Q17	2Q17	3Q17
Total	**-**	**-**	**-**
Banca IMI[3]	-	-	-
Global Corporate	-	-	-
International	-	-	-
Financial Institutions	-	-	-

Note: figures may not add up exactly due to rounding differences
(1) *Sofferenze*
(2) Industrial Credit, Factoring and Leasing
(3) Capital Markets and Investment Banking

New Unlikely to Pay: Decrease in Gross Inflow

€ bn

Group's gross inflow of new Unlikely to Pay



BdT's gross inflow of new Unlikely to Pay

	1Q17	2Q17	3Q17
Total	**0.8**	**0.8**	**0.6**
Mediocredito Italiano[(1)]	0.1	0.1	0.2
Households	0.2	0.2	0.2
SMEs	0.5	0.5	0.3

C&IB's gross inflow of new Unlikely to Pay

	1Q17	2Q17	3Q17
Total	**0.1**	**-**	**0.2**
Banca IMI[(2)]	-	-	-
Global Corporate	0.1	-	0.2
International	-	-	-
Financial Institutions	-	-	-

Note: figures may not add up exactly due to rounding differences
(1) Industrial Credit, Factoring and Leasing
(2) Capital Markets and Investment Banking

INTESA SANPAOLO

Non-performing Loans: Eighth Consecutive Quarterly Decline in Stock

Gross NPL

€ m

	31.12.16	30.6.17	30.9.17[1]
Bad Loans	37,834	35,386	34,855
- of which forborne	*2,397*	*2,515*	*2,586*
Unlikely to pay	19,745	18,821	18,320
- of which forborne	*9,256*	*8,993*	*8,751*
Past Due	558	427	432
- of which forborne	*74*	*48*	*44*
Total	**58,137**	**54,634**	**53,607**

-8%

Net NPL

€ m

	31.12.16	30.6.17	30.9.17[1]
Bad Loans	14,895	13,920	13,651
- of which forborne	*1,089*	*1,105*	*1,123*
Unlikely to pay	14,435	13,546	13,067
- of which forborne	*7,053*	*6,689*	*6,483*
Past Due	437	336	348
- of which forborne	*62*	*41*	*39*
Total	**29,767**	**27,802**	**27,066**

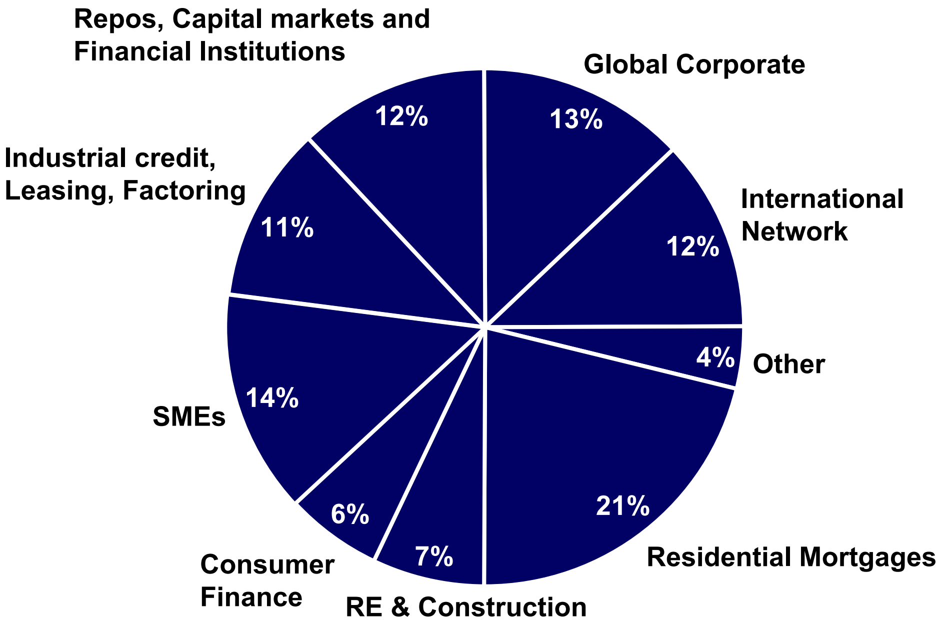
-9%

- **~€11bn decrease in gross NPL stock since 30.9.15, of which ~€1bn in Q3**
- **Lowest net NPL stock since 2012**

(1) Excluding securitised non-performing loans (equal to €708m gross exposure and €424m net exposure) relating to the companies acquired Banca Nuova and Banca Apulia, that shall be given back to the banks in compulsory administrative liquidation

Loans to Customers: Well-Diversified Portfolio

Breakdown by business area
(Data as of 30.9.17)



- **Low risk profile of residential mortgage portfolio**
  - **Instalment/available income ratio at 33%**
  - **Average Loan-to-Value equal to 55%**
  - **Original average maturity equal to ~23 years**
  - **Residual average life equal to ~18 years**

Breakdown by economic business sector

	30.6.17	30.9.17
Loans of the Italian banks and companies of the Group		
Households	**25.0%**	**25.8%**
Public Administration	**3.7%**	**3.4%**
Financial companies	**9.0%**	**8.2%**
Non-financial companies	**34.7%**	**33.5%**
of which:		
DISTRIBUTION	5.7%	5.6%
SERVICES	5.7%	5.5%
REAL ESTATE	4.0%	3.9%
UTILITIES	3.0%	2.7%
CONSTRUCTION	2.3%	2.3%
METALS AND METAL PRODUCTS	1.9%	1.9%
AGRICULTURE	1.6%	1.6%
FOOD AND DRINK	1.4%	1.4%
TRANSPORT	1.4%	1.3%
MECHANICAL	1.0%	1.1%
INTERMEDIATE INDUSTRIAL PRODUCTS	1.0%	1.0%
FASHION	0.9%	0.9%
ELECTROTECHNICAL AND ELECTRONIC	0.6%	0.6%
TRANSPORTATION MEANS	0.6%	0.5%
HOLDING AND OTHER	0.6%	0.4%
INFRASTRUCTURE	0.4%	0.4%
ENERGY AND EXTRACTION	0.5%	0.4%
BASE AND INTERMEDIATE CHEMICALS	0.4%	0.4%
PUBLISHING AND PRINTING	0.4%	0.3%
MATERIALS FOR CONSTRUCTION	0.3%	0.3%
FURNITURE	0.2%	0.2%
PHARMACEUTICAL	0.2%	0.2%
OTHER CONSUMPTION GOODS	0.2%	0.2%
NON-CLASSIFIED UNITS	0.1%	0.1%
MASS CONSUMPTION GOODS	0.1%	0.1%
WHITE GOODS	0.1%	0.1%
Rest of the world	**10.5%**	**11.6%**
Loans of international banks and companies of the Group	**9.6%**	**10.0%**
Non-performing loans	**7.5%**	**7.4%**
TOTAL	**100.0%**	**100.0%**

Note: data excluding the two former Venetian banks. Figures may not add up exactly due to rounding differences

Contents

Divisional Financial Highlights

Data excluding components related to the acquisition of the operations of the two former Venetian Banks

