



Italian Leader with a European Scale

Updated as at 1 March 2024

The history of Intesa Sanpaolo



(1) Intesa Sanpaolo acquired control of UBI Banca on 5 August 2020 and merged it by incorporation on 12 April 2021

Italian banking leader of European scale

The Leader in Italy

- Leader in all segments with a market share of 22% in customer deposits and 18% in customer loans
- Leadership in most attractive products
- Strong capital base and asset quality

Unique Customer Reach

- Largest domestic network: over 3,300 branches serving 13.6 million clients, and 15% market share⁽¹⁾
- Best branch footprint making the Group truly nationwide: market share $\geq 12\%$ ⁽¹⁾ in 16 out of 20 regions
- High penetration of local markets: market share $\geq 5\%$ ⁽¹⁾ in 105 out of 107 provinces

Strategic International Presence

- Strategic international presence, with over 900 branches and 7.2 million customers, comprising subsidiaries operating in commercial banking in 12 countries in Central Eastern Europe and Middle Eastern and North African areas and an international network of specialists in support of corporate customers across 25 countries, in particular in the Middle East and North Africa and in those areas where Italian companies are most active

Figures as at 31 December 2023

(1) Bank of Italy criteria, figures as at 30 September 2023

Solid value creation for all stakeholders

Clients	<ul style="list-style-type: none"> ■ A Bank that supports the real economy and is a Wealth Management, Protection & Advisory leader ■ An omnichannel Bank with a fintech perspective
Shareholders	<ul style="list-style-type: none"> ■ Strong and sustainable value creation and distribution to shareholders ■ Over the time horizon of the 2022-2025 Business Plan: a cash dividend distribution was envisaged corresponding to a payout ratio, based on the consolidated net income, of 70% each year of the Plan; a buyback of 3.4 billion euro was approved at the Shareholders' Meeting and authorised by the ECB (amount equivalent to the suspended 2019 dividend), executed for an initial outlay of 1.7bn euro from 4 July 2022 to 11 October 2022 and for the remaining outlay of 1.7bn euro from 13 February 2023 to 4 April 2023; for the 2022 results, cash interim dividends of 1.4bn euro paid in November 2022 and cash remaining dividends of 1.6bn euro paid in May 2023, for a total dividend distribution of 3bn euro. For the 2023 results, cash interim dividends of 2.6bn euro paid in November 2023 and cash remaining dividends of 2.8bn euro proposed. In 2024, intention to execute a buyback equal to around 55bps of Common Equity Tier 1 ratio as at 31 December 2023, to be launched in June, subject to approvals from the ECB and the Shareholders' Meeting
Group People	<ul style="list-style-type: none"> ■ Empowerment and motivation of the Group's people, who are its most important asset: hybrid physical-remote way of working to offer maximum flexibility, initiatives to improve wellbeing and safety, reskilling/redeployment programmes, best-in-class training particularly on critical capabilities for both the digital and the ecological transition, promotion of an inclusive and diverse environment, incentive plans (including long-term) to foster individual entrepreneurship
Society and Environment	<ul style="list-style-type: none"> ■ Significant ESG commitment of Intesa Sanpaolo, with a world-class position in Social Impact and strong focus on climate ■ A Bank that provides support to address social needs, is focused on financial inclusion, has a commitment to culture, promotes innovation, and supports clients in the ESG/climate transition specifically through sustainable lending and ESG investment and insurance products ■ Intesa Sanpaolo is committed to achieving net-zero emissions by 2030 in terms of own emissions and by 2050 in terms of loan and investment portfolios, asset management and insurance. The Group has joined the NetZero Banking Alliance (NZBA), the Net Zero Asset Managers Initiative (NZAMI), the Net Zero Asset Owner Alliance (NZAOA) and the Net Zero Insurance Alliance (NZIA)

The Group at a glance: Financial Highlights

Total Assets euro 963,570 m	Intesa Sanpaolo	~ 20.8 million Customers	~ 13.6 million in Italy
Loans to Customers euro 429,540 m			~ 7.2 million abroad
Direct Deposits from Banking Business euro 576,136 m		4,259 Branches	3,323 in Italy
Direct Deposits from Insurance Business euro 172,746 m			936 abroad
Shareholders' Equity⁽¹⁾ euro 63,963 m		Market Capitalisation⁽²⁾ euro 53.7 bn	
2023 Net Income euro 7,724 m			

Figures as at 31 December 2023

(1) Including Net Income

(2) As at 29 February 2024

The Group at a glance: Ratings

Fitch Ratings

Long-term senior preferred (unsecured)
Short-term
Viability
Outlook LT senior preferred (unsecured)

BBB
F2
bbb
Stable

Moody's

Long-term senior preferred (unsecured)
Short-term
Outlook LT senior preferred (unsecured)

Baa1
P-2
Stable

Morningstar DBRS

Long-term senior preferred (unsecured)
Short-term
Trend LT senior preferred (unsecured)
Trend Short-term

