

GRUPPO SANPAOLO IMI

Italian Banks Tasting

Mr Masera, Chairman

Mr Maranzana, CEO

Erbusco, 22 novembre 2002

AGENDA

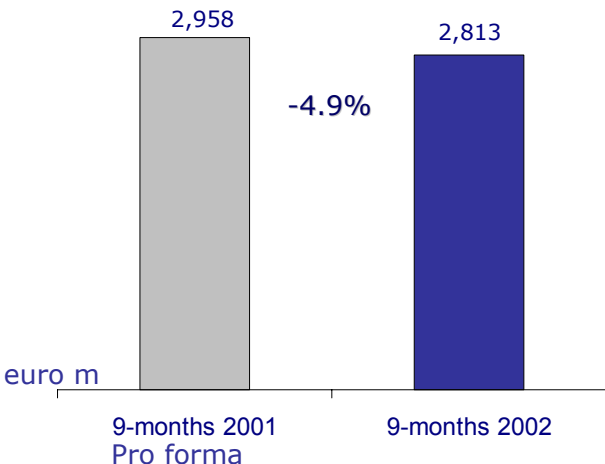
- ✓ Q3 RESULTS

ADDRESSING CRITICAL ISSUES

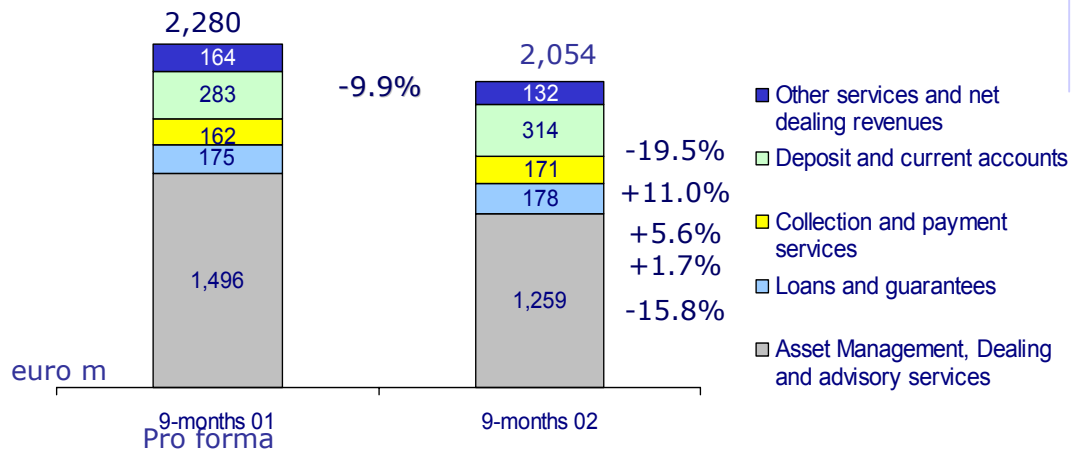
ACTIONS TO CREATE SHAREHOLDER VALUE

2002 NINE-MONTH OPERATING RESULTS

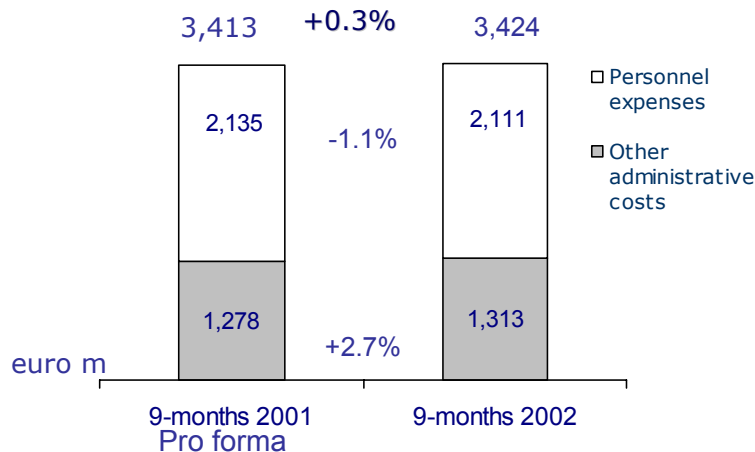