Data as of 30.9.17

	Divisions							
	Banca dei Territori	Corporate & Investment Banking	International Subsidiary Banks(1)	Private Banking(2)	Asset Management(3)	Insurance(4)	Corporate Centre / Others(5)	Total
Operating Income (€ m)	6,578	2,394	1,451	1,402	555	857	(603)	12,634
Operating Margin (€ m)	2,963	1,694	769	1,001	448	730	(1,307)	6,298
Net Income (€ m)	1,055	1,148	677	677	352	512	1,548(6)	5,969(6)
Cost/Income (%)	55.0	29.2	47.0	28.6	19.3	14.8	n.m.	50.2
RWA (€ bn)	86.7	80.9	31.0	10.2	1.3	0.0	81.1(7)	291.3(7)
Direct Deposits from Banking Business (€ bn)	173.8	107.4	35.3	29.2	0.0	0.0	72.8(7)	418.4(7)
Loans to Customers (€ bn)	192.5	101.9	28.1	9.4	0.3	0.0	58.7(7)	390.8(7)

Note: figures may not add up exactly due to rounding differences
(1) Excluding the Ukrainian subsidiary Pravex-Bank and the Hungarian “bad bank” which are included in the Capital Light Bank
(2) Fideuram, Intesa Sanpaolo Private Bank (Suisse), Intesa Sanpaolo Private Banking and Sirefid
(3) Eurizon
(4) Fideuram Vita, Intesa Sanpaolo Assicura and Intesa Sanpaolo Vita
(5) Treasury Department, Central Structures, Capital Light Bank and consolidation adjustments
(6) Including public cash contribution of €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios
(7) Including components related to the acquisition of operations of the two former Venetian banks

Banca dei Territori: 9M vs 9M

Data excluding components related to the acquisition of the operations of the two former Venetian Banks

€ m

	9M16 Restated	9M17	Δ%
Net interest income	3,456	3,382	(2.1)
Net fee and commission income	2,935	3,116	6.2
Income from insurance business	0	0	n.m.
Profits (Losses) on trading	48	50	4.2
Other operating income (expenses)	18	30	66.7
Operating income	**6,457**	**6,578**	**1.9**
Personnel expenses	(2,269)	(2,249)	(0.9)
Other administrative expenses	(1,387)	(1,363)	(1.7)
Adjustments to property, equipment and intangible assets	(3)	(3)	0.0
Operating costs	**(3,659)**	**(3,615)**	**(1.2)**
Operating margin	**2,798**	**2,963**	**5.9**
Net adjustments to loans	(1,499)	(1,154)	(23.0)
Net provisions and net impairment losses on other assets	(40)	(31)	(22.5)
Other income (expenses)	109	0	(100.0)
Income (Loss) from discontinued operations	69	0	(100.0)
Gross income (loss)	**1,437**	**1,778**	**23.7**
Taxes on income	(569)	(695)	22.1
Charges (net of tax) for integration and exit incentives	(15)	(25)	66.7
Effect of purchase price allocation (net of tax)	(4)	(3)	(25.0)
Levies and other charges concerning the banking industry (net of tax)	0	0	n.m.
Impairment (net of tax) of goodwill and other intangible assets	0	0	n.m.
Minority interests	(9)	0	n.m.
Net income	**840**	**1,055**	**25.6**

Note: figures may not add up exactly due to rounding differences

Banca dei Territori: Q3 vs Q2

Data excluding components related to the acquisition of the operations of the two former Venetian Banks

€ m

	2Q17	3Q17	∆%
Net interest income	1,124	1,127	0.3
Net fee and commission income	1,047	1,052	0.5
Income from insurance business	0	0	n.m.
Profits (Losses) on trading	17	16	(6.5)
Other operating income (expenses)	9	7	(22.8)
Operating income	**2,196**	**2,203**	**0.3**
Personnel expenses	(763)	(747)	(2.1)
Other administrative expenses	(466)	(452)	(2.9)
Adjustments to property, equipment and intangible assets	(1)	(1)	6.3
Operating costs	**(1,230)**	**(1,201)**	**(2.4)**
Operating margin	**966**	**1,002**	**3.7**
Net adjustments to loans	(360)	(380)	5.6
Net provisions and net impairment losses on other assets	(8)	(25)	224.9
Other income (expenses)	0	0	n.m.
Income (Loss) from discontinued operations	0	0	n.m.
Gross income (loss)	**599**	**598**	**(0.2)**
Taxes on income	(235)	(234)	(0.5)
Charges (net of tax) for integration and exit incentives	(21)	(1)	(93.0)
Effect of purchase price allocation (net of tax)	0	(1)	n.m.
Levies and other charges concerning the banking industry (net of tax)	0	0	n.m.
Impairment (net of tax) of goodwill and other intangible assets	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**343**	**362**	**5.5**

Note: figures may not add up exactly due to rounding differences

Corporate and Investment Banking: 9M vs 9M

€ m

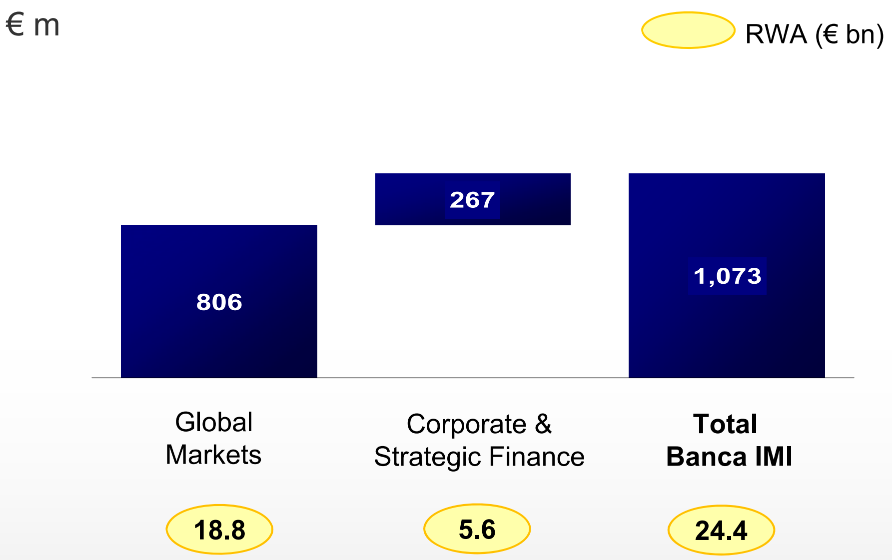
	9M16 Restated	9M17	Δ%
Net interest income	1,094	1,188	8.6
Net fee and commission income	698	675	(3.3)
Income from insurance business	0	0	n.m.
Profits (Losses) on trading	592	521	(12.0)
Other operating income (expenses)	6	10	66.7
Operating income	**2,390**	**2,394**	**0.2**
Personnel expenses	(258)	(270)	4.7
Other administrative expenses	(422)	(428)	1.4
Adjustments to property, equipment and intangible assets	(3)	(2)	(33.3)
Operating costs	**(683)**	**(700)**	**2.5**
Operating margin	**1,707**	**1,694**	**(0.8)**
Net adjustments to loans	(195)	(174)	(10.8)
Net provisions and net impairment losses on other assets	(3)	(1)	(66.7)
Other income (expenses)	20	89	345.0
Income (Loss) from discontinued operations	0	0	n.m.
Gross income (loss)	**1,529**	**1,608**	**5.2**
Taxes on income	(470)	(458)	(2.6)
Charges (net of tax) for integration and exit incentives	(4)	(2)	(50.0)
Effect of purchase price allocation (net of tax)	0	0	n.m.
Levies and other charges concerning the banking industry (net of tax)	0	0	n.m.
Impairment (net of tax) of goodwill and other intangible assets	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**1,055**	**1,148**	**8.8**

