



YOUR
CORPORATE
AND
INVESTMENT
BANKING
PARTNER IN THE
GULF.

INTESA  SANPAOLO

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I Intesa Sanpaolo Group at a glance



II CIB Division



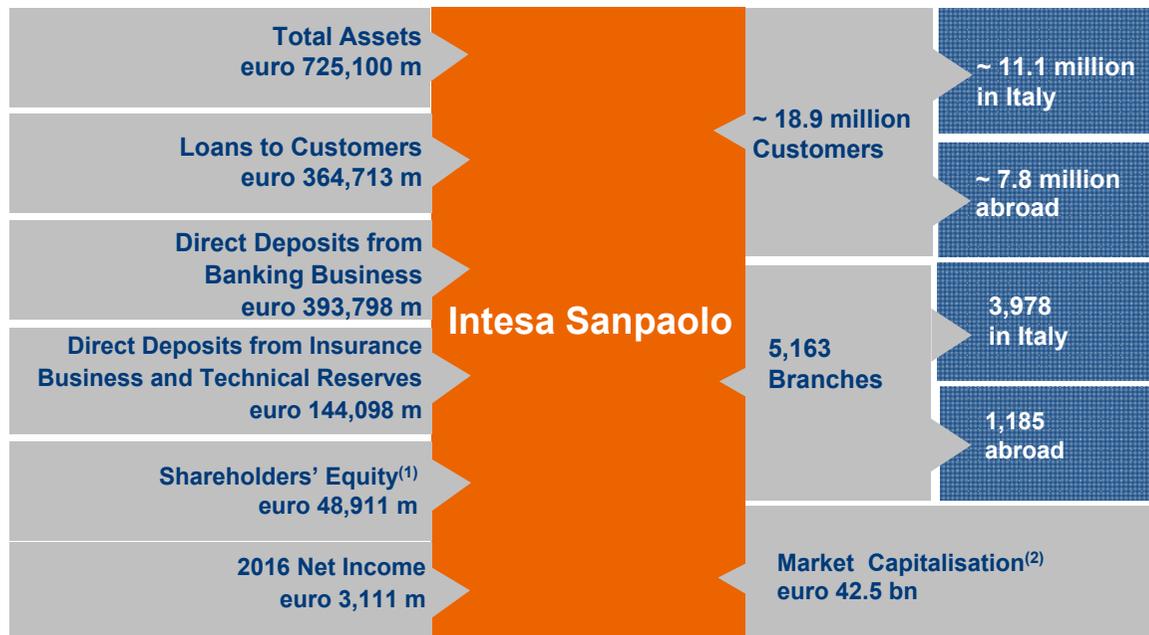
III Our presence in International Markets



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Intesa Sanpaolo Group at a glance

Financial highlights



■ A Bank with sustainable profitability in which operating performance, productivity, risk profile, liquidity and solidity/leverage are carefully balanced.

