2010 Results

15 March 2011

Agenda

1 **Sound performance in a difficult operating environment**

2 2010 Consolidated Results

3 2010 Divisional Results

Sound performance in a difficult operating environment

- **Sustainable profitability confirmed despite market rates at historical lows and euro-zone tensions caused by sovereign debt risk**
  - **2010 Net Income at €2.7bn (€2.8bn in 2009)**
  - **2010 Net Income adjusted for main non-recurring items[1] at €2.3bn in line with 2009**

- **€1bn proposed dividend payout for 2010**

- **Increase in Customer Loans and significant reduction in Cost of credit in 2010 vs 2009**

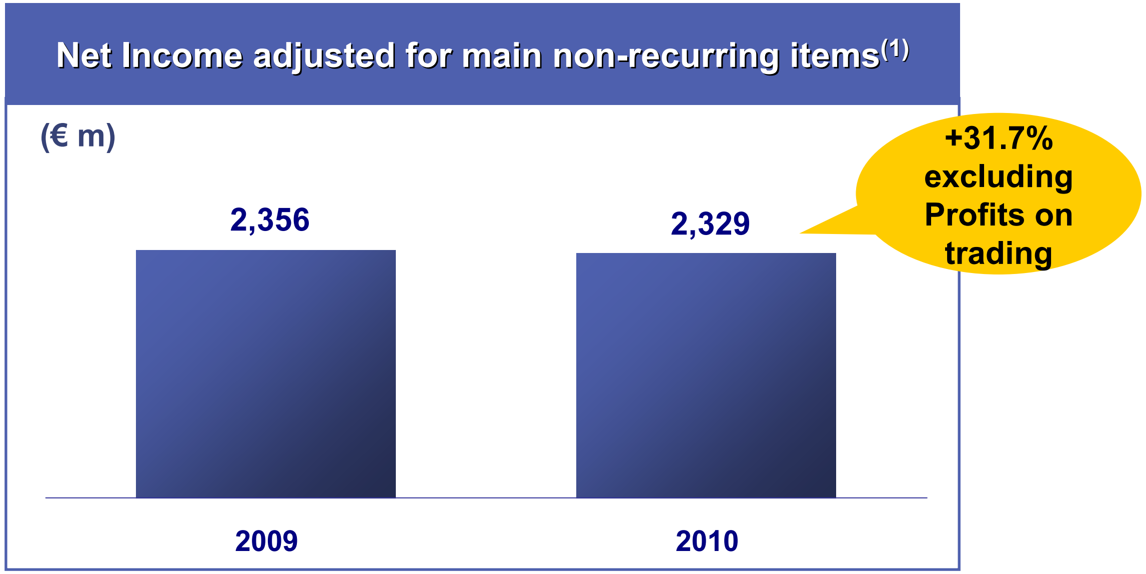
- **Structural cost reduction for fourth consecutive year**

- **High liquidity, strong funding capability and low leverage remain competitive advantages**

- **Strengthened capital ratios (4Q10 Core Tier 1 ratio pro-forma[2] at 8.1%)**

(1) See slide 20
(2) Including estimated benefit of disposals/acquisitions in finalisation stage (sale of Cassa di Risparmio della Spezia and 96 branches to the Crédit Agricole Group, disposal of the remaining 25% of Findomestic valued at the bottom end of the range set in the contract and maximum impact of the acquisition of control of Banca Monte Parma)

Sustainable profitability confirmed despite market rates at historical lows



- 2010 Net Income adjusted for main non-recurring items[1] in line with 2009
- 31.7% increase in 2010 Net Income adjusted for main non-recurring items and excluding Profits on trading[1] vs 2009

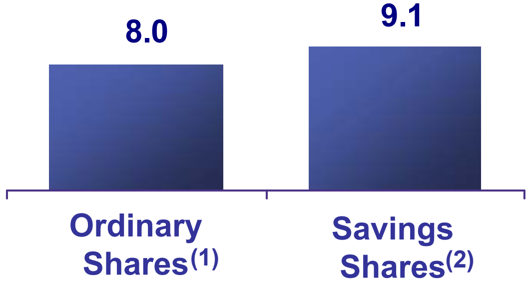
(1) See slide 20

Sustainable dividend policy stemming from sustainable profitability

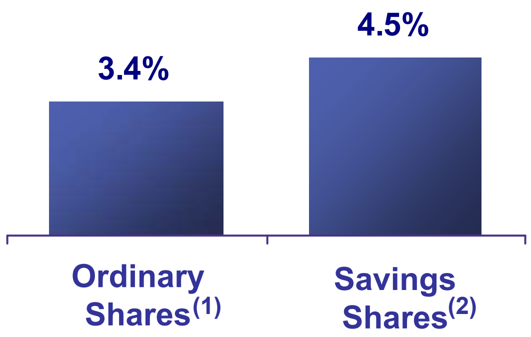
€1bn proposed dividend payout for 2010

Dividends

(€ cents)

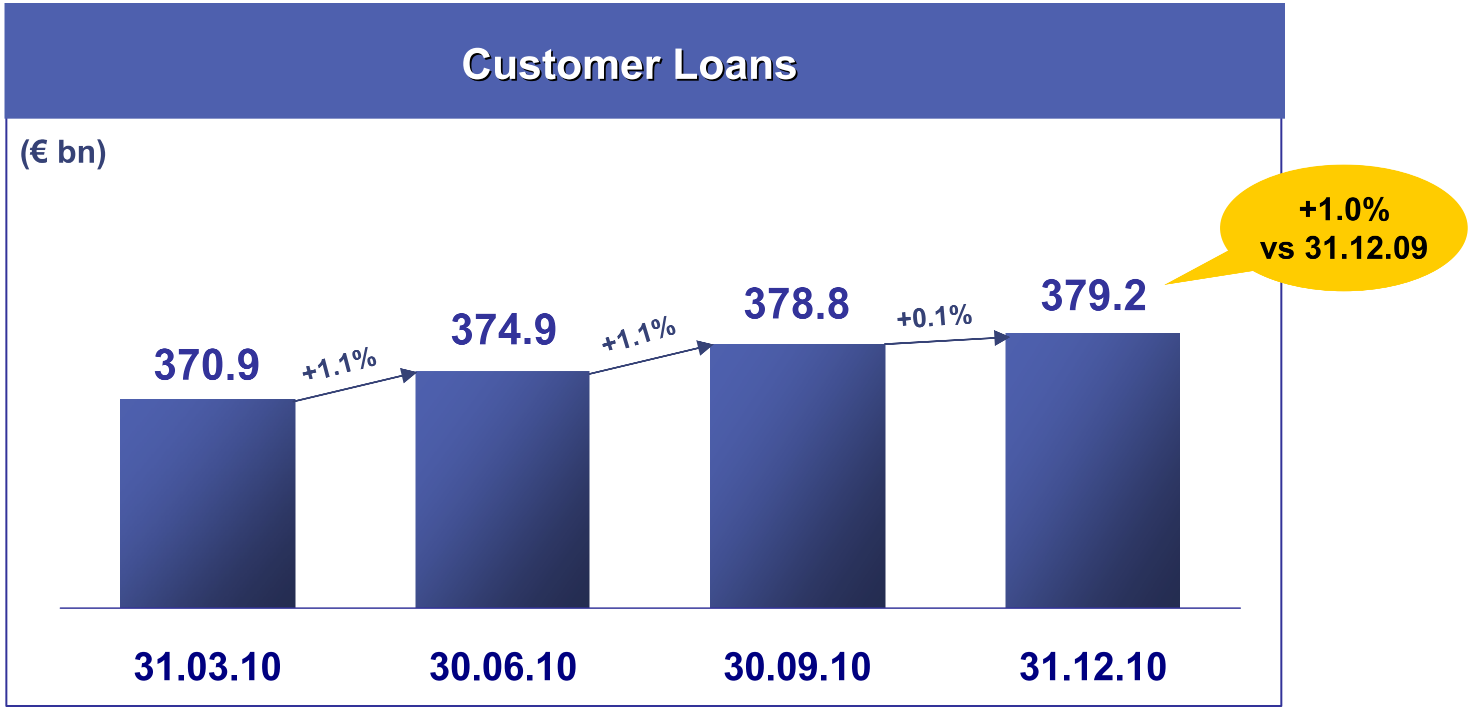


Yield(3)



(1) Number of ordinary shares: 11,849,332,367
(2) Number of savings shares: 932,490,561
(3) Based on 14 March 2011 market price