Note: figures may not add up exactly due to rounding differences

Banca IMI: A Significant Contribution to Group Results

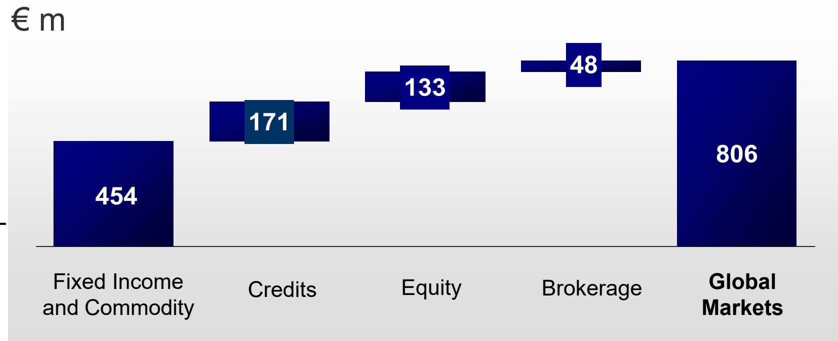
9M17 Results

Banca IMI Operating Income[1]

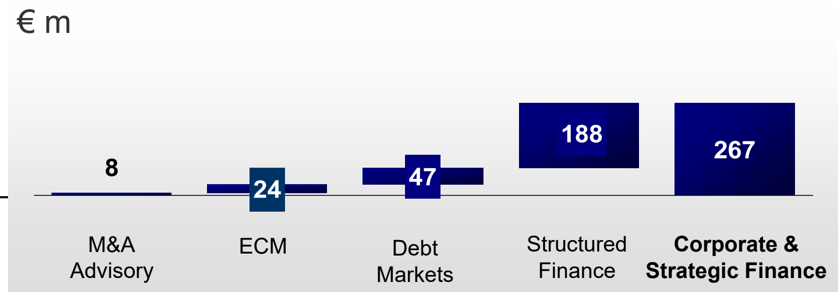


- ~76% of Operating income is customer driven
- 9M17 average VaR at €62m
- Cost/Income ratio at 31.1%
- 9M17 Net income at €422m

of which: Global Markets



of which: Corporate & Strategic Finance



Note: figures may not add up exactly due to rounding differences
(1) Banca IMI S.p.A. and its subsidiaries

Corporate and Investment Banking: Q3 vs Q2

€ m

	2Q17	3Q17	Δ%
Net interest income	417	392	(6.0)
Net fee and commission income	223	206	(7.7)
Income from insurance business	0	0	n.m.
Profits (Losses) on trading	201	143	(29.0)
Other operating income (expenses)	4	4	4.6
Operating income	**845**	**745**	**(11.8)**
Personnel expenses	(93)	(89)	(4.0)
Other administrative expenses	(147)	(143)	(2.8)
Adjustments to property, equipment and intangible assets	(1)	(1)	56.8
Operating costs	**(241)**	**(233)**	**(3.1)**
Operating margin	**604**	**512**	**(15.3)**
Net adjustments to loans	(85)	(10)	(88.4)
Net provisions and net impairment losses on other assets	(14)	22	n.m.
Other income (expenses)	109	(20)	n.m.
Income (Loss) from discontinued operations	0	0	n.m.
Gross income (loss)	**614**	**503**	**(18.0)**
Taxes on income	(166)	(152)	(8.4)
Charges (net of tax) for integration and exit incentives	(2)	(1)	(58.0)
Effect of purchase price allocation (net of tax)	0	0	n.m.
Levies and other charges concerning the banking industry (net of tax)	0	0	n.m.
Impairment (net of tax) of goodwill and other intangible assets	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**447**	**350**	**(21.5)**

Note: figures may not add up exactly due to rounding differences

International Subsidiary Banks: 9M vs 9M

€ m

	9M16 Restated	9M17	Δ%
Net interest income	1,095	1,005	(8.2)
Net fee and commission income	360	365	1.4
Income from insurance business	0	0	n.m.
Profits (Losses) on trading	91	129	41.8
Other operating income (expenses)	(11)	(48)	n.m.
Operating income	**1,535**	**1,451**	**(5.5)**
Personnel expenses	(401)	(375)	(6.5)
Other administrative expenses	(250)	(246)	(1.6)
Adjustments to property, equipment and intangible assets	(67)	(61)	(9.0)
Operating costs	**(718)**	**(682)**	**(5.0)**
Operating margin	**817**	**769**	**(5.9)**
Net adjustments to loans	(147)	(158)	7.5
Net provisions and net impairment losses on other assets	15	15	0.0
Other income (expenses)	65	195	200.0
Income (Loss) from discontinued operations	4	0	(100.0)
Gross income (loss)	**754**	**821**	**8.9**
Taxes on income	(155)	(132)	(14.8)
Charges (net of tax) for integration and exit incentives	(20)	(13)	(35.0)
Effect of purchase price allocation (net of tax)	0	0	n.m.
Levies and other charges concerning the banking industry (net of tax)	0	0	n.m.
Impairment (net of tax) of goodwill and other intangible assets	0	0	n.m.
Minority interests	0	1	n.m.
Net income	**579**	**677**	**16.9**

+9% excluding the impact from the Egyptian currency devaluation

+11% excluding the impact from the Egyptian currency devaluation

Note: figures may not add up exactly due to rounding differences. Excluding the Ukrainian subsidiary Pravex-Bank and the Hungarian "bad bank" which are included in the Capital Light Bank

International Subsidiary Banks: Q3 vs Q2

€ m

	2Q17	3Q17	∆%
Net interest income	336	337	0.4
Net fee and commission income	124	124	0.1
Income from insurance business	0	0	n.m.
Profits (Losses) on trading	47	48	2.1
Other operating income (expenses)	(22)	(18)	16.9
Operating income	**486**	**492**	**1.2**
Personnel expenses	(126)	(126)	(0.3)
Other administrative expenses	(83)	(82)	(2.0)
Adjustments to property, equipment and intangible assets	(20)	(21)	4.9
Operating costs	**(229)**	**(228)**	**(0.4)**
Operating margin	**257**	**264**	**2.7**
Net adjustments to loans	(74)	(45)	(39.6)
Net provisions and net impairment losses on other assets	9	(0)	n.m.
Other income (expenses)	1	1	(43.8)
Income (Loss) from discontinued operations	0	0	n.m.
Gross income (loss)	**192**	**220**	**14.1**
Taxes on income	(38)	(39)	2.5
Charges (net of tax) for integration and exit incentives	(5)	(5)	16.6
Effect of purchase price allocation (net of tax)	0	0	n.m.
Levies and other charges concerning the banking industry (net of tax)	(0)	0	n.m.
Impairment (net of tax) of goodwill and other intangible assets	0	0	n.m.
Minority interests	0	1	160.9
Net income	**150**	**176**	**17.3**

Note: figures may not add up exactly due to rounding differences. Excluding the Ukrainian subsidiary Pravex-Bank and the Hungarian “bad bank” which are included in the Capital Light Bank