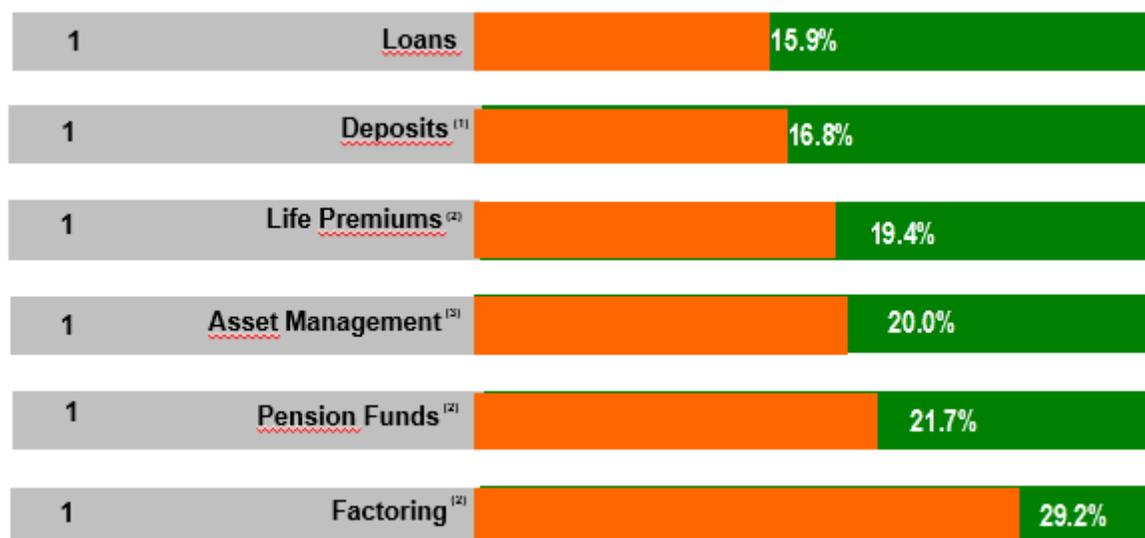
Figures as at 31 December 2016

(1) Including Net Income

(2) As at 28 March 2017

Leadership in Italy built on long-standing relationships with customers

RANKING IN ITALY



- Leader in all segments with a market share of 17% in customer deposits and 16% in customer loans.

Figures as at 31 December 2016

(1) Including bonds

(2) Data as at 30 September 2016

(3) Mutual funds; data as at 30 September 2016

European Scale



EUROZONE RANKING		BANKS' MARKET CAPITALISATION (euro bn)	
		HSBC	149.8
1		Banco Santander	84.0
2		BNP Paribas	77.2
		Sberbank	57.2
		UBS	56.1
		Lloyds Banking Group	55.1
3		ING	53.9
4		BBVA	47.7
		Barclays	44.6
		Nordea Bank	42.6
5		Intesa Sanpaolo	42.5
6		Société Générale	38.4
7		Crédit Agricole	36.2
		Royal B. of Scotland	33.0
8		UniCredit	32.2
		Danske Bank	31.6
		Credit Suisse	28.9
		Standard Chartered	28.5
9		KBC	26.4
		Swedbank	25.8
		Svenska Handelsb.	25.7
10		Deutsche Bank	25.1

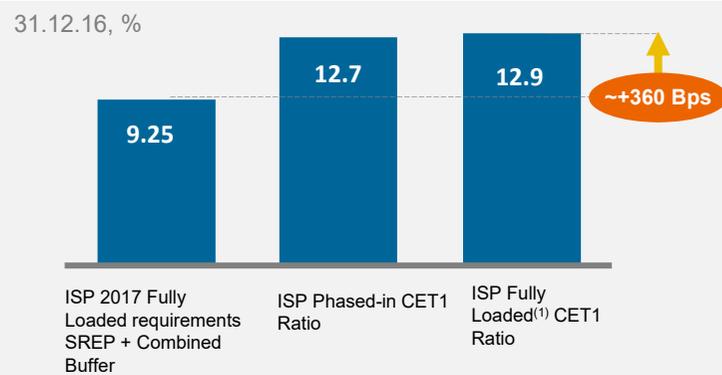
■ Among the top banking groups in the euro zone.

Source: Bloomberg
Prices as at 28 March 2017

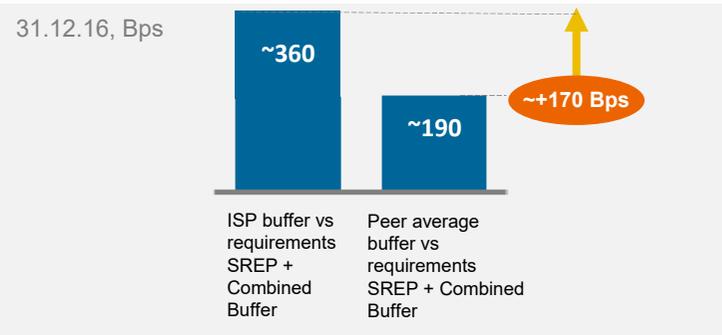
Solid capital base, well ahead of regulatory requirements