NET INTEREST INCOME



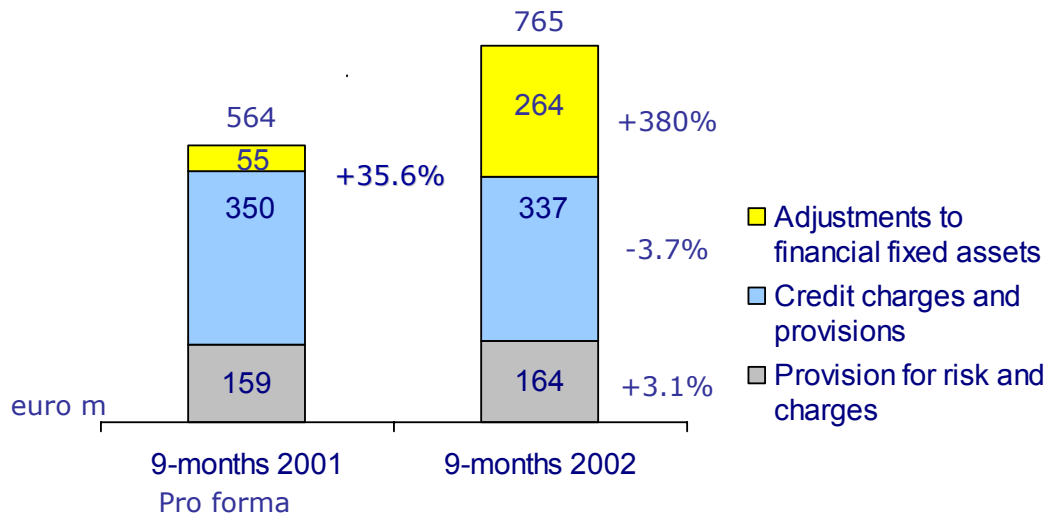
FEE INCOME



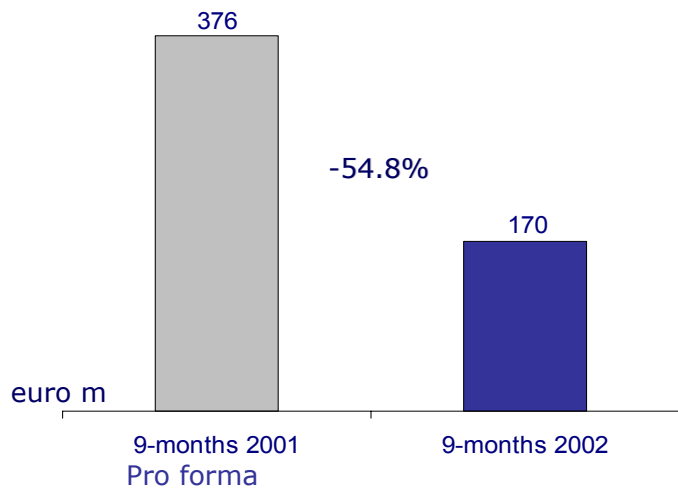
ADMINISTRATIVE COSTS



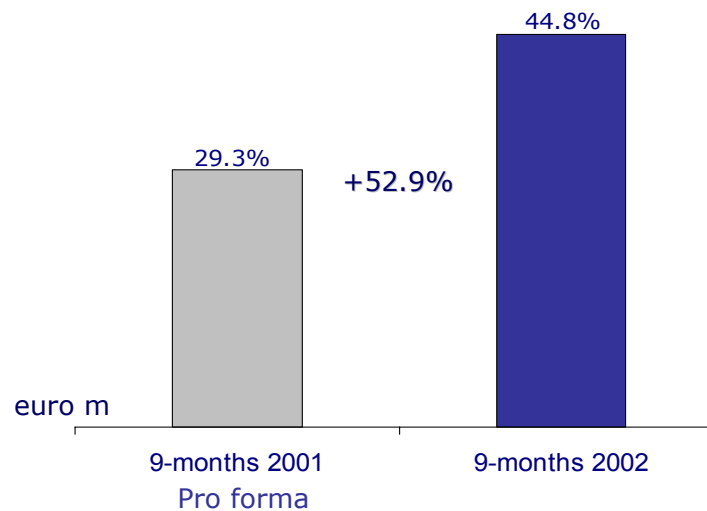
TOTAL NET PROVISIONS



NET EXTRAORDINARY INCOME

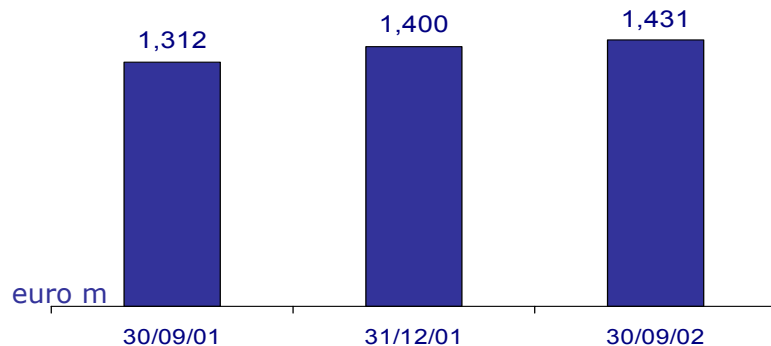


TAX RATE



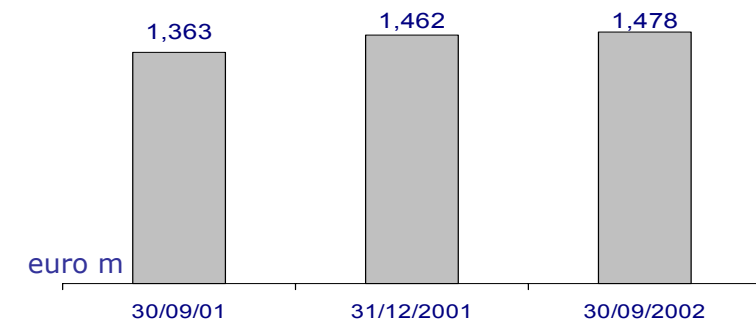
ASSET QUALITY

NET NPL'S



	30/09/02
NPL ratio	1.1%
Net Watchlist ratio	1.2%
General Reserve:	88 basis points
	of performing loan portfolio
NPL coverage ratio:	71.4%
Watchlist coverage ratio:	25.2%

NET WATCHLIST (*)



Core capital ratio:	6.5%
Tier 1 ratio:	7.3%
Total capital ratio:	10.2%

(*) Includes watchlist, restructured and in course of restructuring loans.