Private Banking: 9M vs 9M

€ m

	9M16	9M17	Δ%
Net interest income	132	131	(0.8)
Net fee and commission income	1,128	1,240	9.9
Income from insurance business	0	0	n.m.
Profits (Losses) on trading	22	21	(4.5)
Other operating income (expenses)	8	10	25.0
Operating income	**1,290**	**1,402**	**8.7**
Personnel expenses	(215)	(228)	6.0
Other administrative expenses	(165)	(162)	(1.8)
Adjustments to property, equipment and intangible assets	(11)	(11)	0.0
Operating costs	**(391)**	**(401)**	**2.6**
Operating margin	**899**	**1,001**	**11.3**
Net adjustments to loans	5	6	20.0
Net provisions and net impairment losses on other assets	(40)	(25)	(37.5)
Other income (expenses)	0	8	n.m.
Income (Loss) from discontinued operations	0	0	n.m.
Gross income (loss)	**864**	**990**	**14.6**
Taxes on income	(249)	(290)	16.5
Charges (net of tax) for integration and exit incentives	(23)	(19)	(17.4)
Effect of purchase price allocation (net of tax)	(63)	(4)	(93.7)
Levies and other charges concerning the banking industry (net of tax)	0	0	n.m.
Impairment (net of tax) of goodwill and other intangible assets	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**529**	**677**	**28.0**

Note: figures may not add up exactly due to rounding differences

Private Banking: Q3 vs Q2

€ m

	2Q17	3Q17	Δ%
Net interest income	46	42	(9.3)
Net fee and commission income	414	421	1.5
Income from insurance business	0	0	n.m.
Profits (Losses) on trading	5	4	(24.5)
Other operating income (expenses)	3	4	32.3
Operating income	**468**	**470**	**0.4**
Personnel expenses	(80)	(74)	(7.8)
Other administrative expenses	(57)	(55)	(2.4)
Adjustments to property, equipment and intangible assets	(4)	(4)	0.0
Operating costs	**(140)**	**(132)**	**(5.4)**
Operating margin	**328**	**338**	**2.9**
Net adjustments to loans	0	6	n.m.
Net provisions and net impairment losses on other assets	(8)	(7)	(12.2)
Other income (expenses)	0	8	n.m.
Income (Loss) from discontinued operations	0	0	n.m.
Gross income (loss)	**320**	**345**	**7.7**
Taxes on income	(95)	(102)	7.5
Charges (net of tax) for integration and exit incentives	(7)	(6)	(7.6)
Effect of purchase price allocation (net of tax)	0	(4)	n.m.
Levies and other charges concerning the banking industry (net of tax)	0	0	n.m.
Impairment (net of tax) of goodwill and other intangible assets	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**218**	**232**	**6.4**

Note: figures may not add up exactly due to rounding differences

Asset Management: 9M vs 9M

€ m

	9M16	9M17	Δ%
Net interest income	0	0	n.m.
Net fee and commission income	407	497	22.1
Income from insurance business	0	0	n.m.
Profits (Losses) on trading	8	4	(50.0)
Other operating income (expenses)	53	54	1.9
Operating income	**468**	**555**	**18.6**
Personnel expenses	(42)	(49)	16.7
Other administrative expenses	(55)	(58)	5.5
Adjustments to property, equipment and intangible assets	0	0	n.m.
Operating costs	**(97)**	**(107)**	**10.3**
Operating margin	**371**	**448**	**20.8**
Net adjustments to loans	0	0	n.m.
Net provisions and net impairment losses on other assets	0	0	n.m.
Other income (expenses)	0	0	n.m.
Income (Loss) from discontinued operations	0	0	n.m.
Gross income (loss)	**371**	**448**	**20.8**
Taxes on income	(81)	(86)	6.2
Charges (net of tax) for integration and exit incentives	0	0	n.m.
Effect of purchase price allocation (net of tax)	0	0	n.m.
Levies and other charges concerning the banking industry (net of tax)	0	0	n.m.
Impairment (net of tax) of goodwill and other intangible assets	0	0	n.m.
Minority interests	(8)	(10)	25.0
Net income	**282**	**352**	**24.8**

Note: figures may not add up exactly due to rounding differences

Asset Management: Q3 vs Q2

€ m

	2Q17	3Q17	Δ%
Net interest income	0	0	(0.5)
Net fee and commission income	165	175	5.8
Income from insurance business	0	0	n.m.
Profits (Losses) on trading	0	4	n.m.
Other operating income (expenses)	26	8	(69.5)
Operating income	**191**	**186**	**(2.5)**
Personnel expenses	(17)	(16)	(8.5)
Other administrative expenses	(20)	(19)	(5.0)
Adjustments to property, equipment and intangible assets	(0)	(0)	2.4
Operating costs	**(37)**	**(35)**	**(6.6)**
Operating margin	**154**	**151**	**(1.5)**
Net adjustments to loans	0	0	n.m.
Net provisions and net impairment losses on other assets	(0)	0	n.m.
Other income (expenses)	0	0	n.m.
Income (Loss) from discontinued operations	0	0	n.m.
Gross income (loss)	**154**	**151**	**(1.5)**
Taxes on income	(30)	(31)	1.8
Charges (net of tax) for integration and exit incentives	0	0	n.m.
Effect of purchase price allocation (net of tax)	0	0	n.m.
Levies and other charges concerning the banking industry (net of tax)	0	0	n.m.
Impairment (net of tax) of goodwill and other intangible assets	0	0	n.m.
Minority interests	(3)	(4)	30.2
Net income	**121**	**117**	**(3.1)**

Note: figures may not add up exactly due to rounding differences

Insurance: 9M vs 9M

€ m

	9M16	9M17	∆%
Net interest income	0	0	n.m.
Net fee and commission income	0	0	n.m.
Income from insurance business	973	863	(11.3)
Profits (Losses) on trading	0	0	n.m.
Other operating income (expenses)	(3)	(6)	n.m.
Operating income	**970**	**857**	**(11.6)**
Personnel expenses	(49)	(57)	16.3
Other administrative expenses	(64)	(68)	6.3
Adjustments to property, equipment and intangible assets	(2)	(2)	0.0
Operating costs	**(115)**	**(127)**	**10.4**
Operating margin	**855**	**730**	**(14.6)**
Net adjustments to loans	0	0	n.m.
Net provisions and net impairment losses on other assets	(11)	(1)	(90.9)
Other income (expenses)	0	0	n.m.
Income (Loss) from discontinued operations	0	0	n.m.
Gross income (loss)	**844**	**729**	**(13.6)**
Taxes on income	(265)	(199)	(24.9)
Charges (net of tax) for integration and exit incentives	(3)	(4)	33.3
Effect of purchase price allocation (net of tax)	(16)	(14)	(12.5)
Levies and other charges concerning the banking industry (net of tax)	0	0	n.m.
Impairment (net of tax) of goodwill and other intangible assets	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**560**	**512**	**(8.6)**

Note: figures may not add up exactly due to rounding differences

Insurance: Q3 vs Q2

€ m

	2Q17	3Q17	Δ%
Net interest income	0	0	n.m.
Net fee and commission income	0	0	n.m.
Income from insurance business	279	264	(5.3)
Profits (Losses) on trading	0	0	n.m.
Other operating income (expenses)	(3)	(2)	51.5
Operating income	**275**	**262**	**(4.7)**
Personnel expenses	(20)	(18)	(8.3)
Other administrative expenses	(24)	(23)	(2.8)
Adjustments to property, equipment and intangible assets	(1)	(1)	10.5
Operating costs	**(45)**	**(42)**	**(5.1)**
Operating margin	**231**	**220**	**(4.7)**
Net adjustments to loans	0	0	n.m.
Net provisions and net impairment losses on other assets	0	(1)	n.m.
Other income (expenses)	0	0	n.m.
Income (Loss) from discontinued operations	0	0	n.m.
Gross income (loss)	**231**	**219**	**(5.2)**
Taxes on income	(60)	(60)	1.1
Charges (net of tax) for integration and exit incentives	(2)	(2)	0.8
Effect of purchase price allocation (net of tax)	(5)	(5)	0.0
Levies and other charges concerning the banking industry (net of tax)	0	0	n.m.
Impairment (net of tax) of goodwill and other intangible assets	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**165**	**152**	**(7.7)**