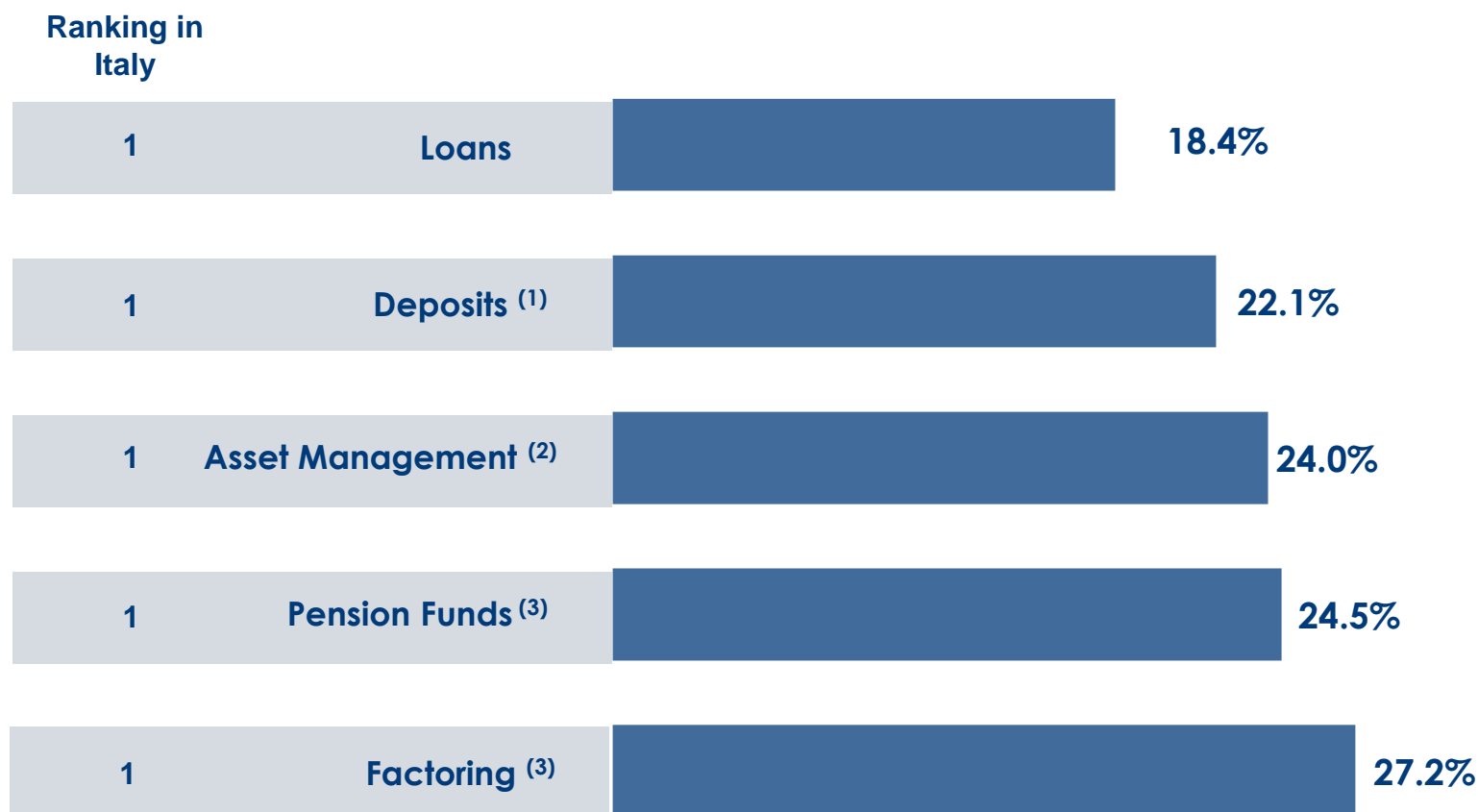
BBB (high)
R-1 (low)
Stable
Stable

S&P Global Ratings

Long-term senior preferred (unsecured)
Short-term
Outlook LT senior preferred (unsecured)

BBB
A-2
Stable

Leadership in Italy built on long-standing relationships with customers



Figures as at 31 December 2023

(1) Including bonds

(2) Mutual funds; figures as at 30 September 2023

(3) Figures as at 30 September 2023

European scale

EUROZONE RANKING

BANKS' MARKET CAPITALISATION (euro bn)

	HSBC	136.8
	UBS	91.4
1	BNP Paribas	63.5
2	Banco Santander	60.9
3	Intesa Sanpaolo	53.7
4	BBVA	53.6
5	UniCredit	53.2
6	ING	44.4
7	Nordea Bank	39.4
8	Crédit Agricole	38.2
	Lloyds Banking Group	34.9
9	CaixaBank	31.3
	SEB	29.4
	Barclays	29.1
	DNB	28.6
10	KBC	27.1
11	Deutsche Bank	25.2
	NatWest	24.4
	Danske Bank	23.4
	Swedbank	23.0
	Svenska Handelsb.	22.0
	Standard Chartered	20.7
12	Société Générale	18.0
	PKO Bank Polski	16.1
13	Erste Bank	15.5

Source: Bloomberg
Prices as at 29 February 2024

Corporate Governance: Board of Directors, Management Control Committee and Internal Committees