AGENDA

Q3 RESULTS

✓ ADDRESSING CRITICAL ISSUES

Growth of loan portfolio

Sensitivity to equity markets

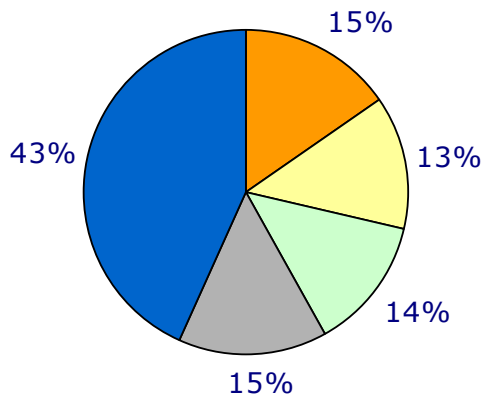
Integration of acquisitions

ACTIONS TO CREATE SHAREHOLDER VALUE

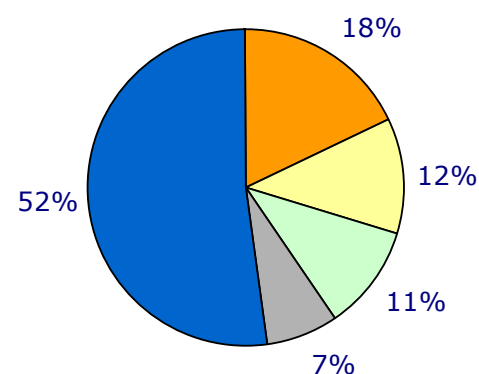
REFOCUSING THE LOAN BOOK

Divisional breakdown

As at 31/12/1999