Continued recovery in Customer Loans

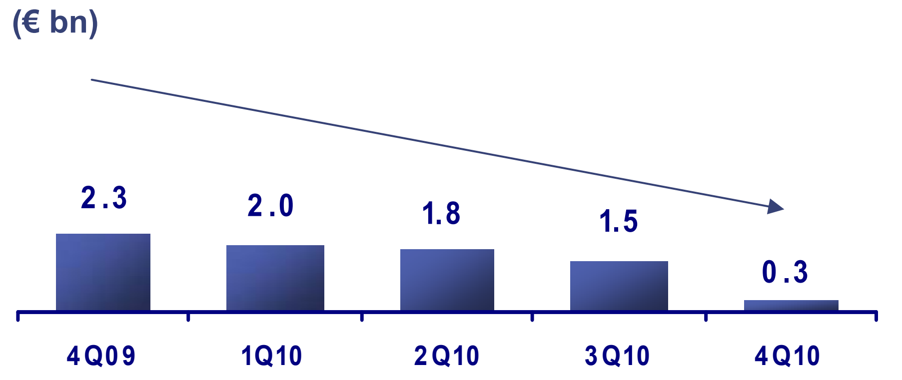


- QoQ growth for three quarters in a row
- YoY increase after five consecutive quarters declining or flat (on a yearly basis)
- In 4Q10 vs 3Q10 SMEs Italy +1.8%

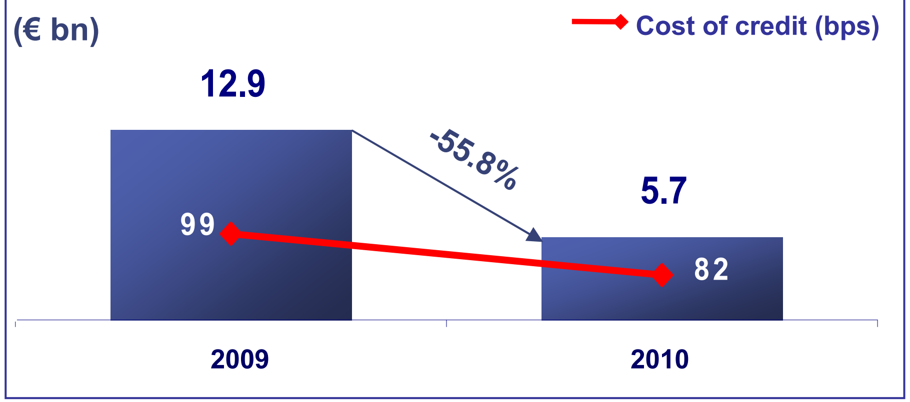
Marked drop in the net inflow of new Non-performing Loans and in Cost of Credit

Net inflow of new Non-performing Loans(1)(2)

Quarterly Analysis



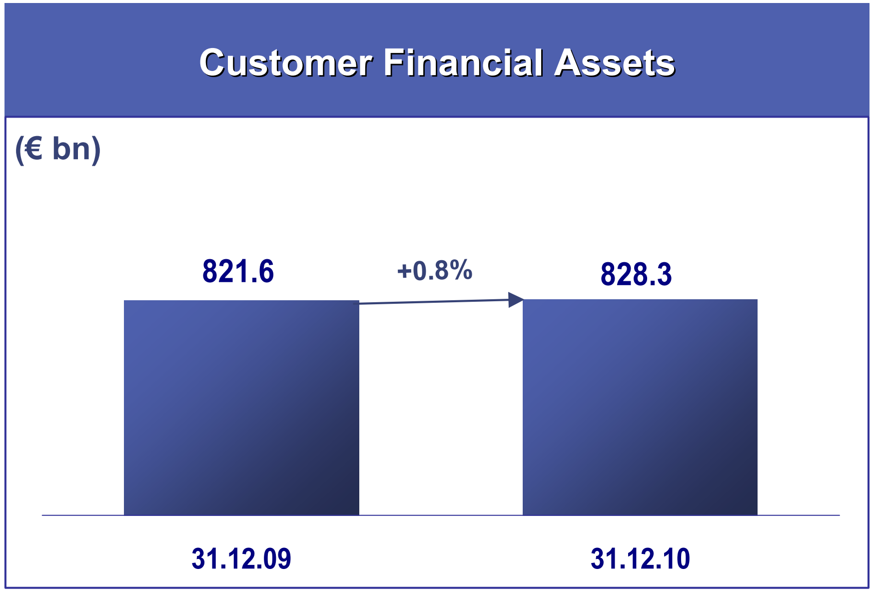
Yearly Analysis

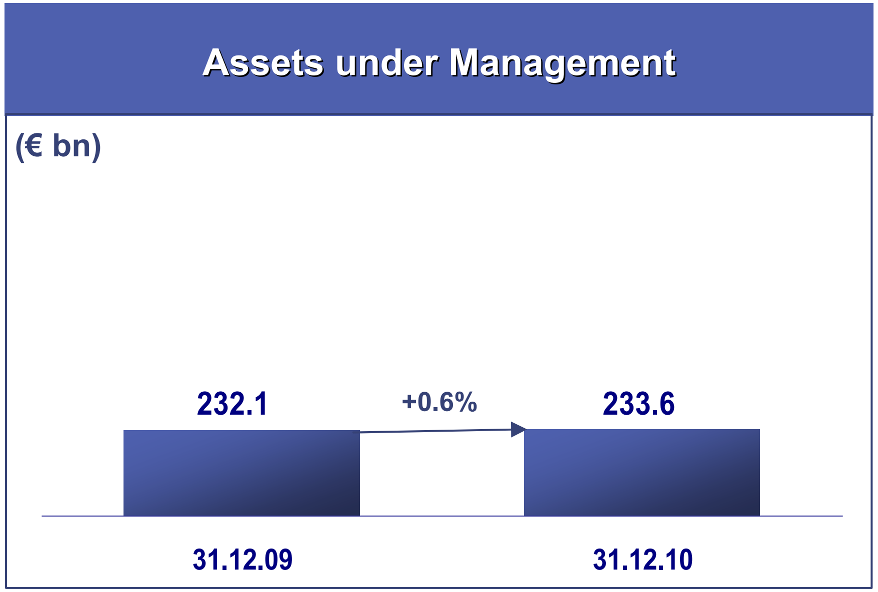


- Downward trend in the net flow of new Non-performing Loans[1] originating from Performing loans
- Doubtful Loans[1] total coverage (including collateral and guarantees) more than adequate at 123%
- Repayments from Doubtful Loans[1] structurally higher than their Net Book Value (152% in the 2009-2010 two-year period)
- Increase in Reserve on Performing Loans at €2,483m (+€35m vs 31.12.09)

(1) Non-performing loans: Doubtful ("sofferenze"), Substandard ("incagli"), Restructured and Past due
(2) Inflow of new Non-performing Loans from Performing Loans net of outflow to Performing Loans, excluding Past due by over 90 days affected by regulatory changes that led to inflows of Past due by over 90 days net of related outflows to Performing loans amounting to €922m in 4Q09 and €182m in 1Q10 and to an outflow amounting to €342m in 2Q10

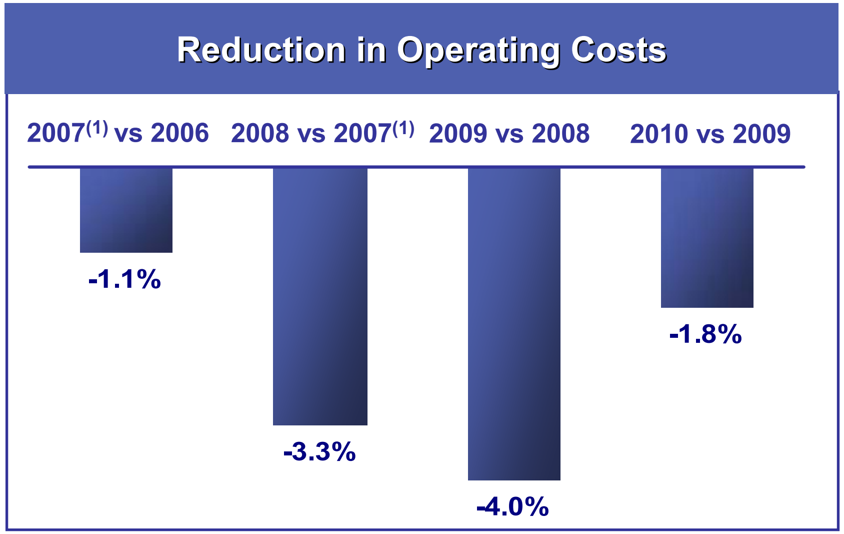
Growth in Customer Financial Assets and in AuM

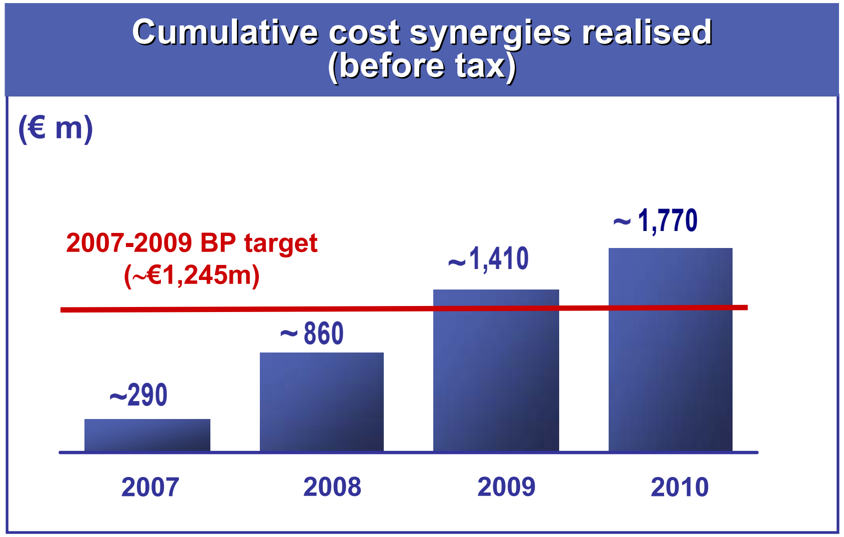




- **Sound and long-standing client relationships**
- **€6.7bn growth in Customer Financial Assets in 2010 due to an increase in all items (Direct Customer Deposits, AuM and Assets under Administration)**