Board of Directors and Management Control Committee appointed on 29/04/2022

Gian Maria Gros-Pietro	Chair
Paolo Andrea Colombo	Deputy Chair ^{(2) (3)}
Carlo Messina ⁽¹⁾	Managing Director and CEO
Franco Ceruti	Director
Paola Tagliavini	Director ^{(2) (3)}
Liana Logiurato	Director ⁽³⁾
Luciano Nebbia	Director
Bruno Picca	Director ⁽²⁾
Livia Pomodoro	Director ⁽³⁾
Maria Alessandra Stefanelli	Director ⁽³⁾
Bruno Maria Parigi	Director ⁽³⁾
Daniele Zamboni ⁽⁴⁾	Director ^{(2) (3)}
Maria Mazzarella ⁽⁴⁾	Director ⁽³⁾
Anna Gatti ⁽⁴⁾	Director ⁽³⁾
Fabrizio Mosca	Director and MCC member ^{(2) (3)}
Milena Teresa Motta	Director and MCC member ^{(2) (3)}
Maria Cristina Zoppo	Director and MCC member ^{(2) (3)}
Alberto Maria Pisani ⁽⁴⁾	Director and MCC Chair ^{(2) (3)}
Roberto Franchini ⁽⁴⁾	Director and MCC member ^{(2) (3)}

Nomination Committee

Livia Pomodoro	Chair ⁽³⁾
Paolo Andrea Colombo	Member ^{(2) (3)}
Gian Maria Gros-Pietro	Member
Maria Mazzarella ⁽⁴⁾	Member ⁽³⁾
Bruno Picca	Member ⁽²⁾

Remuneration Committee

Paolo Andrea Colombo	Chair ^{(2) (3)}
Franco Ceruti	Member
Anna Gatti ⁽⁴⁾	Member ⁽³⁾
Liana Logiurato	Member ⁽³⁾
Luciano Nebbia	Member

Risks and Sustainability Committee

Paola Tagliavini	Chair ^{(2) (3)}
Franco Ceruti	Member
Bruno Picca	Member ⁽²⁾
Bruno Maria Parigi	Member ⁽³⁾
Daniele Zamboni ⁽⁴⁾	Member ^{(2) (3)}

Committee for Transactions with Related Parties

Daniele Zamboni ⁽⁴⁾	Chair ^{(2) (3)}
Liana Logiurato	Member ⁽³⁾
Paola Tagliavini	Member ^{(2) (3)}
Maria Mazzarella ⁽⁴⁾	Member ⁽³⁾
Maria Alessandra Stefanelli	Member ⁽³⁾

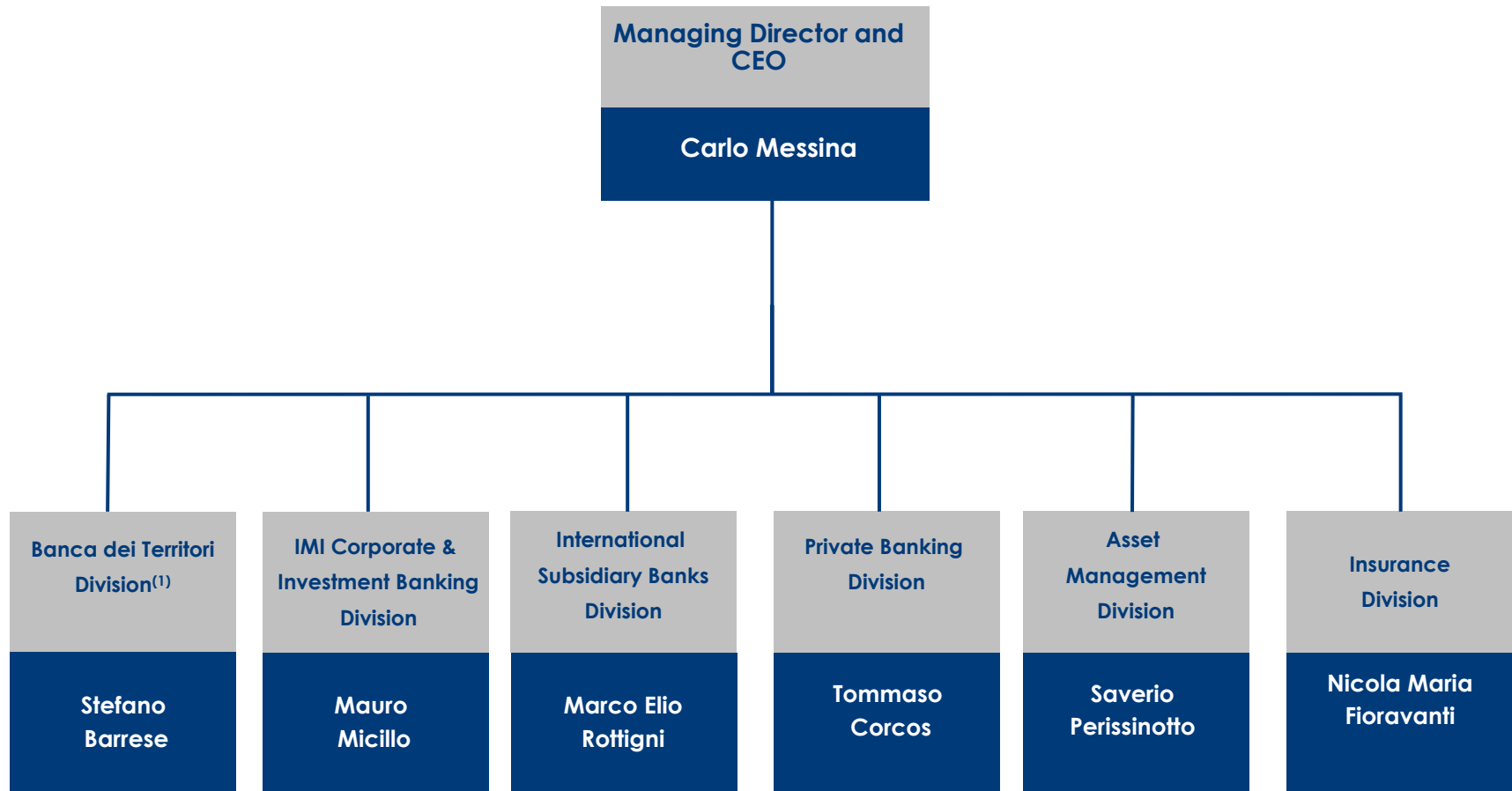
(1) Was appointed Managing Director and CEO by the Board of Directors on 29 April 2022. He is the only executive director on the Board