Note: figures may not add up exactly due to rounding differences

Quarterly P&L Analysis

Data excluding components related to the acquisition of the operations of the two former Venetian Banks

€ m

	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	3Q17
	Restated						
Net interest income	1,855	1,832	1,859	1,748	1,805	1,815	1,749
Net fee and commission income	1,687	1,858	1,756	2,030	1,855	1,896	1,889
Income from insurance business	332	239	258	166	283	240	227
Profits (Losses) on trading	228	467	248	247	226	365	208
Other operating income (expenses)	75	68	29	(7)	40	32	4
Operating income	**4,177**	**4,464**	**4,150**	**4,184**	**4,209**	**4,348**	**4,077**
Personnel expenses	(1,279)	(1,341)	(1,310)	(1,393)	(1,286)	(1,338)	(1,310)
Other administrative expenses	(597)	(641)	(627)	(765)	(583)	(633)	(620)
Adjustments to property, equipment and intangible assets	(178)	(179)	(186)	(206)	(186)	(188)	(192)
Operating costs	**(2,054)**	**(2,161)**	**(2,123)**	**(2,364)**	**(2,055)**	**(2,159)**	**(2,122)**
Operating margin	**2,123**	**2,303**	**2,027**	**1,820**	**2,154**	**2,189**	**1,955**
Net adjustments to loans	(694)	(923)	(917)	(1,174)	(695)	(737)	(646)
Net provisions and net impairment losses on other assets	(46)	(194)	(77)	(105)	(3)	(57)	(25)
Other income (expenses)	5	196	16	138	196	3,617 (1)	72
Income (Loss) from discontinued operations	20	28	23	881	0	0	0
Gross income (loss)	**1,408**	**1,410**	**1,072**	**1,560**	**1,652**	**5,012 (1)**	**1,356**
Taxes on income	(432)	(361)	(321)	(314)	(445)	(444)	(374)
Charges (net of tax) for integration and exit incentives	(13)	(38)	(16)	(83)	(12)	(41)	(20)
Effect of purchase price allocation (net of tax)	(29)	(27)	(26)	(30)	(6)	(5)	(26)
Levies and other charges concerning the banking industry (net of tax)	(102)	(11)	(69)	(377)	(282)	(178)	(179)
Impairment (net of tax) of goodwill and other intangible assets	0	0	0	0	0	0	0
Minority interests	(26)	(72)	(12)	20	(6)	(7)	(26)
Net income	**806**	**901**	**628**	**776**	**901**	**4,337 (1)**	**731**
Net income excluding the public cash contribution	**806**	**901**	**628**	**776**	**901**	**837**	**731**

Note: figures may not add up exactly due to rounding differences. 2016 data restated to reflect Banca ITB (rebranded Banca 5) consolidation

(1) Including public cash contribution of €3.5bn to offset the impact of the acquisition of certain assets of the two former Venetian banks on ISP's capital ratios

Net Fee and Commission Income: Quarterly Development Breakdown

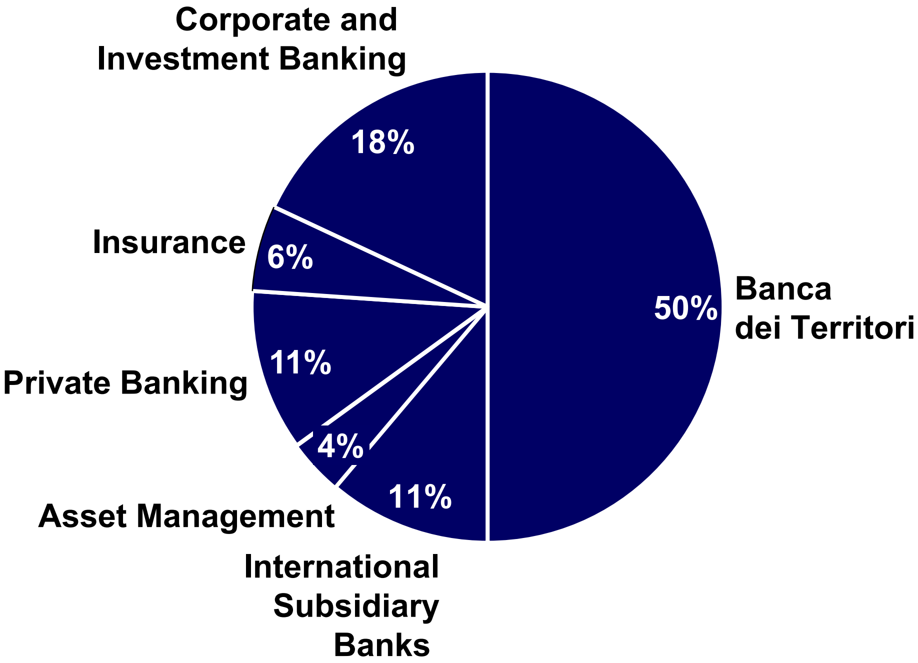
Data excluding components related to the acquisition of the operations of the two former Venetian Banks
€ m

Net Fee and Commission Income	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	3Q17
	Restated						
Guarantees given / received	83	83	90	86	81	86	80
Collection and payment services	92	98	97	103	95	97	97
Current accounts	251	258	255	259	252	253	272
Credit and debit cards	90	94	98	94	83	92	90
Commercial banking activities	**516**	**533**	**540**	**542**	**511**	**528**	**539**
Dealing and placement of securities	91	153	137	143	176	182	142
Currency dealing	10	10	10	11	10	11	10
Portfolio management	493	512	504	546	539	560	568
Distribution of insurance products	327	362	335	362	373	366	380
Other	41	38	47	89	40	39	42
Management, dealing and consultancy activities	**962**	**1,075**	**1,033**	**1,151**	**1,138**	**1,158**	**1,142**
Other net fee and commission income	209	250	183	337	206	210	208
Net fee and commission income	**1,687**	**1,858**	**1,756**	**2,030**	**1,855**	**1,896**	**1,889**

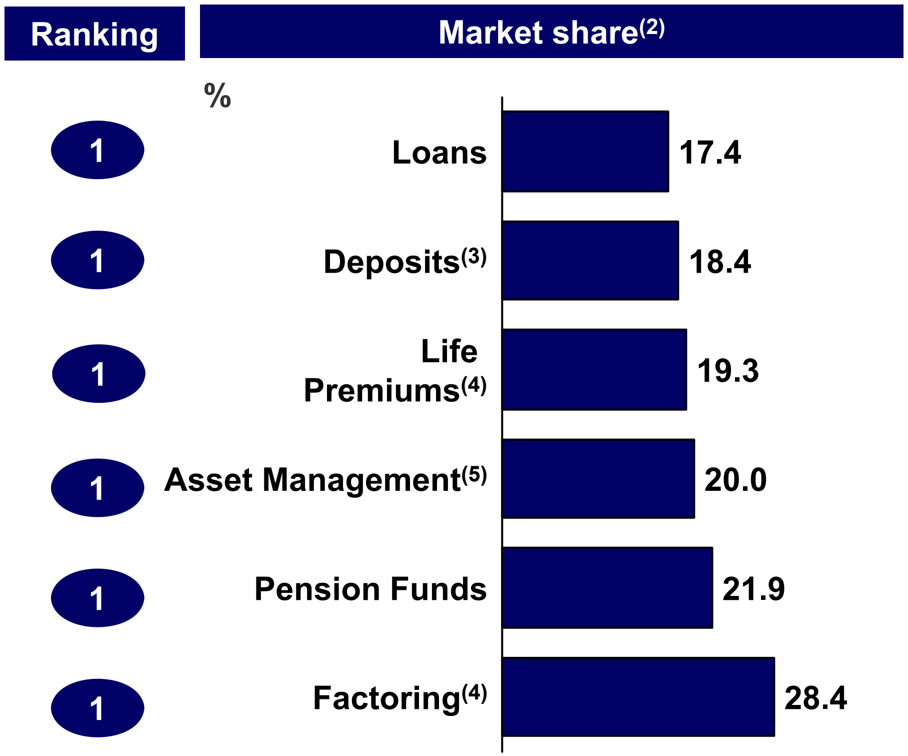
Note: figures may not add up exactly due to rounding differences. 2016 data restated to reflect Banca ITB (rebranded Banca 5) consolidation