Structural cost reduction for fourth consecutive year





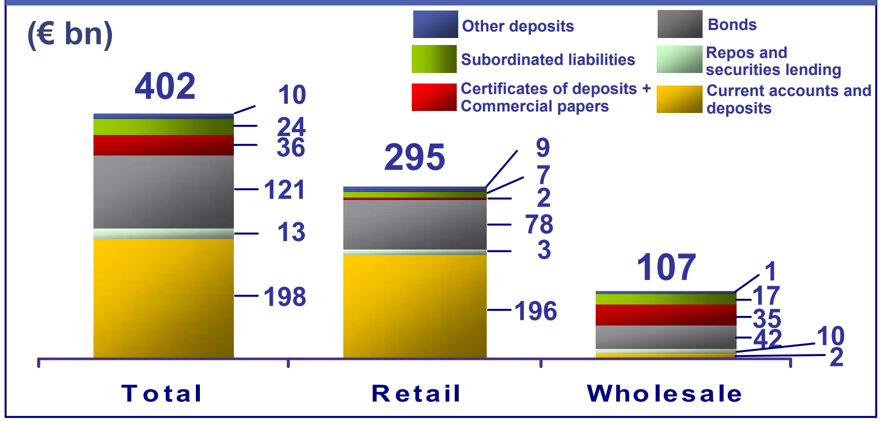
- **Structural cost reduction (-1.8% vs 2009) confirmed in all items (Personnel expenses, Other administrative expenses and Adjustments) despite significant growth-related investments**
- **~€360m of additional cost synergies realised in 2010**
- **2010 Cost/Income at 56.3%**

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

High liquidity and strong funding capability remain a competitive advantage

Direct Customer Deposits > Loans to Customers as at 31.12.10

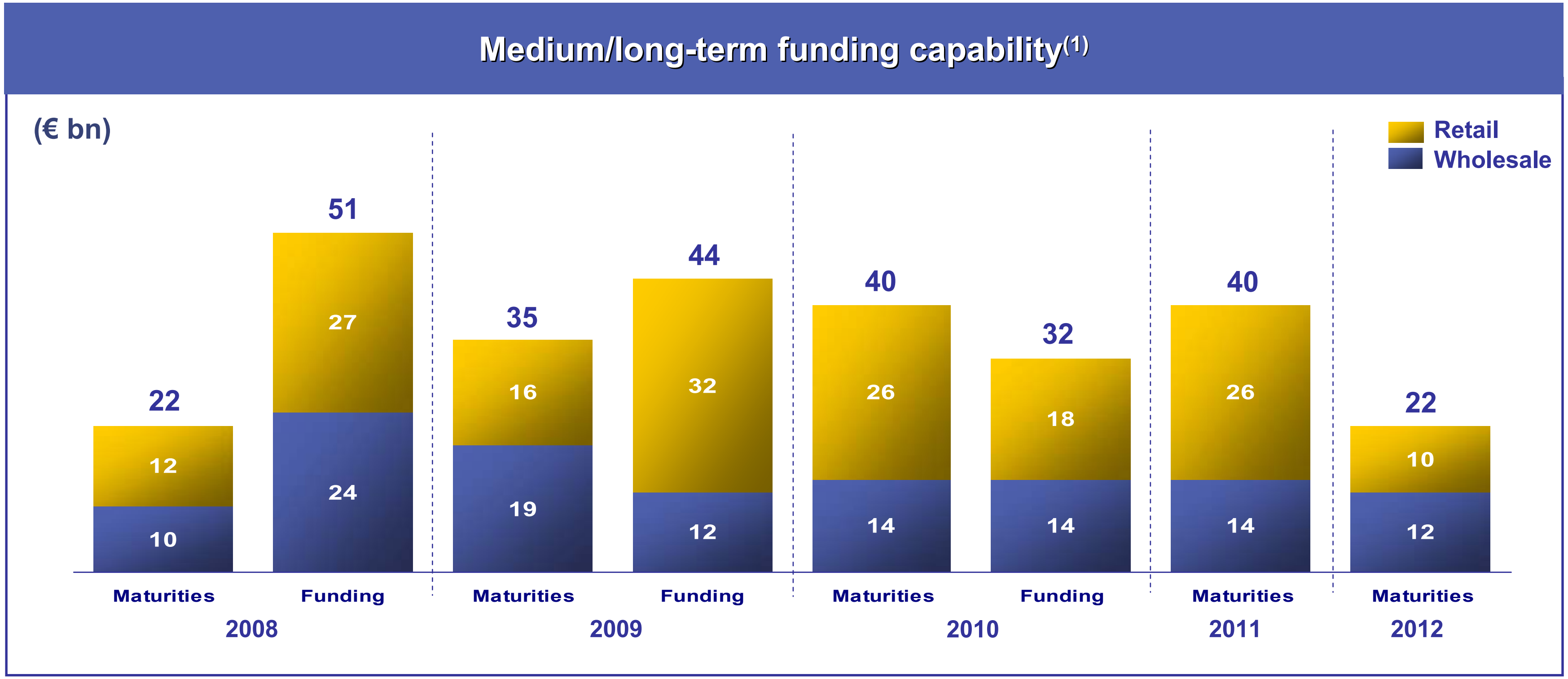
Breakdown of Direct Customer Deposits



- The retail branch network is a stable and reliable source of funding: more than 70% of Direct Customer Deposits come from retail business
- €54bn of eligible assets with Central Banks(2) (net of haircut) as at 31.12.10
- In 4Q10 a part of short-term Direct Customer Deposits from institutional clients (CD+CP+Repos: -€9.4bn 31.12.10 vs 30.09.10) replaced by the less expensive interbank funding, without any recourse to ECB

(1) Excluding €25bn financial liabilities from insurance business
(2) ECB, Fed and BOE
Figures may not add up exactly due to rounding differences

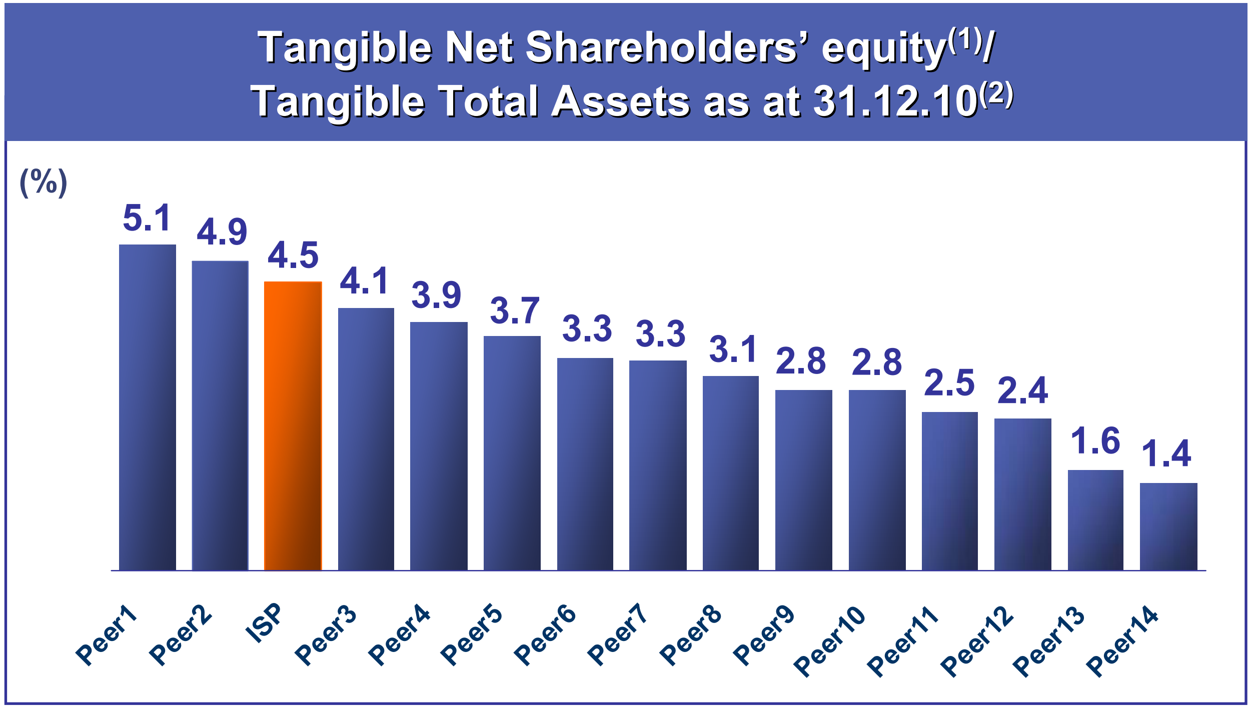
In January-February medium/long-term placements for ~50% of 2011 maturities