(2) Is enrolled on the Register of Statutory Auditors and has practiced as an auditor or been a member of the supervisory body of a limited company

(3) Meets the independence requirements pursuant to Article 13.4.3 of the Articles of Association, the Corporate Governance Code, Article 148, paragraph 3 of the Consolidated Law on Finance (TUF), and banking regulations

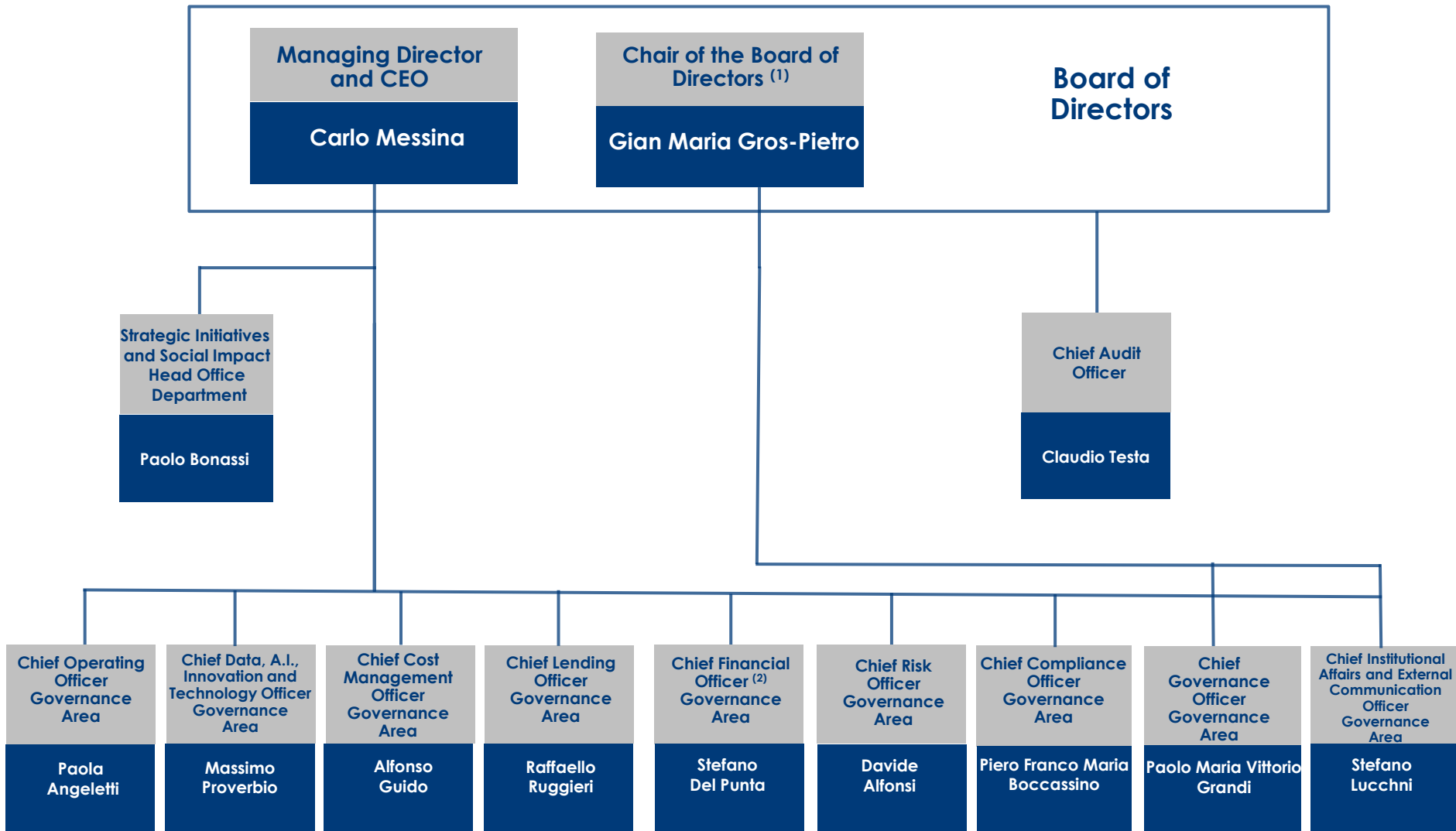
(4) Is a representative of the Minority Slate