ISP CET1 Ratios vs requirements SREP + Combined Buffer



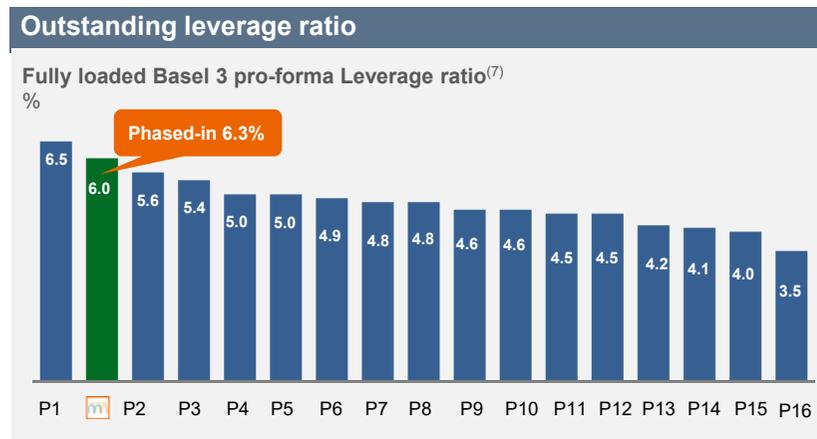
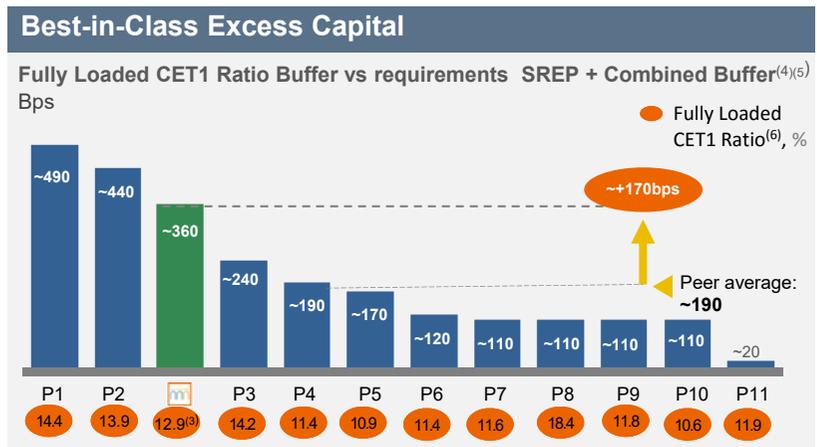
Fully Loaded CET1 Ratio Buffer vs requirements SREP + Combined Buffer⁽²⁾⁽³⁾



- Best-in-class leverage ratio: 6.3%
- ISP is the clear winner of the EBA Stress Test; the only bank above regulatory requirements even in adverse scenarios.

Refer to page 28 for notes

Capital position and leverage vs Peers



Refer to page 28 for notes

Corporate values



**GROWTH IS NOT
JUST A FINANCIAL MATTER.**

- **Aspiring to be a responsible financial intermediary that generates collective value.**
- **Increasing integration of social and environmental accountability issues into business strategy.**