- **Medium/long-term maturities: in 2011 €40bn, of which 65% retail; in 2012 only €22bn, of which 45% retail**
- **In the first two months of 2011 already €18bn medium/long-term placements (~50% of 2011 maturities), of which €11bn wholesale (more than 70% of wholesale 2011 maturities)**

(1) Placement data referred to the Group's issues

Low leverage remains a competitive advantage

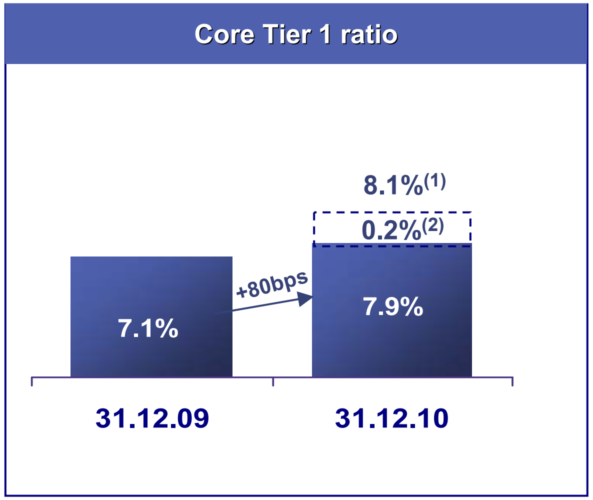


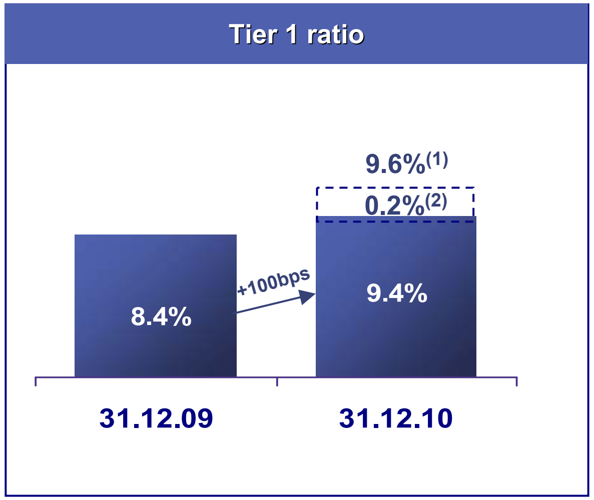
ISP has a high ratio of Tangible Net Shareholders' equity to Tangible Total Assets demonstrating its solid capital base

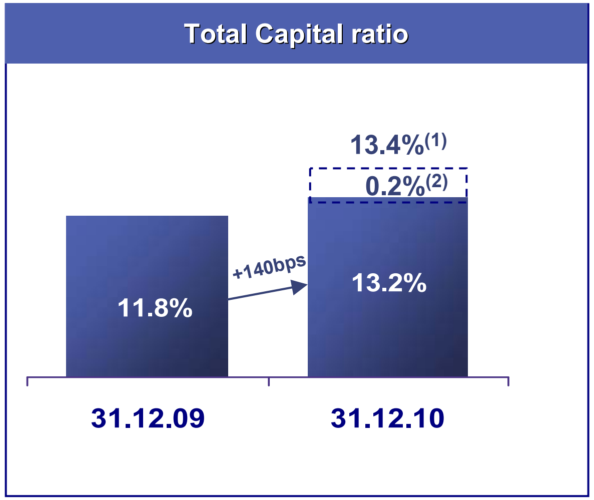
(1) Including Net income for the period not distributed

(2) Sample: Barclays, BBVA, BNP Paribas, Commerzbank, Crédit Agricole, Credit Suisse, HSBC, ING, Nordea, Santander, Société Générale and UBS (data as at 31.12.10); Deutsche Bank and UniCredit (data as at 30.09.10)

Strengthened capital ratios







- **20bps increase in 31.12.10 Core Tier 1 ratio vs 30.09.10, attributable to the adoption of AIRB approach for the corporate portfolio which more than offset the negative impact of the deduction of the nominal value of the savings shares (-14bps)**
- **Capital ratios as at 31.12.10 take into account the effect of the proposed dividend payment for 2010 (€1bn)**
- **Additional benefits in excess of 150bps available from capital management actions on non-core assets**

(1) Pro-forma including estimated benefits from disposals and acquisitions in the finalisation stage

(2) Estimated benefits from disposals and acquisitions in the finalisation stage: balance arising from the sale of the remaining 25% of Findomestic (valued at the bottom end of the range set in the contract), sale of Cassa di Risparmio della Spezia and 96 branches to the Crédit Agricole Group and the acquisition of control of Banca Monte Parma (maximum impact)

Estimated impact on Core Tier 1 ratio from fully phased-in Basel 3 (2019 parameters on 31.12.10 financial statements)

As at 31 December 2010, considering disposals/acquisitions in the finalisation stage and expected DTA absorption before fully phased-in Basel 3	~€ bn	~bps
DTA on losses carried forward (1)	(0.1)	(3)
Minorities exceeding requirements	(0.5)	(15)
Reserve-shortfall deduction doubling from 50% to 100%	(0.4)	(13)
Savings shares (2)	-	-
Others (3)	0.5	14
New deductions from common equity as per cap (a)	**(0.5)**	**(16)**
Offsetting of current Core Tier1 deductions as per cap (b)	**1.0**	**31**
Other DTA (4)	1.3	
Equity investment in Banca d'Italia	0.6	
Investments in banking and financial companies	0.5	
Investments in insurance companies (5)	3.6	
Amount exceeding cap (c)	**(2.3)**	**(69)**
Total estimated impact on Core Tier1 (d=a+b+c)	**(1.8)**	**(54)**
RWA from DTA and investments not exceeding cap (e)	**9.4**	**(21)**
Additional RWA due to securitisation	2.9	
Additional RWA due to market risks	3.6	
Additional RWA due to counterparty risks (CVA)	5.7	
Total additional RWA (f)	**12.2**	**(25)**
Total estimated impact on RWA (g=e+f)	**21.6**	**(46)**
Total estimated impact on Core Tier1 ratio (d+g)		**(100)**

- **Estimated impact according to the information available so far; the actual impact is subject to the implementation of relevant regulations**
- **Capital management actions are not being considered**
- **Additional RWA calculated without taking into account any mitigation actions**
- **Total estimated impact as at 31.12.10 in line with the previous estimate as at 30.09.10**
- **Pro-forma Core Tier 1 ratio as at 31.12.10 - after total estimated impact from fully phased-in Basel 3 - already compliant with the minimum 7% Common Equity ratio required**

(1) Equal to €0.6bn as at 31.12.10
(2) Assuming the pertinent current paid-in surplus is transferred to other reserves
(3) Others = +€0.5bn from cancellation of filter on goodwill detaxation -€0.3bn from cancellation of filter on AFS EU Govies + €0.3bn from valuation reserves
(4) Other DTA: mostly related to provisions for risks and charges. DTA related to goodwill detaxation and adjustments to loans are excluded due to their treatment as credits to tax authorities
(5) Equal to €4.1bn as at 31.12.10, including temporarily €0.5bn from Fideuram Vita until completion of the relevant intra-group transactions
Figures may not add up exactly due to rounding differences

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Solid operating performance in a complex market environment

Revenues

- up 3.1% in 4Q10 vs 3Q10 due to sustained growth in net commissions (up +14.0% vs 3Q10)

Operating Costs

- down 1.8% in 2010 vs 2009, continuing trend seen every year since the merger
- down 2.1% in 4Q10 vs 4Q09
- increase in 4Q10 vs 3Q10 due to seasonal year-end effect

Net Adjustments to Loans

- down 16.1% in 2010 vs 2009
- down 21.0% in 4Q10 vs 4Q09
- increase in 4Q10 vs 3Q10 due to Neos Finance (consumer credit) and Centro Leasing affected by non-recurring adjustments
- 2010 cost of credit down to 82bps from 99bps in 2009