A customer-oriented organisation



(1) Domestic Commercial Banking

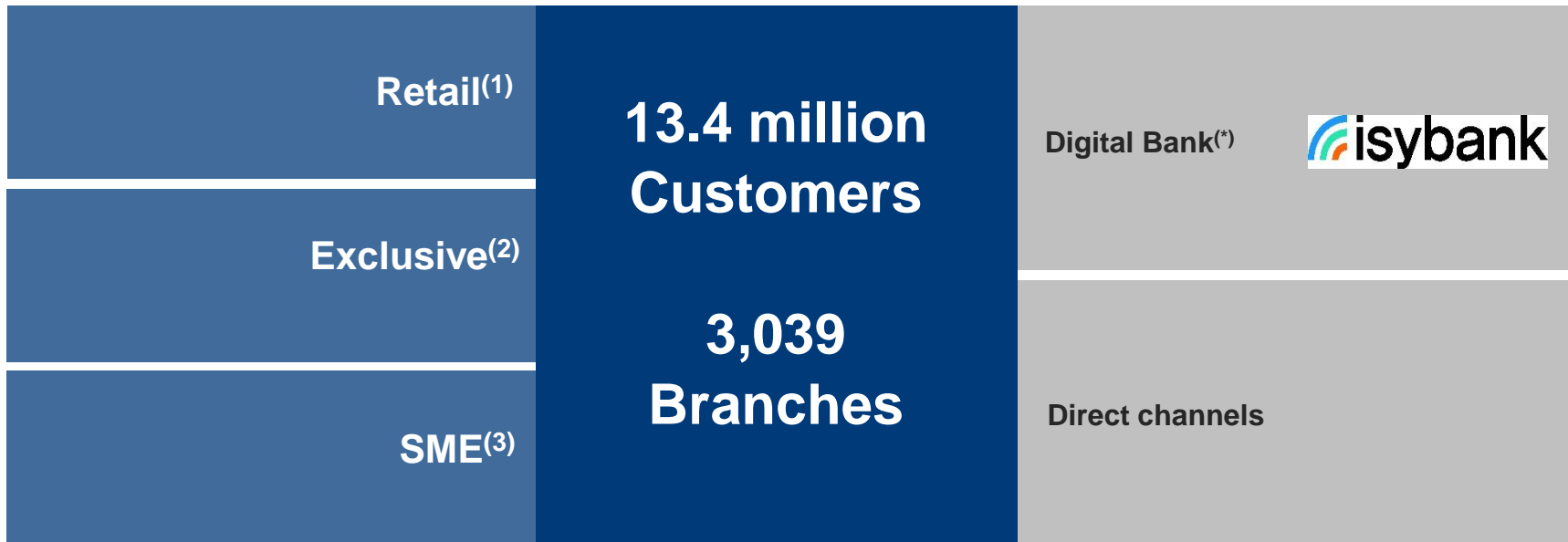
Central Structures



(1) Chair's Technical Secretariat (G. Paladino) reports to the Chair of the Board of Directors

(2) The Chief Financial Officer Governance Area includes the Manager responsible for preparing the Company's financial reports

The Banca dei Territori Division



Focus on the market and centrality of the territory for stronger relations with individuals, small and medium-sized enterprises and non-profit entities

Figures as at 31 December 2023

(1) Retail customers: individuals and enterprises with less complex financial needs

(2) Exclusive customers: individuals with more complex financial needs

(3) Enterprise customers: enterprises with more complex financial needs (generally, Small and Medium Enterprises)

(*) The subsidiary also operates in instant banking through Mooney (the partnership with the ENEL Group)

The Banca dei Territori Division

Retail Exclusive

2,468 branches dedicated to
13.1 million Retail and Exclusive
customers

SME

250 branches dedicated to
180,000 SME customers ⁽¹⁾, 224
branches dedicated to 75,000
customers in the agribusiness sector
and 97 branches
serving 96,000 Non-profit customers