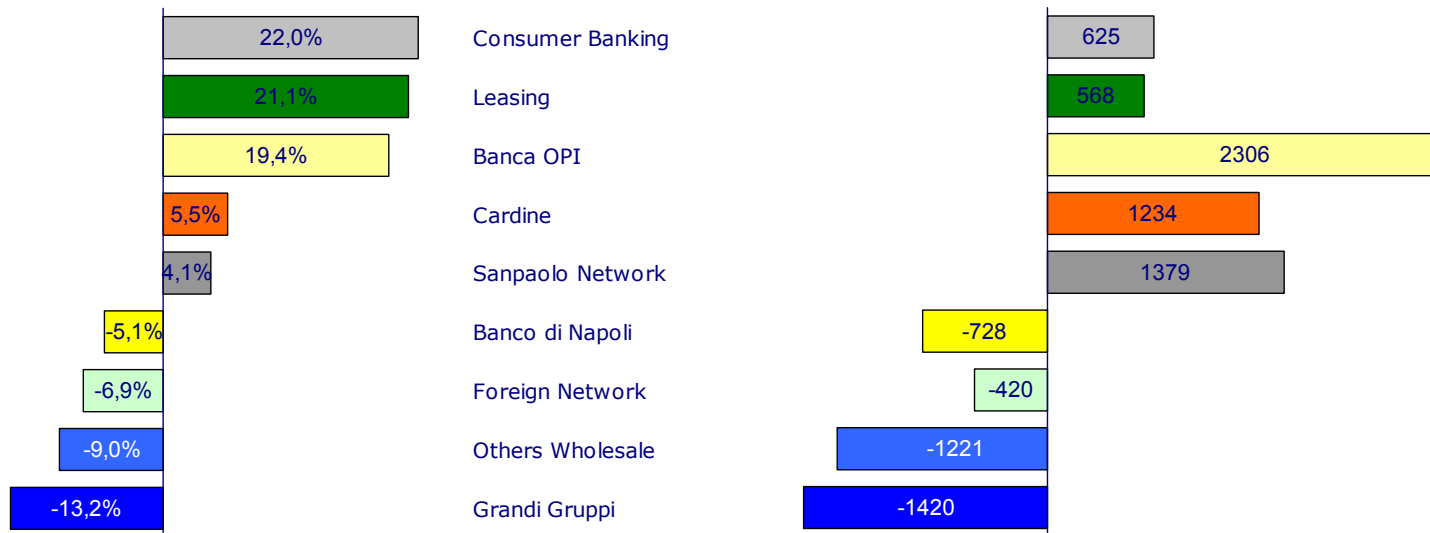


As at 30/06/2002



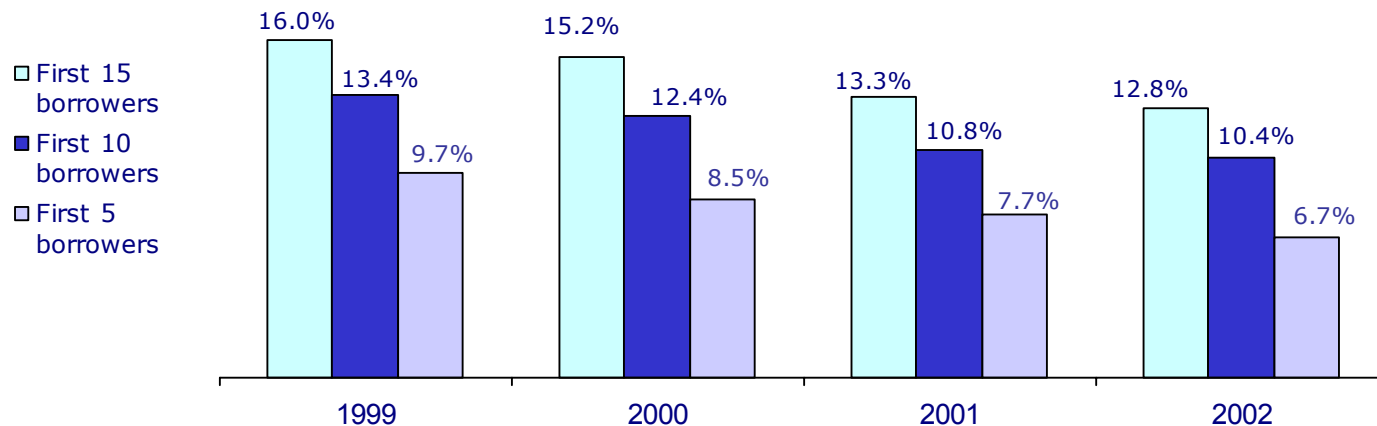
- Retail
- International
- Public Sector
- Large Italian Corporate
- SME

Loan growth by business unit (y-o-y)

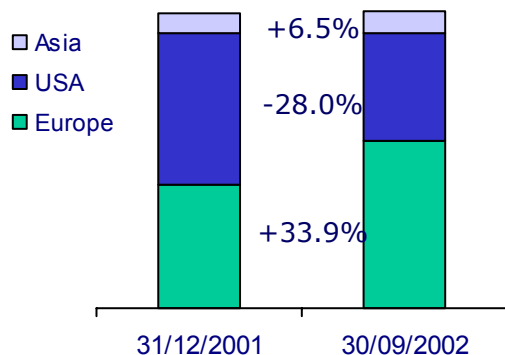


PRIORITY ON ASSET QUALITY

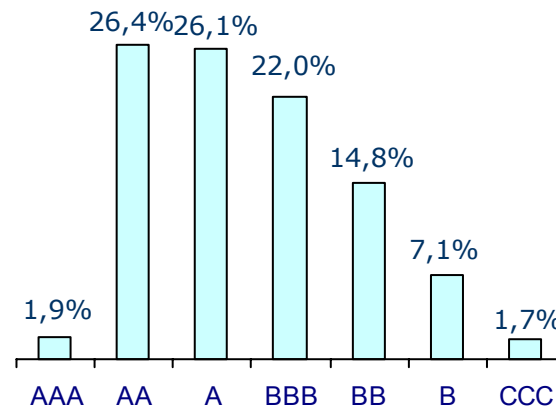
Concentration(*)