4Q10 Net Income at €505m and 3.1% increase in Revenues vs 3Q10

(€ m)	3Q10 Restated	4Q10	Δ%
Net interest income	2,470	2,422	(1.9)
Dividends and P/L on investments carried at equity	(5)	11	n.m.
Net fee and commission income	1,333	1,519	14.0
Profits (Losses) on trading	126	123	(2.4)
Income from insurance business	173	126	(27.2)
Other operating income (expenses)	(4)	20	n.m.
Operating income	**4,093**	**4,221**	**3.1**
Personnel expenses	(1,375)	(1,444)	5.0
Other administrative expenses	(753)	(895)	18.9
Adjustments to property, equipment and intangible assets	(144)	(170)	18.1
Operating costs	**(2,272)**	**(2,509)**	**10.4**
Operating margin	**1,821**	**1,712**	**(6.0)**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(30)	(144)	380.0
Net adjustments to loans	(711)	(845)	18.8
Net impairment losses on other assets	(5)	(47)	840.0
Profits (Losses) on HTM and on other investments	0	262	n.m.
Income before tax from continuing operations	**1,075**	**938**	**(12.7)**
Taxes on income from continuing operations	(419)	(297)	(29.1)
Merger and restructuring related charges (net of tax)	(11)	(18)	63.6
Effect of purchase cost allocation (net of tax)	(103)	(102)	(1.0)
Income (Loss) after tax from discontinued operations	0	3	n.m.
Minority interests	(32)	(19)	(40.6)
Net income	**510**	**505**	**(1.0)**

-2.1% vs 4Q09

-21.0% vs 4Q09

+2.1% vs 4Q09

Note: 3Q10 figures restated to reflect the scope of consolidation for 4Q10
Figures may not add up exactly due to rounding differences

4Q10 Net Income at €485m excluding main non-recurring items

3Q10 Net Income (post-tax data)		4Q10 Net Income (post-tax data)	
(€ m)		(€ m)	
Net Income	**510**	**Net Income**	**505**
Integration charges	+ 11	Integration charges	+ 18
Amortisation of acquisition cost	+ 103	Amortisation of acquisition cost	+ 102
Hungary extraordinary tax	+ 9	Hungary extraordinary tax	+ 15
		Fair value valuation of 50% of Intesa Vita already held by ISP	(255)
		Prudential provision for possible dispute resolutions	+ 100
Net Income adjusted	**633**	**Net Income adjusted**	**485**

2010 Net Income at €2.7bn

(€ m)	2009 Restated	2010	Δ%
Net interest income	10,525	9,768	(7.2)
Dividends and P/L on investments carried at equity	5	29	480.0
Net fee and commission income	5,364	5,671	5.7
Profits (Losses) on trading	1,122	464	(58.6)
Income from insurance business	589	654	11.0
Other operating income	54	39	(27.8)
Operating income	**17,659**	**16,625**	**(5.9)**
Personnel expenses	(5,618)	(5,571)	(0.8)
Other administrative expenses	(3,224)	(3,178)	(1.4)
Adjustments to property, equipment and intangible assets	(681)	(605)	(11.2)
Operating costs	**(9,523)**	**(9,354)**	**(1.8)**
Operating margin	**8,136**	**7,271**	**(10.6)**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(298)	(358)	20.1
Net adjustments to loans	(3,706)	(3,108)	(16.1)
Net impairment losses on assets	(240)	(95)	(60.4)
Profits (Losses) on HTM and on other investments	545	273	(49.9)
Income before tax from continuing operations	**4,437**	**3,983**	**(10.2)**
Taxes on income from continuing operations	(1,008)	(1,401)	39.0
Merger and restructuring related charges (net of tax)	(214)	(72)	(66.4)
Effect of purchase cost allocation (net of tax)	(385)	(398)	3.4
Income (Loss) after tax from discontinued operations	169	694	310.7
Minority interests	(194)	(101)	(47.9)
Net income	**2,805**	**2,705**	**(3.6)**

Note: 2009 figures restated to reflect the scope of consolidation for 2010
Figures may not add up exactly due to rounding differences

Strong increase in 2010 vs 2009 Net Income excluding main non-recurring items and Profits on Trading

FY09 Net Income (post-tax data)		FY10 Net Income (post-tax data)	
(€ m)		(€ m)	
Net Income	**2,805**	**Net Income**	**2,705**
Integration charges	+214	Integration charges	+72
Amortisation of acquisition cost	+385	Amortisation of acquisition cost	+398
Capital gain on CR Orvieto and 17 Antitrust branches	(63)	Capital gain on Securities Services	(648)
Capital gain Findomestic(1)	(371)	Hungary extraordinary tax	+43
Esaote	(69)	Fair value valuation of 50% of Intesa Vita already held by ISP	(255)
Income from Rovelli settlement (IMI-SIR)	(34)	Prudential provision for possible dispute resolutions	+100
Deferred taxation non-recurring impact	(511)	Deferred taxation non-recurring impact	(86)
Net Income adjusted	**2,356**	**Net Income adjusted**	**2,329**
Profits on trading (net of the tax effect)	(851)	Profits on trading (net of the tax effect)	(347)
Net Income adjusted also excluding Profits on trading	**1,505**	**Net Income adjusted also excluding Profits on trading**	**1,982**

(1) Of which: €248m from the sale of the first 25% stake and €123m from the valuation at fair value of the remaining 25% valued at the bottom end of the range set in the contract which envisages its sale in 2011-2013

Growth in Loans to Customers and in Customer Financial Assets

(€ m)	31.12.09 Restated	31.12.10	Δ%
Loans to Customers	375,454	379,235	+1.0
Customer Financial Assets(1)	821,646	828,324	+0.8
of which Direct Customer Deposits	425,159	427,191	+0.5
of which Indirect Customer Deposits	424,452	427,189	+0.6
- Assets under Management	*232,143*	*233,553*	*+0.6*
- Assets under Administration	*192,309*	*193,636*	*+0.7*
RWA	361,648	332,158	(8.2)

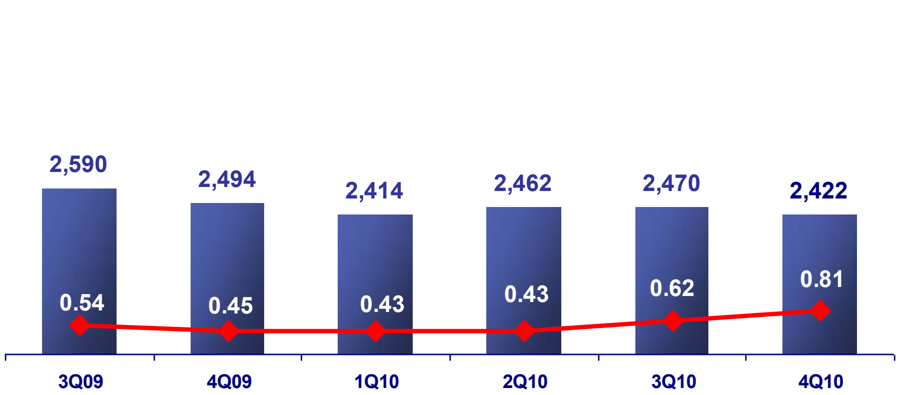
- Growth in Customer Financial Assets (+€6.7bn 31.12.10 vs 31.12.09) due to the increase in all items (Direct Customer Deposits, AuM and Assets under Administration)
- Loans to Customers up by €0.4bn vs 30.09.10 (+0.1%)
- In 4Q10 a part of short-term Direct Customer Deposits from institutional clients (CD+CP+Repos: -€9.4bn 31.12.10 vs 30.09.10) replaced by the less expensive interbank funding, without any recourse to ECB

(1) Net of duplications between Direct Customer Deposits and Indirect Customer Deposits
Note: 31.12.09 figures restated to reflect the scope of consolidation as at 31.12.10

Net Interest Income affected by historically low market rates and not inflated by leverage effect

Quarterly Analysis

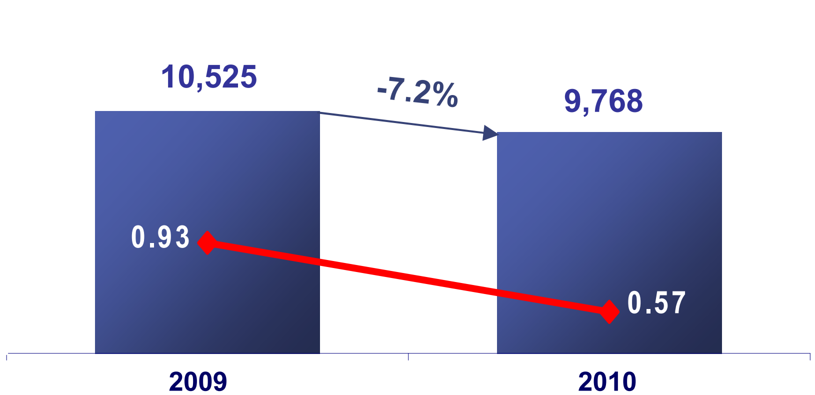
(€ m; %)



- 1.9% decrease in 4Q10 vs 3Q10 mainly attributable to
  - reduction in securities portfolio
  - increased cost of securities issued also due to Tier 1 issue in October 2010
  - asset/liability repricing with a 3-6 month lag
  - loan repricing limited by strong competition on high quality customers
- 0.6% increase in average Loans to Customers in 4Q10 vs 3Q10

Yearly Analysis

(€ m; %)