Figures as at 31 December 2023

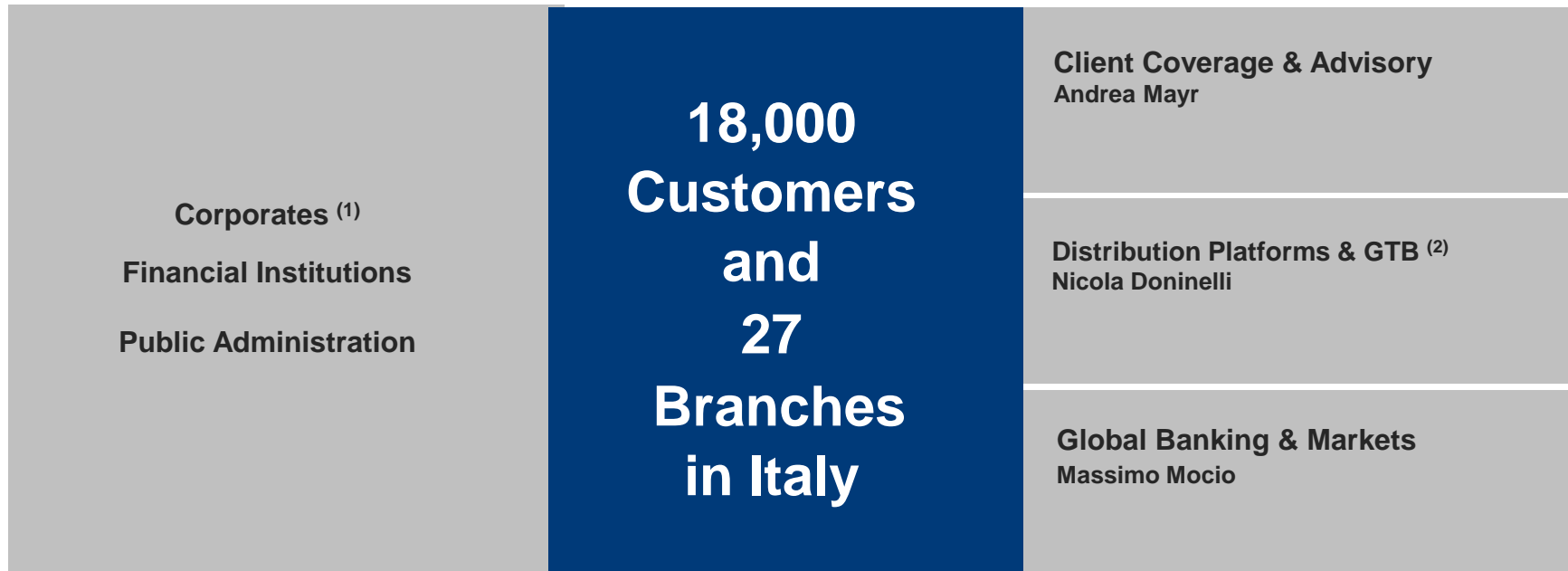
(1) Including SME Finance activity (industrial credit, leasing and factoring)

The Banca dei Territori Division: 12 Regional Governance Centres

GOVERNANCE CENTRES	MANAGER	BRANCHES
North Lombardia	Daniele Fulvio Pastore	191
South Lombardia	Marco Franco Nava	172
Milano, Monza and Brianza	Pierluigi Monceri	220
North Piemonte, Valle d'Aosta and Sardegna	Stefano Cappellari	247
South Piemonte and Liguria	Andrea Perusin	190
West Veneto and Trentino-Alto Adige	Cristina Balbo	241
East Veneto and Friuli-Venezia Giulia	Francesca Nieddu	204
Emilia Romagna and Marche	Alessandra Florio	311
Toscana and Umbria	Tito Nocentini	313
Lazio and Abruzzo	Roberto Gabrielli	297
Basilicata, Puglia and Molise	Alessandra Modenese	235
Campania, Calabria and Sicilia	Giuseppe Mario Nargi	418

Figures as at 31 December 2023

IMI Corporate & Investment Banking Division







A global partner for corporates, financial institutions and public administration, including internationally through a specialist network of branches, representative offices, and subsidiaries focused on corporate banking

Figures as at 31 December 2023

- (1) Grouped, in accordance with a sector-based model, in the following 8 industries: Automotive & Industrials; Basic Materials & Healthcare; Energy; Food & Beverage and Distribution; Retail & Luxury; Telecom, Media & Technology; Infrastructure; Real Estate
- (2) Including IMI CIB International Network (Foreign branches, representative offices and corporate banks)

IMI Corporate & Investment Banking Division

The international network spread across 25 countries

CORPORATE BANKS		DIRECT BRANCHES		REPRESENTATIVE OFFICES ⁽²⁾
 INTESA SANPAOLO  INTESA SANPAOLO  INTESA SANPAOLO  BANCA INTESA ⁽¹⁾	European Hub (Milan)	Amsterdam Frankfurt Madrid	Paris Warsaw	
	UK & MEA	Abu Dhabi Doha Dubai	Istanbul London	Beirut Cairo
	Asia Pacific	Hong Kong Shanghai Singapore	Sydney Tokyo	Beijing Ho Chi Minh City Jakarta Mumbai Seoul
	USA & Americas	New York		Washington D.C.

Figures as at 31 December 2023

(1) Russian Federation

(2) The Representative Offices include European Regulatory & Public Affairs in Brussels

IMI Corporate & Investment Banking Division

Commercial & Transaction Banking

Loans & Guarantees

Trade Finance

Leasing

Merchants Services & Cards

Factoring & Confirming

Securities Services

Cash Management

IMI Corporate & Investment Banking Division

Capital Markets, Investment Banking and Structured Finance

Capital Markets

Markets

Equity

Fixed Income

Commodities

Foreign Exchange

Investment products for
distribution

Solutions

Hedging Solutions

Investment & Liquidity
Solutions

Loan Management &
Advisory

Loan Syndication

Risk Transfer &
Financing

Securitization

Solutions & Financing

Investment Banking and Structured Finance

M&A Advisory

Equity Capital Markets

Debt Capital Markets

Structured Finance

The International Subsidiary Banks Division

Albania



Bosnia and Herzegovina



Croatia



Czech Republic



Egypt



Hungary



**7.2 million
Customers
and
884 Branches
in 12 countries**

Moldova



Romania



Serbia



Slovakia



Slovenia



Ukraine








Strategic international presence in commercial banking in Central Eastern Europe and Middle Eastern and North African areas