Distribution of international loan book



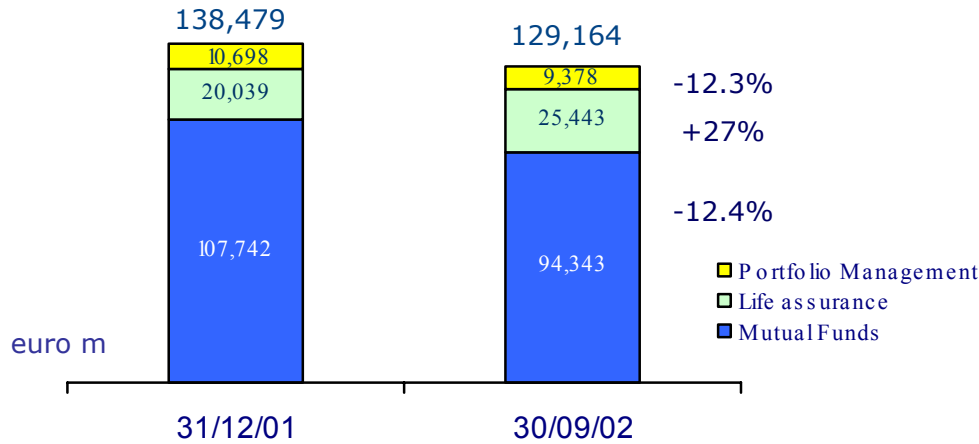
Portfolio rating profile



(*) In terms of loans, commitments and guarantees on net customer loans

SENSITIVITY TO EQUITY MARKETS

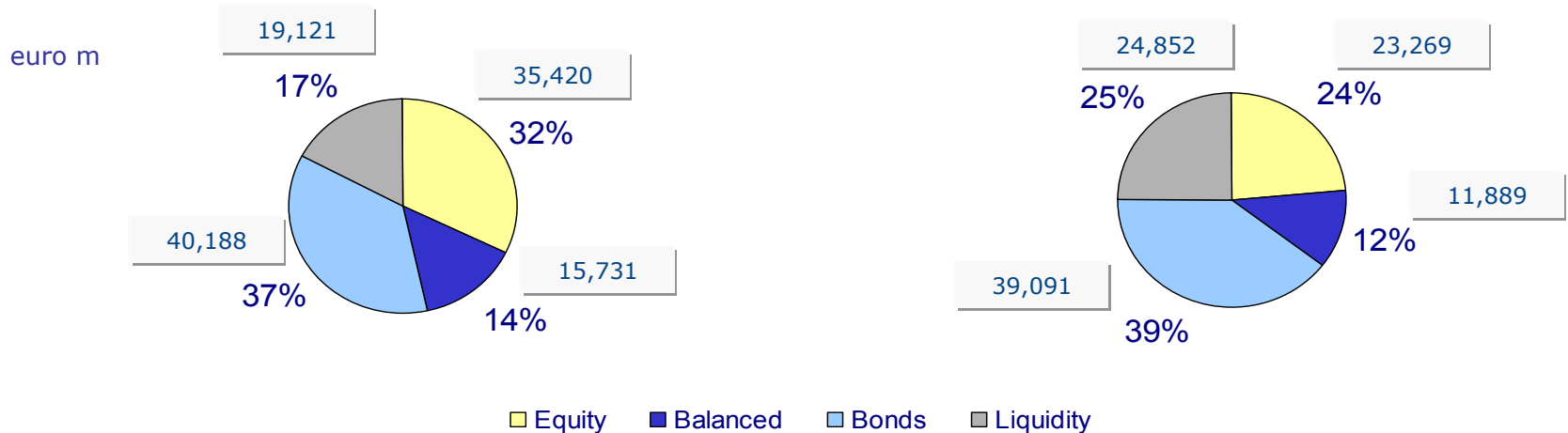
Assets under management (*)



Assets under management **-6.7%**
 Performance effect **- 11,557 euro m**
 Net inflows **+ 2,242 euro m**