- Decrease due to mark-down reduction and, to a lesser extent, elimination of overdraft charges and decline in average Loans to Customers (-4.6%)
- Reduction in Mid and Large corporate loans primarily driven by the strong focus on loan portfolio quality and EVA® generation and by customer access to alternative funding sources (e.g. bond issue)

Loans to Customers - Average volumes

	Δ%	Δ €bn
Retail Italy	(2.9)	(3.5)
SMEs Italy	(0.1)	(0.1)
Mid-Corporate Italy	(12.2)	(2.3)
Large Corporate	(24.2)	(9.9)
Public Finance(1)	(0.1)	(0.1)
International Subsidiary Banks Division	+0.6	+0.2

(1) Including securities subscription

Yearly decrease in Net Interest Income largely due to mark-down

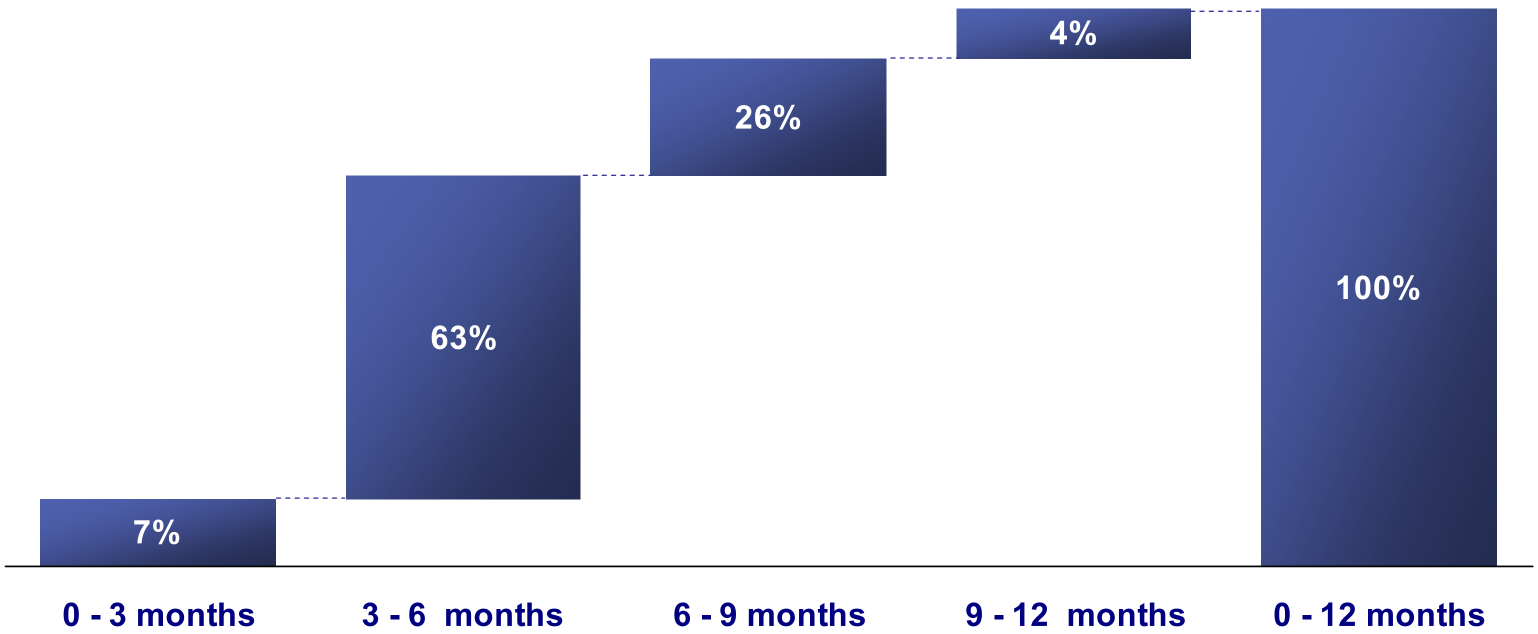
Δ 4Q10 vs 3Q10		
(€ m)		
3Q10 Net Interest Income		2,470
Operating impact (customers)		+57
of which:		
- Volumes	(2)	
- Spread	+59	
Hedging [1] [2]		(36)
Other		(69)
4Q10 Net Interest Income		2,422

Δ 2010 vs 2009		
(€ m)		
2009 Net Interest Income		10,525
Operating impact (customers)		(778)
of which:		
- Volumes	(265)	
- Spread	(512)	
Hedging [2] [3]		+321
Overdraft charges		(178)
Other		(122)
2010 Net Interest Income		9,768

(1) ~€360m benefit from hedging registered in 4Q10
(2) Core deposits
(3) ~€1,600m benefit from hedging registered in 2010

3-6 month lag in asset/liability repricing

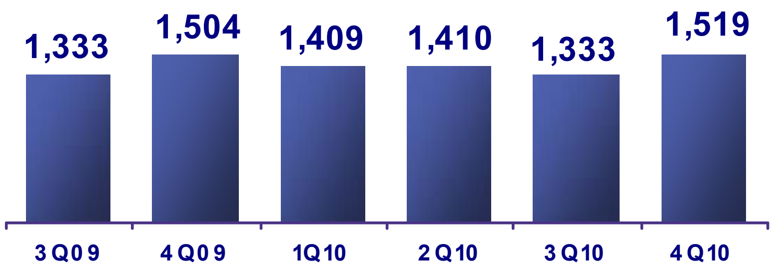
Gap between financial assets and liabilities, including derivatives, to be repriced in 12M



Strong recovery in Net Fee and Commission Income in 4Q10

Quarterly Analysis

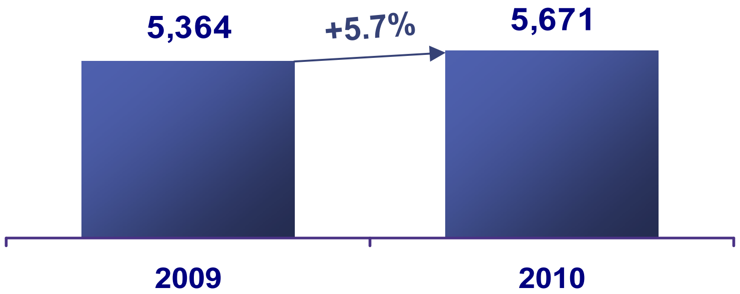
(€ m)



- 4Q10 the strongest quarter in the last two years
- 14.0% increase in 4Q10 vs 3Q10
- Increase in 4Q10 vs 3Q10 mostly attributable to the increase in commissions from Management, dealing and consultancy activities (+23.4%; +€136m) resulting from a sustained increase in all items (AuM, insurance products, placement of securities)
- 4.1% (+€21m) increase vs 3Q10 in commissions from commercial banking activities

Yearly Analysis

(€ m)

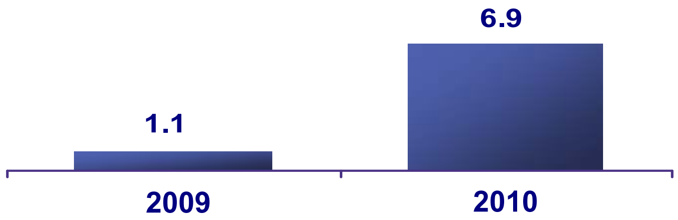


- 5.7% increase in 2010 vs 2009
- Solid growth (+6.9%; +€167m) in commissions from Management, dealing and consultancy activities due to good performance of all items (portfolio management, insurance products, placement of securities)
- 2.7% (+€54m) increase in commissions from commercial banking activities also as a result of the introduction of commitment fee (€56m benefit vs 2009)

€6.9bn AuM net inflows in 2010 and improved Asset Mix

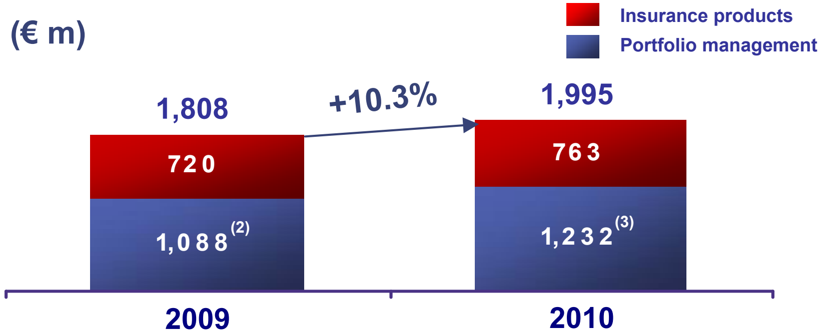
Net flows of Assets under Management in Italy(1)

(€ bn)