The International Subsidiary Banks Division

Country	Bank	Manager	Total Assets (euro m)	Ranking (by Total Assets)	Branches	Customers
Albania	 INTESA SANPAOLO BANK Albania	Alessandro D'Oria	1,884	4	35	251,000
Bosnia and Herzegovina	 INTESA SANPAOLO BANKA Bosna i Hercegovina	Marco Trevisan	1,341	6	43	154,000
Croatia	 PRIVREDNA BANKA ZAGREB	Dinko Lucić	16,351	2	142	1,656,000
Egypt	 ALEXBANK بنك الإسكندرية	Dante Campioni	4,861	6	173	1,865,000
Hungary	 CIB BANK	Pál Simák	8,665	8	60	456,000
Moldova	 EXIMBANK	Marco Santini	269	7	17	64,000

Figures as at 31 December 2023

The International Subsidiary Banks Division

Country	Bank	Manager	Total Assets (euro m)	Ranking (by Total Assets)	Branches	Customers
Romania	 INTESA SANPAOLO BANK Romania	Paolo Vivona	1,492		34	53,000
Serbia	 BANCA INTESA Beograd	Darko Popovic	8,198	1	143	1,400,000
Slovakia	 VÚB BANKA	Jozef Kausich	24,419	2	157	1,047,000
Slovenia	 INTESA SANPAOLO BANK Slovenia	Luigi Fuzio	3,992	4	40	172,000
Ukraine	 PRAVEX BANK	Gianluca Corrias	190 ⁽¹⁾		40	75,000

Figures as at 31 December 2023

(1) Figure as at 30 September 2023 (at the exchange rate as at 31 December 2023)

The Private Banking Division



The Division serves the customer segment consisting of Private clients and High Net Worth Individuals with the offering of products and services tailored for this segment. Its international business is carried out including through the Reyl Intesa Sanpaolo hub

Figures as at 31 December 2023

(1) The parent company Fideuram - Intesa Sanpaolo Private Banking ("Fideuram") controls Intesa Sanpaolo Private Banking, IW Private Investments, SIREF Fiduciaria, Intesa Sanpaolo Wealth Management, Reyl Intesa Sanpaolo, Fideuram - Intesa Sanpaolo Private Banking Asset Management and Fideuram Asset Management Ireland

The Asset Management Division



Asset management solutions targeted at the Group's customers, commercial networks outside the Group, and the institutional clientele

Figures as at 31 December 2023

(1) The parent company Eurizon Capital SGR controls Eurizon Capital S.A., Epsilon SGR, Eurizon Asset Management Slovakia, Eurizon Asset Management Hungary, Eurizon Asset Management Croatia, Eurizon Capital Real Asset SGR, Eurizon SLJ Capital LTD and Eurizon Capital Asia Limited

The Insurance Division

Insurance



INTESA SANPAOLO
VITA



FIDEURAM
VITA



INTESA SANPAOLO
ASSICURA



INTESA SANPAOLO
RBM SALUTE



INTESA SANPAOLO
INSURANCE AGENCY



In Salute
SERVIZI

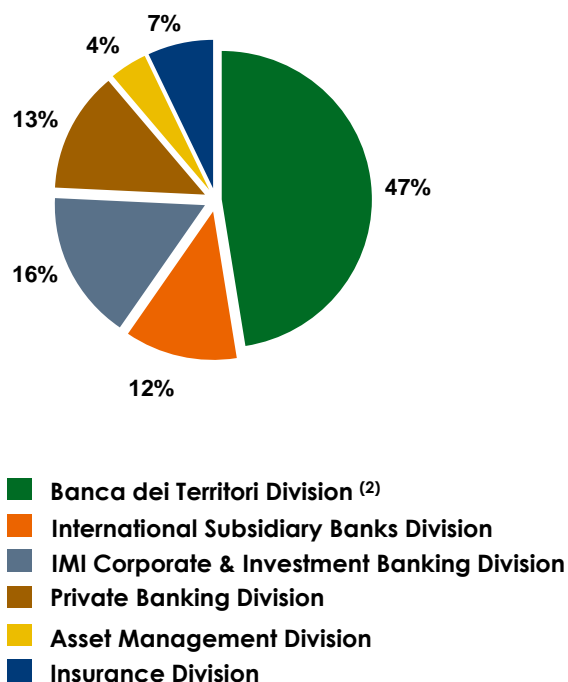
**173 billion euro
Direct Deposits**

Insurance and pension products tailored for the Group's clients

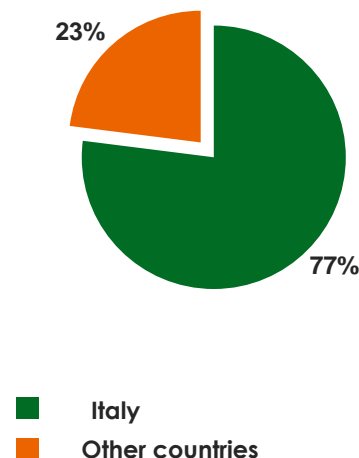
Breakdown of consolidated results as at 31 December 2023