Commitment to innovation

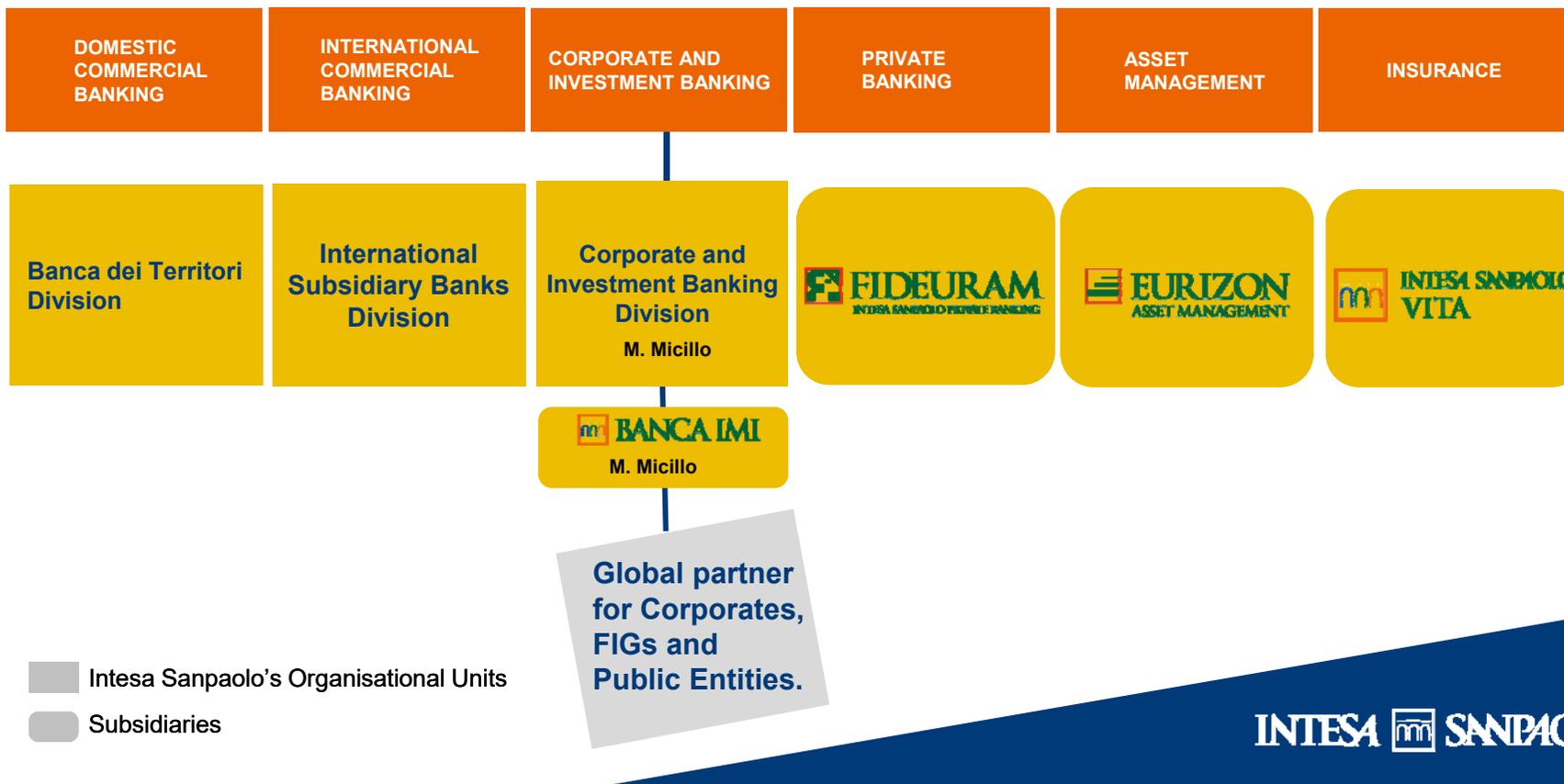


Group's Innovation Centre fully dedicated to:

- follow innovation trends and scout for original ideas at a global scale.
- design and develop innovative solutions for the benefit of Intesa Sanpaolo and its clients.
- contribute to the development of the Circular Economy paradigm as the only financial institution being global partner of the Ellen MacArthur Foundation.

Intesa Sanpaolo Group

A customer-oriented organisation



The Corporate and Investment Banking Division

Global Partner with a long term view

<p>International Department G. Cugno</p>	<p>Global Corporate M. Rottigni</p>	<p>Financial Institutions A. Mayr</p>
<p>Global Transaction Banking S. Favale</p>	<p> BANCA IMI Global Markets M. Mocio</p>	<p> BANCA IMI Strategic & Corporate Finance R. Ruggieri</p>

- Long-standing relationships with domestic and international corporate clients.
- Supporting the balanced and sustainable development of the Group's clients.
- 16,000 clients, out of which 5,000 internationally supported.

- Revenues: 3,385 m€
- Net income 1,448 m€
- Customers Loans⁽¹⁾ 98.2 bn€

(1) Excluding Global Markets



Specialised Industry Teams for Corporate Clients



Oil & Gas Industry	Infrastructure & Real Estate Partners Industry	Retail & Luxury Industry	
Energy & Utilities Industry	Global EPC & Integrated Logistics Industry	Food & Beverage and Distribution Industry	Basic Materials and Healthcare Industry
Automotive & Mechanics Industry	Telecom, Media & Technology Industry	Public Finance Industry	Business Solutions Industry

- Fully dedicated industry teams with high profile bankers.
- Global understanding and in-depth knowledge of industry and corporate strategies.

Specialised Teams for Financial Institutions Group Clients (FIGs)



- Fully dedicated industry teams with high profile bankers.
- Longstanding and profitable cooperation with all major international and domestic banking groups.



Our presence in International Markets

Our mission is growing business everywhere



EUROPE

Direct Branches

- Frankfurt
- Istanbul
- London
- Madrid
- Paris

Representative Offices

- Brussels⁽¹⁾
- Istanbul
- Moscow

AFRICA

Representative Offices ⁽²⁾

- Cairo
- Tunis

Country

- Egypt

Subsidiaries

- Bank of Alexandria

Branches

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Country	Subsidiaries	Branches
Albania	Intesa Sanpaolo Bank Albania	32
Bosnia and Herzegovina	Intesa Sanpaolo Banka Bosna i Hercegovina	53
Croatia	Privredna Banka Zagreb	195
Czech Republic	VUB Banka	1
Hungary	CIB Bank	82
Ireland	Intesa Sanpaolo Bank Ireland	1
Luxembourg	Fideuram	1
	Intesa Sanpaolo Bank Luxembourg	1
Romania	Intesa Sanpaolo Bank Romania	45
Russian Federation	Banca Intesa	36
Serbia	Banca Intesa Beograd	166
Slovakia	VUB Banka	233
Slovenia	Intesa Sanpaolo Bank	52
Switzerland	Intesa Sanpaolo Private Bank (Suisse)	1
The Netherlands	Intesa Sanpaolo Bank Luxembourg	1
Ukraine	Pravex-Bank	95
United Kingdom	Banca IMI	1
	Intesa Sanpaolo Private Banking	1

AMERICA

Direct Branches

- George Town
- New York

Representative Offices

- Santiago
- Washington D.C.