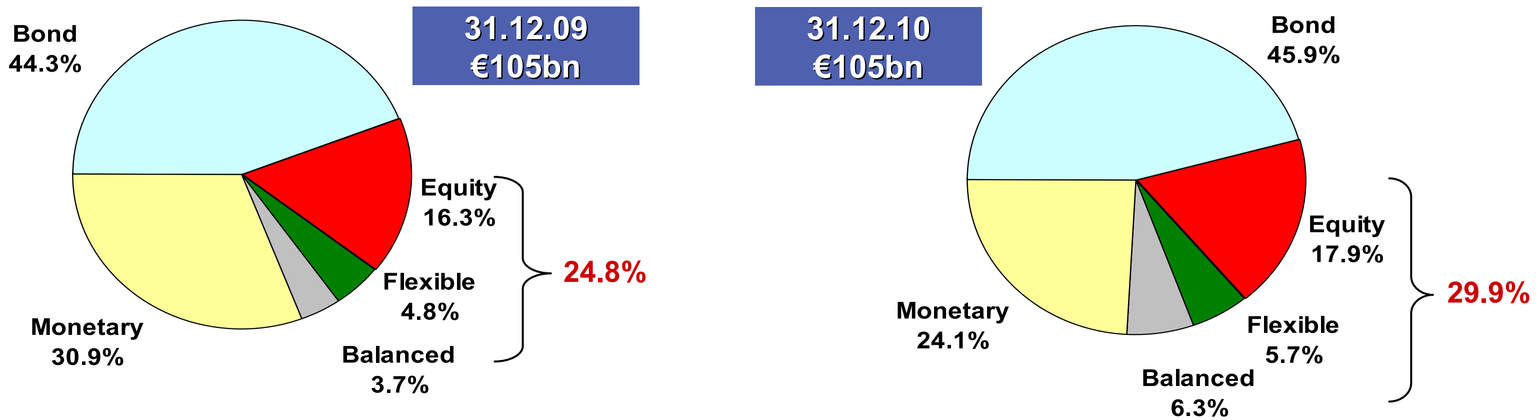


Net Fee and Commission Income from Assets under Management

(€ m)



Mutual Funds Asset Mix

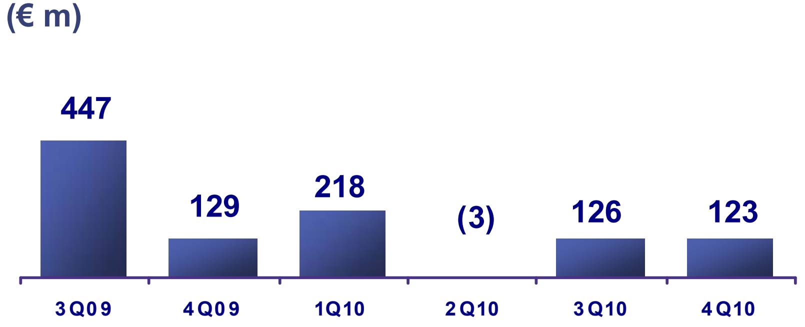


- **The reconversion of Assets under Administration (€194bn) into Assets under Management provides potential for commission growth with retail customers**

(1) Banca dei Territori Division + Banca Fideuram
(2) Including €63m of performance commissions in 4Q09
(3) Including €24m of performance commissions in 4Q10

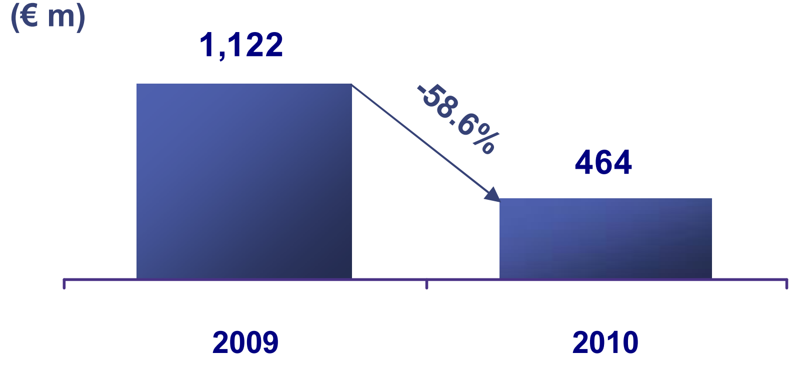
Positive performance in Profits on Trading in 4Q10 maintaining a low risk profile

Quarterly Analysis



- 4Q10 positive results after 3Q10 recovery
- 12.2% 4Q10 increase in revenues from customer activity vs 3Q10
- 4Q10 average VAR down 15.2% vs 3Q10 to €37m
- 4Q10 results affected by ~€40m of unrealised losses on Italian Government bonds as a consequence of euro-zone tensions caused by sovereign debt risk

Yearly Analysis



- 2010 results affected by ~€160m of unrealised losses on Italian Government bonds as a consequence of euro-zone tensions caused by sovereign debt risk
- €361m of 2010 results come from customer activity (~80% of the total)
- 2010 results include €53m of dividends from Financial assets available for sale (€39m in 2009)
- 2010 average VAR down 6.4% vs 2009 to €38m

Trading profits: revenues from increased customer activity in 4Q10 vs 3Q10

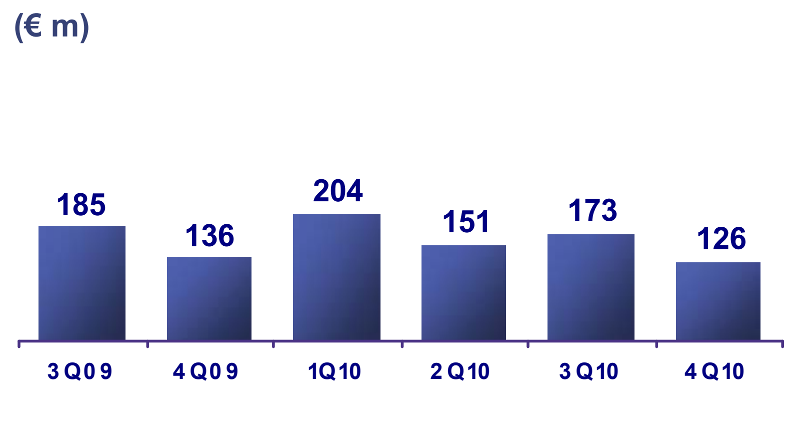
(€ m)	3Q09(1)	4Q09(1)	1Q10(1)	2Q10(1)	3Q10(1)	4Q10(1)
Total	**447**	**129**	**218**	**(3)**	**126**	**123**
of which:						
Customers	**113**	**87**	**85**	**85**	**90**	**101**
Capital markets & Financial assets AFS	**205**	**30**	**105**	**16**	**1**	**48**
Proprietary Trading and Treasury (excluding Structured credit products)	**90**	**2**	**2**	**(114)***	**8**	**(58)***
Structured credit products (see appendix)	**39**	**10**	**27**	**10**	**27**	**32**

*** 2010 Proprietary Trading and Treasury results affected by unrealised losses on Italian Government bonds that have an average residual life of just around one year (~€100m in 2Q10 and ~€40m in 4Q10)**

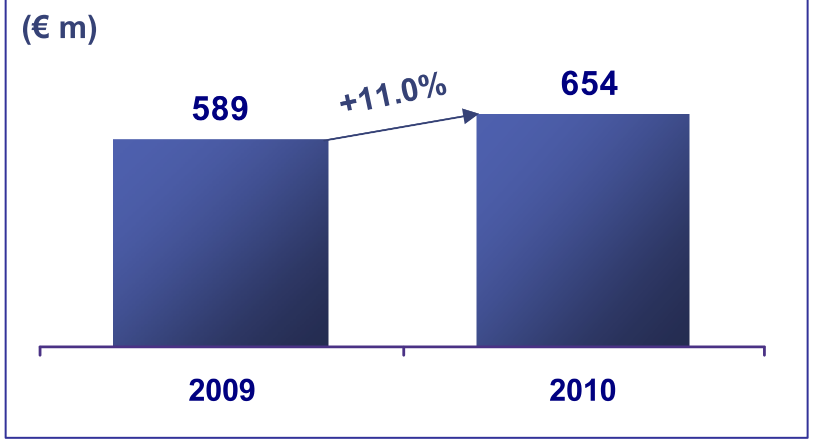
(1) Without IAS reclassification the income statement would have included €148m of positive impact (of which €104m on Structured credit products) in 3Q09, €8m of negative impact (of which €0m on Structured credit products) in 4Q09, €84m of positive impact (of which -€44m on Structured credit products) in 1Q10, €23m of negative impact (of which €28m on Structured credit products) in 2Q10, €39m of positive impact (of which -€36m on Structured credit products) in 3Q10 and €8m of negative impact (of which €9m on Structured credit products) in 4Q10

Yearly double-digit growth in Income from Insurance Business

Quarterly Analysis



Yearly Analysis



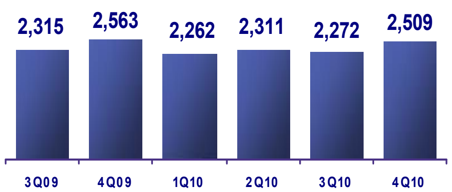
- Increase in 2010 vs 2009 (+11.0%), mainly due to positive contribution of the life business, supported by both the sustained increase in collection realised through the branch network and the positive trend in financial management
- In 2010 Bancassurance new premiums exceeded €14.5bn (+19.2% vs 2009)
- Remaining 50% of Intesa Vita and remaining 49% of Centrovita purchases completed in September
- At the end of December, received green light from Antitrust for the merger of the four insurance companies held by Intesa Sanpaolo
- The project underway to set up the insurance hub will lead to the creation of a life company serving the Group's banking networks and a life company at the service of Banca Fideuram