Operating Income

Breakdown
by Business Area ⁽¹⁾



Breakdown
by Geographical Area ⁽³⁾



Figures may not add up exactly due to rounding differences

(1) Excluding the Corporate Centre

(2) Domestic Commercial Banking

(3) Figures as at 30 June 2023

The Group Italian network

NORTH WEST

Intesa Sanpaolo		Subsidiaries	
Branches	Company	Branches	
963	Fideuram	107	

NORTH EAST

Intesa Sanpaolo		Subsidiaries	
Branches	Company	Branches	
641	Fideuram	61	

CENTRE

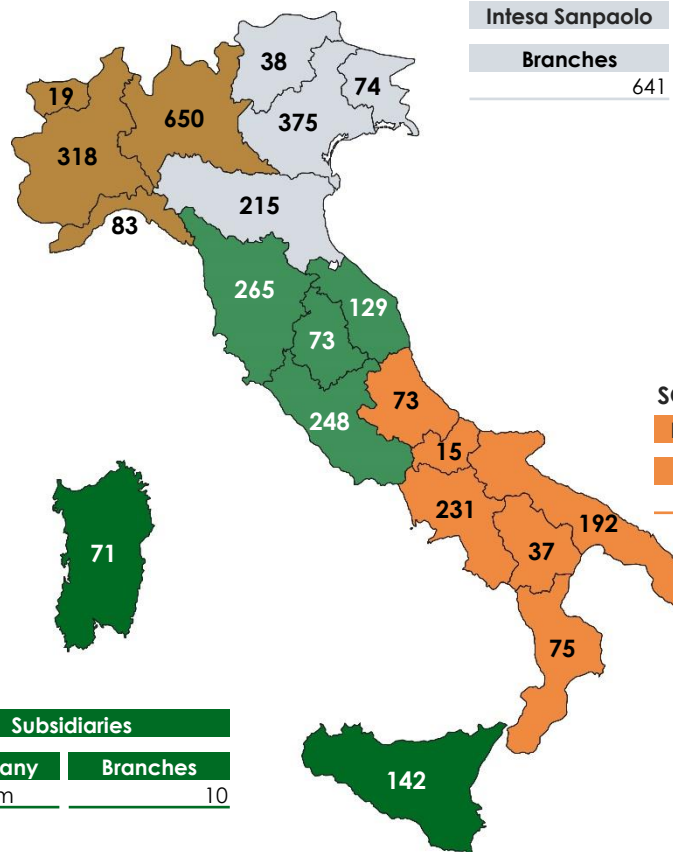
Intesa Sanpaolo		Subsidiaries	
Branches	Company	Branches	
669	Fideuram	46	

SOUTH

Intesa Sanpaolo		Subsidiaries	
Branches	Company	Branches	
590	Fideuram	33	

ISLANDS

Intesa Sanpaolo		Subsidiaries	
Branches	Company	Branches	
203	Fideuram	10	



Figures as at 31 December 2023

The Group product companies in Italy ⁽¹⁾

Wealth Management & Protection



Fiduciary Services



Consumer Credit ⁽²⁾



(1) Factoring and Leasing activities are carried out directly by Intesa Sanpaolo S.p.A, the Parent Company

(2) Consumer Credit activities are also carried out directly by Intesa Sanpaolo S.p.A, the Parent Company

The Group International network

EUROPE

Direct Branches

Amsterdam
Frankfurt
Istanbul
London
Madrid
Paris
Warsaw

Representative Offices

Brussels ⁽¹⁾

Country	Subsidiaries	Branches
Albania	Intesa Sanpaolo Bank Albania	35
Belgium	Intesa Sanpaolo Wealth Management	2
Bosnia and Herzegovina	Intesa Sanpaolo Banka Bosna i Hercegovina	43
Croatia	Privredna Banka Zagreb	142
Czech Republic	VUB Banka	1
Hungary	CIB Bank	60
Ireland	Intesa Sanpaolo Bank Ireland	1
Luxembourg	Intesa Sanpaolo Wealth Management Intesa Sanpaolo Bank Luxembourg	1 1
Moldova	Eximbank	17
Romania	Intesa Sanpaolo Bank Romania	34
Russian Federation	Banca Intesa	27
Serbia	Banca Intesa Beograd	143
Slovakia	VUB Banka	156
Slovenia	Intesa Sanpaolo Bank	40
Switzerland	Reyl Intesa Sanpaolo	3
Ukraine	Pravex Bank	40

AFRICA

Representative Offices

Cairo

Country

Egypt

Subsidiaries

Bank of Alexandria

Branches

173



AMERICA

Direct Branches

New York

Representative Offices

Washington D.C.

Country

Brazil

Subsidiaries

Intesa Sanpaolo Brasil

Branches

1

AUSTRALIA/OCEANIA

Direct Branches

Sydney

ASIA

Direct Branches

Abu Dhabi

Doha

Dubai

Hong Kong

Shanghai

Singapore

Tokyo

Representative Offices

Beijing

Beirut

Ho Chi Minh City

Jakarta

Mumbai

Seoul

Figures as at 31 December 2023

(1) European Regulatory & Public Affairs

International presence of the Group product companies

Leasing



Wealth Management