(*)Not consolidating Eptaconsors

Portfolio Mix



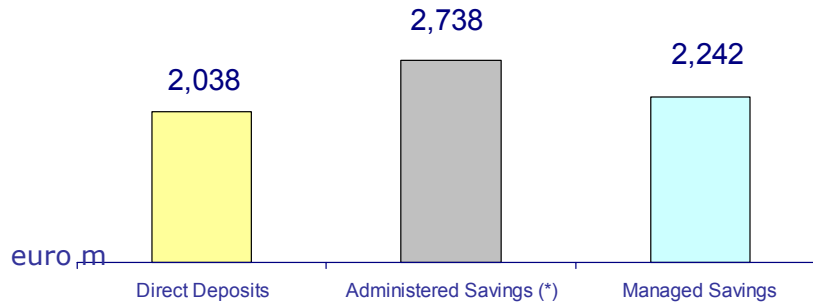
As at 31/12/01

As at 30/09/02

Mutual funds market share: **18.4%**

BUT RESILIENCE IN ASSET GATHERING

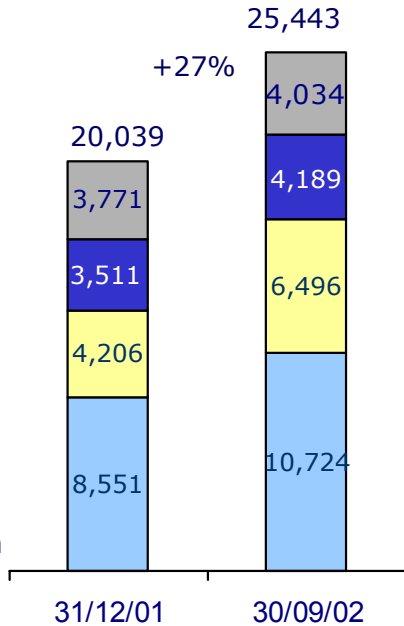
TFA net inflows from 31/12/01



Net Inflows
7,018 euro m

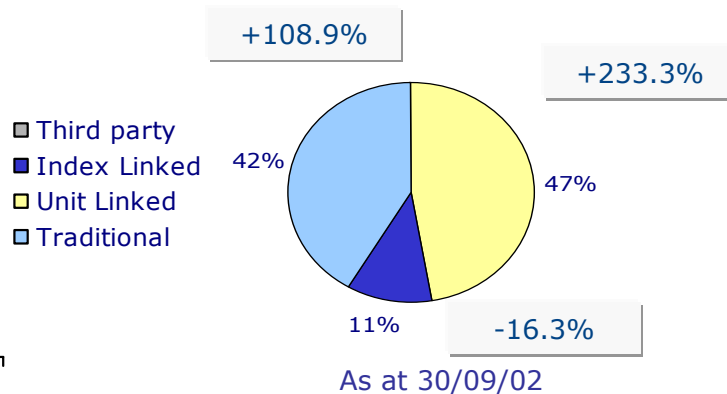
(*) Excluding performance effect

Stock Reserves



Gross Premia (*)

YTD 6,577 euro m
Y/Y +111.2%

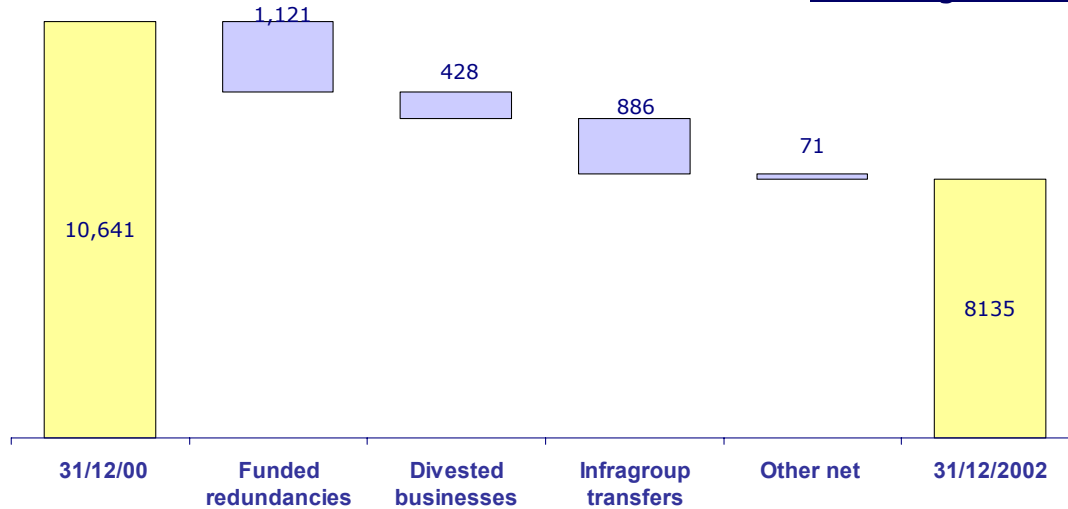


Increased embedded value (euro m)
Embedded value (30/06/02): **1,641**
Added value for the period: **187**