Market Leadership in Italy

9M17 Operating Income Breakdown by business area(1)



Leader in Italy (data as of 30.9.17)



Note: figures may not add up exactly due to rounding differences
(1) Excluding Corporate Centre and components related to the acquisition of the operations of the two former Venetian Banks
(2) Including components related to the acquisition of operations of the two former Venetian banks
(3) Including bonds
(4) Data as of 30.6.17
(5) Mutual funds; data as of 30.6.17

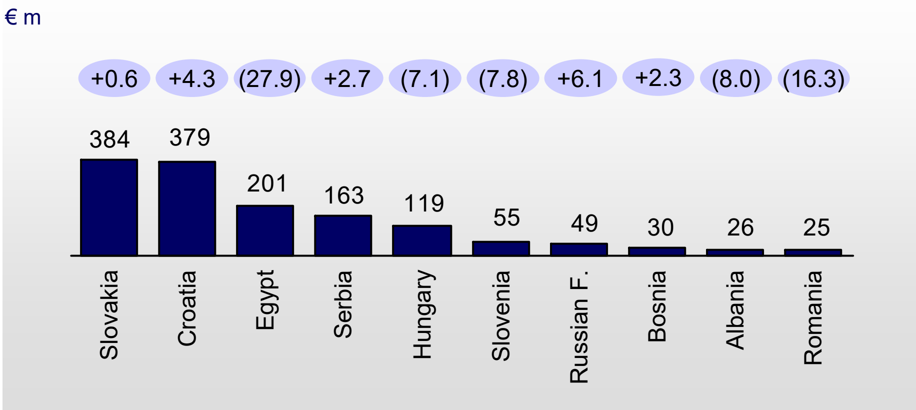
INTESA SANPAOLO

International Subsidiary Banks: Key P&L Data by Country

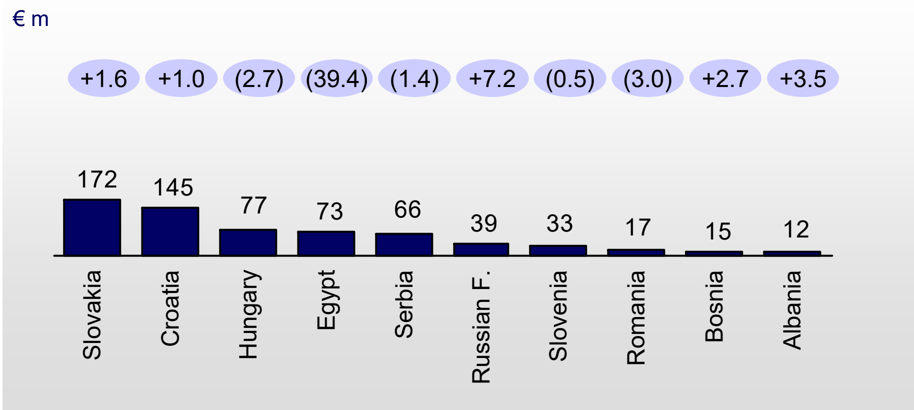
Data as of 30.9.17

(Δ% vs 9M16)

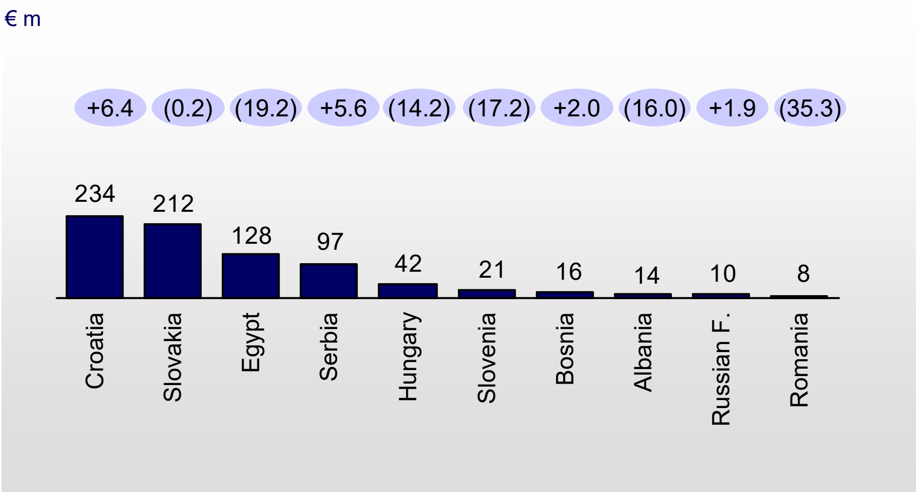
Operating Income



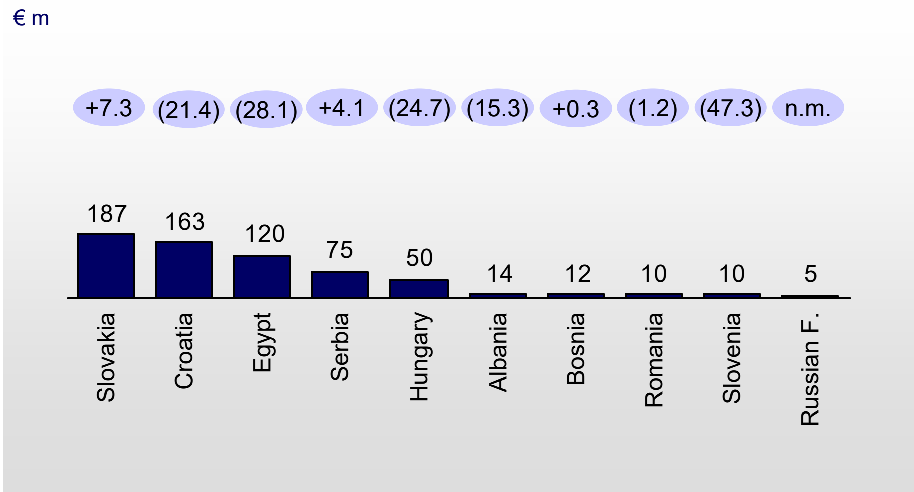
Operating Costs



Operating Margin



Gross Income



Note: excluding the Ukrainian subsidiary Pravex-Bank and the Hungarian ''bad bank'' included in the Capital Light Bank