Country	Subsidiaries	Branches
Brazil	Intesa Sanpaolo Brasil	1

ASIA

Direct Branches

- Abu Dhabi
- Doha
- Dubai
- Hong Kong
- Shanghai
- Singapore
- Tokyo

Representative Offices

- Beijing
- Beirut
- Ho Chi Minh City
- Jakarta
- Mumbai
- Seoul

OCEANIA

Representative Offices

- Sydney

Figures as at 31 December 2016

(1) International and Regulatory Affairs

(2) The Casablanca Representative Office was closed on 31 March 2017

A global offer on the International Markets



International Bank acting as:

- major reference in the Area for top multinational players developing business locally
- the “Local Bank abroad” for Italian companies (SMEs and Corporates)
- “gateway” to Italy and Europe for International Corporates and Investors.
- product specialist in local markets

(1) Figures as at 31 December 2016.

An international network of specialists spread across the world serving Corporate Customers...



CORPORATE BANKS		DIRECT BRANCHES		REPRESENTATIVE OFFICES ⁽¹⁾	
 INTESA SANPAOLO BANK IRELAND  INTESA SANPAOLO BRASIL SA  INTESA SANPAOLO BANK LUXEMBOURG	Dubai Hub	Abu Dhabi Doha	Dubai Istanbul	Beirut Cairo	Istanbul Tunis
	Hong Kong Hub	Hong Kong Shanghai	Singapore Tokyo	Beijing Ho Chi Minh City Jakarta	Mumbai Seoul Sydney
	London Hub	Frankfurt London	Madrid Paris Warsaw	Moscow	
	New York Hub	George Town	New York	Santiago Washington D.C.	

Figures as at 31 December 2016

(1) The Representative Offices include International and Regulatory Affairs in Brussels. The Casablanca Representative Office was closed on 31 March 2017

...offering tailored solutions supporting global business development



ENHANCED PLATFORM OF PRODUCTS AND SERVICES

TAILORED CIB SOLUTIONS

- Cash Management
- Securities Services
- Trade Finance and Trade Services
- Structured Export Finance
- Structured Receivables Financing/Factoring
- Liquidity and hedging of financial risks
- Short Term Financing
- Medium-long Term Financing
- Structured Finance
- Investment Banking
- Capital Markets

- Ensuring advanced specialist support to clients in domestic and international activities.
- Supporting global value chains and business flows.
- Committed to fit sophisticated industry and customer financial needs.

Our activities in the Arabic Gulf

Strategic presence in Middle East, Turkey and North Africa



The Dubai Hub develops growth strategies for the Bank in the Arabic Gulf, Middle East, Turkey and North Africa.

The only Italian bank that runs full branches in the region.

-  Hub Branch
-  Branch
-  Representative Office
-  Alexbank

International bridge for Corporates and FIGs



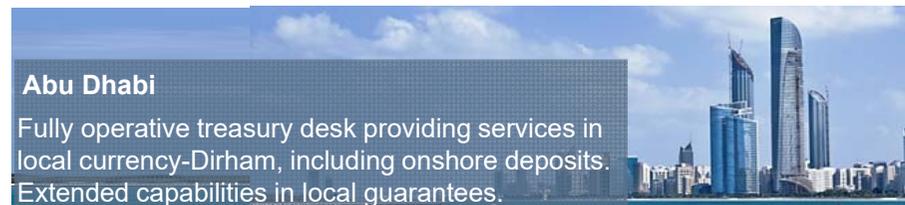
Acting as:

- a link between Europe and the region.
- a local “gateway” to global markets.
- actively contributing to all Group’s major CIB deals and operations throughout Middle East, Turkey and Africa.

Supporting:

- european and International companies interested in developing their activity in the region.
- local corporates and financial investors seeking investment opportunities and partnerships in Europe and overseas.
- FIGs willing to develop trade relationships.
- Sovereign and quasi-Sovereign entities looking to develop and enhance funding and hedging strategies.