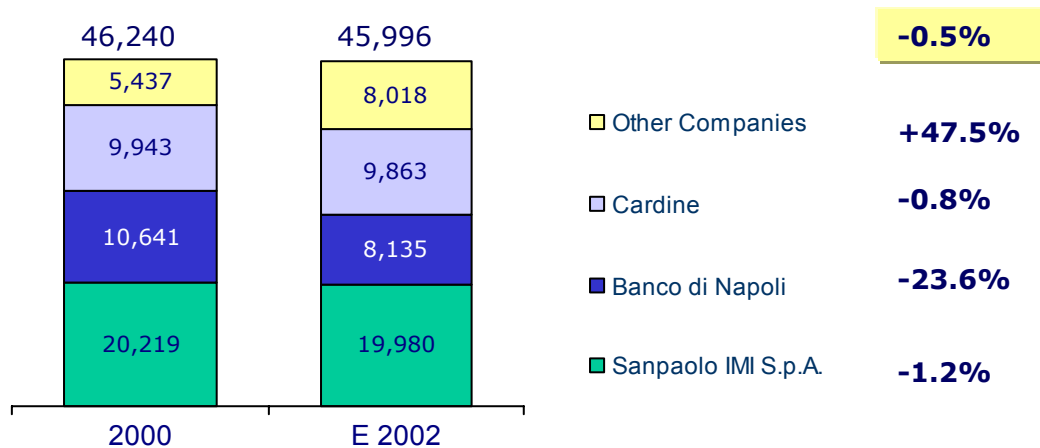
(*) Includes Sanniole Vita, Sanniole Life and Fiduram Vita

INTEGRATING NEW ACQUISITIONS

Re-sizing the cost base at Banco di Napoli



Group employees



AGENDA

Q3 RESULTS

ADDRESSING CRITICAL ISSUES

✓ ACTIONS TO CREATE SHAREHOLDER VALUE

STRATEGIC ACTIONS TO CREATE SHAREHOLDER VALUE

The budget for next year and the new three-year plan will benefit from strategic decisions already taken to:

Rationalise the Business Model

- ✓ Integration of Banca SPI into Banca Fideuram
- ✓ Acquisition of further stake in Eptaconsors
- ✓ Consumer Credit: specialisation of Finemiro & Finconsumo
- ✓ Rationalisation of Tax collection business
- ✓ Integration of Private Equity in NHS

Strengthen the core domestic banking business

- ✓ Merger of Banco di Napoli into Sanpaolo IMI
- ✓ Acceleration of Cardine integration
- ✓ Reorganisation of the branch network

STRENGTHENING OF CORE BANKING BUSINESS

The merger of Banco di Napoli and the acceleration of Cardine integration create a new Sanpaolo retail banking model

- ✓ A single corporate centre and operating platform
- ✓ A divisionalised nation-wide network co-ordinated at area level with specialised branches for Private banking and Mid-corporate markets
- ✓ A powerful retail franchise leveraged on:
 - ✓ Strong local brands
 - ✓ Excellent coverage both in terms of national distribution and local concentration
 - ✓ Enhanced area co-ordination
 - ✓ Streamlined headquarter and area management structure

CREATING OPPORTUNITIES TO IMPROVE EFFECTIVENESS AND EFFICIENCY

▶ Branch networks

- ▶ Flexibility in H.R. management
- ▶ Alignment of front-office efficiency
- ▶ Transference of commercial best practice

▶ Corporate centres

- ▶ Elimination of corporate centre functions in Banco di Napoli and Cardine
- ▶ Rationalisation of current area management structure

▶ Other Group businesses

- ▶ Efficiency in core-factories
- ▶ Selective international presence
- ▶ Disposal of non core assets
- ▶ Rationalisation of other Group businesses

CONCLUSIONS

Sanpaolo IMI was and remains committed to creating shareholder value through:

- ▶ a strategy focussed on domestic banking
- ▶ the asset management business
- ▶ fully integrating the two recent significant acquisitions

The budget for next year and the new three-year plan will benefit from strategic decisions already taken to strengthen the core domestic banking business and rationalise the business model