INTESA SANPAOLO

International Subsidiary Banks by Country: ~7% of the Group's Total Loans

Data as of 30.9.17

	Hungary(*)	Slovakia	Slovenia	Croatia	Serbia	Bosnia	Albania	Romania	Russian F.	CEE Total	Egypt	Total
Oper. Income (€ m)	119	384	55	379	163	30	26	25	49	1,231	201	1,431
% of Group total	***0.9%***	***3.0%***	***0.4%***	***3.0%***	***1.3%***	***0.2%***	***0.2%***	***0.2%***	***0.4%***	***9.7%***	***1.6%***	***11.2%***
Net income (€ m)	30	140	6	122	63	9	11	8	2	392	87	479
% of Group total	***0.5%***	***2.4%***	***0.1%***	***2.1%***	***1.1%***	***0.2%***	***0.2%***	***0.1%***	***0.0%***	***6.7%***	***1.5%***	***8.1%***
Customer Deposits (€ bn)	3.7	12.7	1.9	8.0	3.4	0.7	1.0	0.6	0.5	32.4	2.9	35.4
% of Group total	***0.9%***	***3.0%***	***0.5%***	***1.9%***	***0.8%***	***0.2%***	***0.2%***	***0.2%***	***0.1%***	***7.8%***	***0.7%***	***8.5%***
Customer Loans (€ bn)	2.4	11.8	1.5	6.5	2.6	0.6	0.3	0.6	0.4	26.9	1.5	28.3
% of Group total	***0.6%***	***3.0%***	***0.4%***	***1.7%***	***0.7%***	***0.2%***	***0.1%***	***0.2%***	***0.1%***	***6.9%***	***0.4%***	***7.3%***
Total Assets (€ bn)	5.2	15.2	2.4	10.2	4.8	0.9	1.1	0.9	0.8	41.5	3.6	45.1
% of Group total	***0.7%***	***1.9%***	***0.3%***	***1.3%***	***0.6%***	***0.1%***	***0.1%***	***0.1%***	***0.1%***	***5.3%***	***0.5%***	***5.7%***
Book value (€ m)	701	1,498	269	1,557	1,026	131	131	117	182	5,612	312	5,924
- goodwill/intangibles	*26*	*70*	*4*	*15*	*13*	*2*	*4*	*4*	*9*	*147*	*3*	*150*

Note: figures may not add up exactly due to rounding differences. Excluding the Ukrainian subsidiary Pravex-Bank which is included in the Capital Light Bank
(*) Balance sheet figures incorporate the Hungarian "bad bank" which is included in the Capital Light Bank

International Subsidiary Banks by Country: Loans Breakdown and Coverage

Data as of 30.9.17

	Hungary(*)	Slovakia	Slovenia	Croatia	Serbia	Bosnia	Albania	Romania	Russian F.	CEE Total	Egypt	Total
Performing loans (€ bn)	2.2	11.6	1.4	6.2	2.4	0.6	0.3	0.6	0.4	**25.8**	1.4	**27.2**
of which:												
Retail local currency	41%	57%	47%	27%	24%	26%	15%	32%	6%	**42%**	54%	**43%**
Retail foreign currency	0%	0%	0%	25%	28%	25%	12%	30%	0%	**10%**	0%	**10%**
Corporate local currency	30%	37%	52%	13%	4%	18%	22%	21%	80%	**28%**	28%	**28%**
Corporate foreign currency	29%	6%	1%	35%	45%	31%	51%	18%	14%	**20%**	18%	**20%**
Bad loans(1) (€ m)	44	122	31	83	60	8	6	15	23	**392**	2	**394**
Unlikely to pay(2) (€ m)	118	100	63	281	64	3	14	8	17	**668**	104	**772**
Performing loans coverage	1.9%	0.7%	0.8%	1.2%	0.8%	0.5%	3.7%	1.7%	2.1%	**1.0%**	2.1%	**1.1%**
Bad loans(1) coverage	66%	66%	68%	73%	58%	82%	45%	56%	76%	**68%**	97%	**69%**
Unlikely to pay(2) coverage	50%	39%	35%	33%	49%	50%	36%	33%	47%	**40%**	28%	**39%**
Annualised cost of credit(3) (bps)	n.m.	52	105	148	116	80	n.m.	n.m.	120	**49**	59	**50**

Note: figures may not add up exactly due to rounding differences. Excluding the Ukrainian subsidiary Pravex-Bank which is included in the Capital Light Bank
(*) Including the Hungarian "bad bank" which is included in the Capital Light Bank
(1) *Sofferenze*
(2) Including Past due
(3) Net adjustments to loans/Net customer loans

Common Equity Ratio as of 30.9.17: from Phased-in to Pro-forma Fully Loaded

	~€ bn	~bps
Transitional adjustments		
Reserve shortfall	(0.0)	(2)
Valuation reserves	(0.1)	(5)
Minorities exceeding requirements	(0.0)	(1)
DTA on losses carried forward(1)	0.0	1
Total	**(0.2)**	**(7)**
Deductions exceeding cap(*)		
Total	**0.0**	**3**
(*) as a memo, constituents of deductions subject to cap:		
- Other DTA(2)	1.5	
- Investments in banking and financial companies	0.9	
- Investments in insurance companies(3)	4.7	
RWA from 100% weighted DTA(4)	**(8.6)**	**39**
Effect from the Danish Compromise		0
Total estimated impact		**35**
Pro-forma fully loaded Common Equity ratio		**13.4%**

Note: figures may not add up exactly due to rounding differences

(1) Considering the expected absorption of DTA on losses carried forward (€0.5bn as of 30.9.17)

(2) Other DTA: mostly related to provisions for risks and charges, considering the total absorption of €0.6bn DTA related to the non-taxable public cash contribution of €1,285m covering the integration and rationalisation charges relating to the acquisition of operations of the two former Venetian banks. DTA related to goodwill realignment and adjustments to loans are excluded due to their treatment as credits to tax authorities

(3) Considering the announced distribution of reserves of insurance companies

(4) Considering the total absorption of DTA convertible into tax credit related to goodwill realignment (€5bn as of 30.9.17) and adjustments to loans (€3.6bn as of 30.9.17)

Total Exposure(1) by Main Countries

€ m

	DEBT SECURITIES								LOANS
	Banking Business						Insurance Business (2)	Total	
	L&R	AFS	HTM	CFV	HFT	Total			
EU Countries	**9,503**	**52,855**	**1,955**	**895**	**2,881**	**68,089**	**62,556**	**130,645**	**378,939**
Austria	135	41			298	474	3	477	402
Belgium		364			73	437	188	625	1,039
Bulgaria							83	83	25
Croatia	104	389	2	664	74	1,233	106	1,339	6,674
Cyprus									263
Czech Republic									579
Denmark		53			34	87	32	119	152
Estonia									1
Finland		67			39	106	29	135	18
France	153	4,375		200	469	5,197	1,587	6,784	3,984
Germany	75	6,041			-2,157	3,959	1,461	5,420	3,820
Greece	13					13		13	239
Hungary	42	841	93		188	1,164	35	1,199	2,289
Ireland	42	500			200	742	173	915	465
Italy	8,039	24,028	1,434	19	2,339	35,859	53,651	89,510	307,637
Latvia		9				9		9	46
Lithuania		47				47		47	10
Luxembourg	250	85			140	475	14	489	3,224
Malta									913
The Netherlands	57	250			489	796	893	1,689	4,015
Poland	16	70			3	89	30	119	853
Portugal	155				40	195	9	204	210
Romania		159			1	160	168	328	1,109
Slovakia		300	426		13	739		739	10,504
Slovenia		200				200	7	207	1,510
Spain	236	14,609			447	15,292	2,415	17,707	2,264
Sweden		102			80	182	5	187	147
United Kingdom	186	325		12	111	634	1,667	2,301	26,547
North African Countries		**630**				**630**		**630**	**1,692**
Algeria									13
Egypt		630				630		630	1,644
Libya									5
Morocco									21
Tunisia									9
Japan		**44**			**853**	**897**	**81**	**978**	**499**