Dubai Hub Branch: a comprehensive banking platform



- **4 Branches working seamlessly to serve customer needs in the region.**
- **Local specialised teams committed to deliver tailored solutions for domestic and international clients.**
- **Strongly integrated with the ISP regional network and fully coordinated within the Group to enhance specialist and territorial expertise.**
- **All main group banking and financial products available, including online transactional platform.**

Dubai Hub Branch



- The first Italian bank to operate in the Gulf.
- Established in the DIFC since 2008.
- Coordinating the commercial and operational activity of ISP branches and representative offices in the region.
- Liaising with ISP Italian and international network and the Group's investment banking arm, Banca IMI.
- Offering local strategic support to regional Sovereign Wealth Funds.

Abu Dhabi Branch



- **First and sole Italian Bank with operative on-shore branch in the UAE.**
- **Completing and enhancing the Intesa Sanpaolo banking platform for the UAE.**
- **Fully equipped transactional banking capabilities.**
- **Acting as a «local player» to support the growth and diversification of trade flows and investments in the UAE.**

Doha QFC Branch



- Strategic enhancement of ISP presence in the Gulf.
- Contributing to the growing relationship links between Qatar and Italy.
- Supporting the growth and diversification of trade flows and investments in Qatar.

Key target industries in the region



EXPERIENCED, SPECIALISED AND FULLY DEDICATED INDUSTRY TEAMS.

- **Oil and Gas**
Renewable Energies and Mechanics
Long track-record of sophisticated financial products and solutions delivered to major international corporations and cross-border projects.
- **Fashion and Luxury**
 - Long-standing relationships with the main International and Italian companies, from major brands to exclusive handcraft producers.
 - Reference bank to develop and foster partnerships between Arabian Gulf and Italian companies.
- **Infrastructure**
Global EPC and Integrated Logistics
Active player in major infrastructure projects through our network of project finance teams.



Alexbank, Group's Subsidiary in Egypt



 **ALEXBANK**
بنك الإسكندرية
A strong partner.

An increasing role in the region



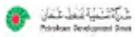
USD 750 M
5y Senior Secured Term Loan Facility
Lender
July 2016 (on going)



USD 182.4M
Cross Currency Swap ¥/\$
Hedge Provider
June 2016



5Y USD 5BN
Senior Revolving, Term Loan and Murabaha Facilities
Global Coordinator
Bookrunner and MLA
June 2016



USD 4,000 M
5y Senior Secured Pre-export Financing Facility
Global Coordinator
Active Bookrunner
Documentation Bank
June 2016



USD 3,600 M
5y Club Deal RCF & Term Loan Facility
Bookrunner & MLA
April 2016



USD 4BN
Global Medium Term Note Programme
Banca IMI as Joint Lead Manager and Active Bookrunner
November 2016

- Increasingly active in structuring transactions and underwriting big tickets to support local clients.
- 60% yearly growth of business activities in the last three years.

Our contacts



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Notes.

- (1) Pro-forma fully loaded Basel 3 (31.12.16 financial statements considering the total absorption of DTA related to goodwill realignment/adjustments to loans and the expected absorption of DTA on losses carried forward); including estimated benefits from the Danish Compromise (14bps)
- (2) Calculated as the difference between the Fully Loaded Common Equity ratio vs requirements SREP + Combined Buffer; only top European banks that have communicated their SREP requirement
- (3) Sample: BBVA, Deutsche Bank, ING, Nordea and Santander (31.12.16 data); BNP Paribas, BPCE, Commerzbank, Crédit Agricole Group, Société Générale and UniCredit (30.9.16 data); Data may not be fully comparable due to different estimates hypothesis. Source: Investors' Presentations, Press Releases, Conference Calls
- (4) Sample: BBVA, Deutsche Bank, ING, Nordea and Santander (31.12.16 data); BNP Paribas, BPCE, Commerzbank, Crédit Agricole Group, Société Générale and UniCredit (30.9.16 data); Data may not be fully comparable due to different estimates hypothesis. Source: Investors' Presentations, Press Releases, Conference Calls
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- (7) Sample: BBVA, Deutsche Bank, ING, Nordea, Santander and UBS (31.12.16 pro-forma data); Barclays, BNP Paribas, BPCE, Commerzbank, Credit Suisse, HSBC, Lloyds Banking Group, Société Générale, Standard Chartered and UniCredit (30.9.16 pro-forma data); 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