Note: including components related to the acquisition of operations of the two former Venetian banks. Figures may not add up exactly due to rounding differences

(1) Exposure to sovereign risks (central and local governments), banks and other customers. Book Value of Debt Securities and Net Loans as of 30.9.17

(2) Excluding securities in which money is collected through insurance policies where the total risk is retained by the insured

Exposure to Sovereign Risks(1) by Main Countries

€ m

	DEBT SECURITIES									LOANS
	Banking Business						Insurance Business (3)	Total	AFS Reserve (4)	
	L&R	AFS	HTM	CFV	HFT (2)	Total				
EU Countries	**6,379**	**49,194**	**1,862**	**664**	**282**	**58,381**	**52,748**	**111,129**	**15**	**15,119**
Austria					266	266	1	267		
Belgium		304			-25	279	5	284		
Bulgaria							61	61		
Croatia	7	389	2	664	74	1,136	90	1,226		1,197
Cyprus										
Czech Republic										
Denmark					10	10		10		
Estonia										
Finland		31			35	66	6	72	1	
France	101	3,824			396	4,321	90	4,411	-4	6
Germany		5,701			-2,382	3,319	594	3,913	-11	
Greece										
Hungary	31	838			190	1,059	35	1,094	9	27
Ireland		153			-3	150	118	268	2	
Italy	6,070	22,642	1,434		1,222	31,368	50,038	81,406	1	13,433
Latvia		9				9		9		46
Lithuania		47				47		47		
Luxembourg		44			20	64		64		
Malta										
The Netherlands					91	91	97	188	1	
Poland	16	70				86	19	105		
Portugal					-4	-4		-4		25
Romania		159			1	160	168	328		
Slovakia		228	426		13	667		667	2	125
Slovenia		190				190	7	197	4	142
Spain	154	14,475			331	14,960	1,318	16,278	12	118
Sweden		3			47	50		50		
United Kingdom		87				87	101	188	-2	
North African Countries		**630**				**630**		**630**	**-1**	
Algeria										
Egypt		630				630		630	-1	
Libya										
Morocco										
Tunisia										
Japan					**676**	**676**		**676**		

Banking Business Government bond duration: ~4.6 years
Adjusted duration due to hedging: ~0.3 years

Note: including components related to the acquisition of operations of the two former Venetian banks. Figures may not add up exactly due to rounding differences
(1) Exposure to central and local governments. Book Value of Debt Securities and Net Loans as of 30.9.17
(2) Taking into account cash short positions
(3) Excluding securities in which money is collected through insurance policies where the total risk is retained by the insured
(4) Net of tax and allocation to insurance products under separate management; referred to all debt securities; almost entirely regarding sovereign risks

Exposure to Banks by Main Countries[1]

€ m

	DEBT SECURITIES								LOANS
	Banking Business						Insurance Business [2]	Total	
	L&R	AFS	HTM	CFV	HFT	Total			
EU Countries	**615**	**2,004**	**93**	**200**	**1,000**	**3,912**	**3,771**	**7,683**	**23,145**
Austria	125	18			31	174		174	258
Belgium		34			98	132	54	186	867
Bulgaria									
Croatia	76					76		76	51
Cyprus									3
Czech Republic									1
Denmark		34			17	51	2	53	72
Estonia									
Finland		10			4	14		14	
France		433		200	23	656	594	1,250	2,304
Germany	6	214			166	386	166	552	1,680
Greece									231
Hungary		3	93			96		96	23
Ireland		72			2	74		74	37
Italy	326	669			273	1,268	1,741	3,009	6,581
Latvia									
Lithuania									7
Luxembourg	60				107	167	1	168	1,493
Malta									878
The Netherlands	22	157			120	299	333	632	217
Poland					3	3		3	156
Portugal					6	6		6	5
Romania									49
Slovakia		72				72		72	
Slovenia		3				3		3	3
Spain		87			55	142	287	429	884
Sweden		70			33	103	2	105	95
United Kingdom		128			62	190	591	781	7,250
North African Countries									**91**
Algeria									
Egypt									65
Libya									
Morocco									21
Tunisia									5
Japan		**10**			**41**	**51**	**57**	**108**	**18**

Note: including components related to the acquisition of operations of the two former Venetian banks. Figures may not add up exactly due to rounding differences
(1) Book Value of Debt Securities and Net Loans as of 30.9.17
(2) Excluding securities in which money is collected through insurance policies where the total risk is retained by the insured

Exposure to Other Customers by Main Countries[(1)]

€ m

	DEBT SECURITIES								LOANS
	Banking Business						Insurance Business [(2)]	Total	
	L&R	AFS	HTM	CFV	HFT	Total			
EU Countries	**2,509**	**1,657**		**31**	**1,599**	**5,796**	**6,037**	**11,833**	**340,675**
Austria	10	23			1	34	2	36	144
Belgium		26				26	129	155	172
Bulgaria							22	22	25
Croatia	21					21	16	37	5,426
Cyprus									260
Czech Republic									578
Denmark		19			7	26	30	56	80
Estonia									1
Finland		26				26	23	49	18
France	52	118			50	220	903	1,123	1,674
Germany	69	126			59	254	701	955	2,140
Greece	13					13		13	8
Hungary	11				-2	9		9	2,239
Ireland	42	275			201	518	55	573	428
Italy	1,643	717		19	844	3,223	1,872	5,095	287,623
Latvia									
Lithuania									3
Luxembourg	190	41			13	244	13	257	1,731
Malta									35
The Netherlands	35	93			278	406	463	869	3,798
Poland							11	11	697
Portugal	155				38	193	9	202	180
Romania									1,060
Slovakia									10,379
Slovenia		7				7		7	1,365
Spain	82	47			61	190	810	1,000	1,262
Sweden		29				29	3	32	52
United Kingdom	186	110		12	49	357	975	1,332	19,297
North African Countries									**1,601**
Algeria									13
Egypt									1,579
Libya									5
Morocco									
Tunisia									4
Japan		**34**			**136**	**170**	**24**	**194**	**481**

Note: including components related to the acquisition of operations of the two former Venetian banks. Figures may not add up exactly due to rounding differences
(1) Book Value of Debt Securities and Net Loans as of 30.9.17
(2) Excluding securities in which money is collected through insurance policies where the total risk is retained by the insured

Disclaimer

“The manager responsible for preparing the company’s financial reports, Fabrizio Dabbene, 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”.

* * *

This presentation includes certain forward looking statements, projections, objectives and estimates reflecting the current views of the management of the Company with respect to future events. Forward looking statements, projections, objectives, estimates and forecasts are generally identifiable by the use of the words “may,” “will,” “should,” “plan,” “expect,” “anticipate,” “estimate,” “believe,” “intend,” “project,” “goal” or “target” or the negative of these words or other variations on these words or comparable terminology. These forward-looking statements include, but are not limited to, all statements other than statements of historical facts, including, without limitation, those regarding the Company’s future financial position and results of operations, strategy, plans, objectives, goals and targets and future developments in the markets where the Company participates or is seeking to participate.

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