Costs down for fourth consecutive year

Quarterly Analysis

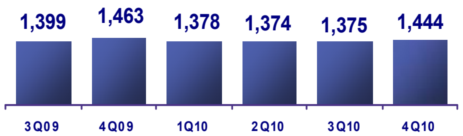
Operating Costs

(€ m)



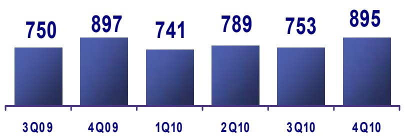
Personnel Expenses

(€ m)



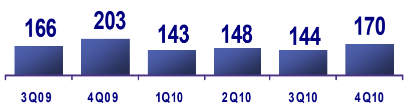
Other Administrative Expenses

(€ m)



Adjustments

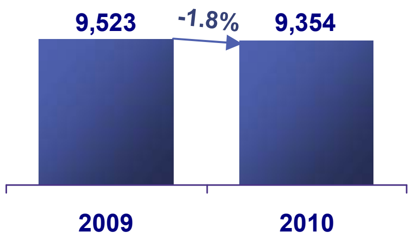
(€ m)



Yearly Analysis

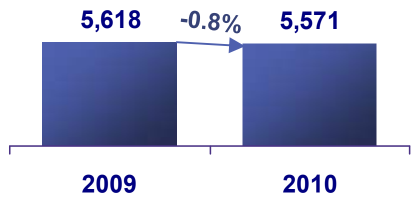
Operating Costs

(€ m)



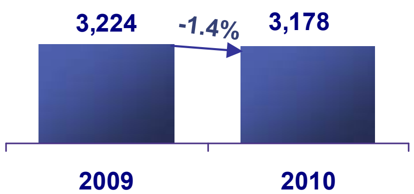
Personnel Expenses

(€ m)



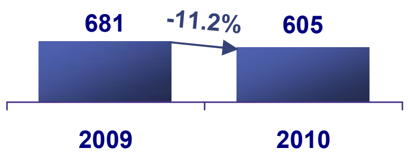
Other Administrative Expenses

(€ m)



Adjustments

(€ m)



- 4Q10 Operating costs down 2.1% vs 4Q09
- Increase in Operating costs in 4Q10 vs 3Q10 due to seasonal year-end effect, particularly in Other Administrative Expenses

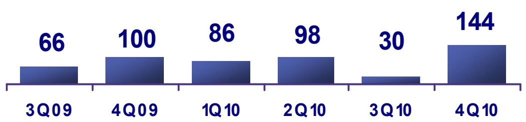
- Structural cost reduction (-1.8% vs 2009) confirmed in all items (Personnel expenses, Other administrative expenses and Adjustments) despite significant growth-related investments
- Strong reduction in Adjustments (-11.2%) largely due to the completion of certain adjustments to IT assets

Cost of credit down to 82bps in 2010

Quarterly Analysis

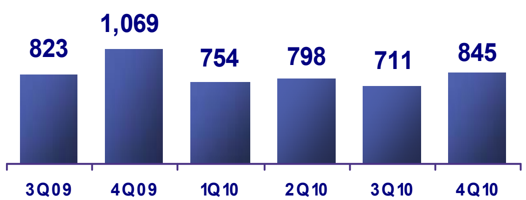
Net Provisions for risks and charges

(€ m)



Net Adjustments to Loans

(€ m)

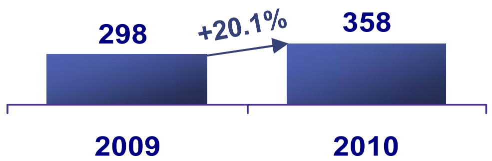


- 4Q10 Net Provisions for risks and charges include €100m prudential provision for possible dispute resolutions
- 21.0% decrease in 4Q10 Net Adjustments to Loans vs 4Q09
- Increase in Net Adjustments to Loans in 4Q10 vs 3Q10 due to Neos Finance (consumer credit) and Centro Leasing affected by non-recurring adjustments

Yearly Analysis

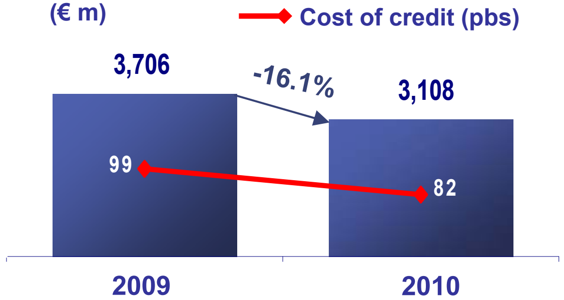
Net Provisions for risks and charges

(€ m)



Net Adjustments to Loans

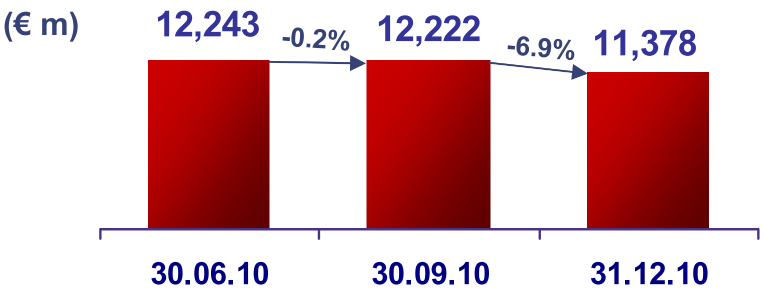
(€ m)



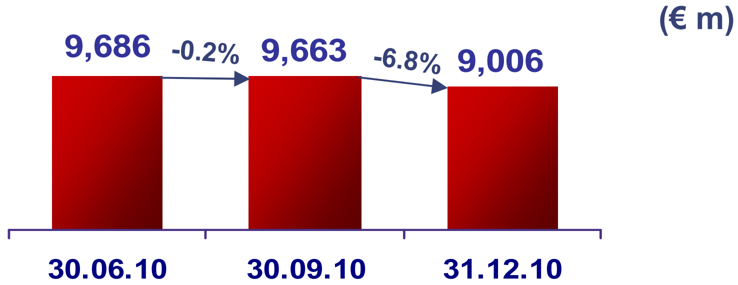
- Increase in Net Provisions for risks and charges due to prudential provision for possible dispute resolutions
- 16.1% decrease in Net Adjustments to Loans in 2010 vs 2009
- 2010 Net Adjustments to Loans/Loans down to 82bps vs 99bps in 2009
- Performing Loans reserve up €35m in 2010 at €2,483m

Further reduction in stock of Substandard Loans in 4Q10

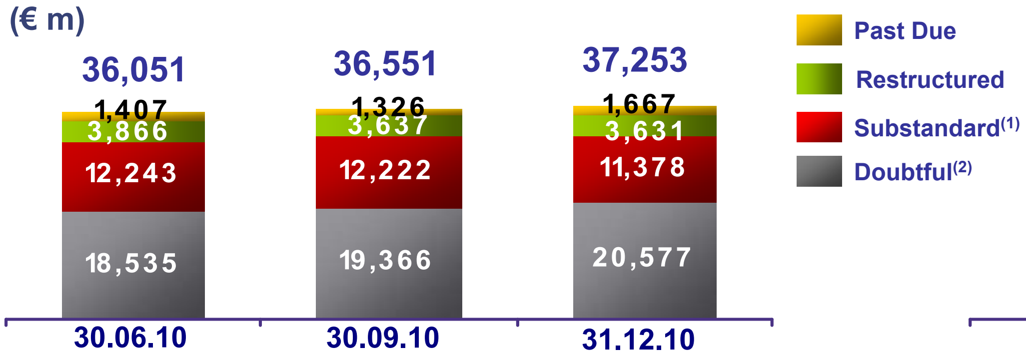
Gross Substandard Loans



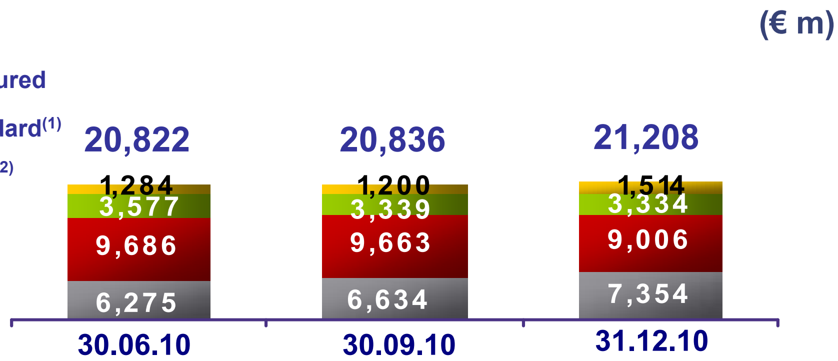
Net Substandard Loans



Gross Non-performing Loans



Net Non-performing Loans

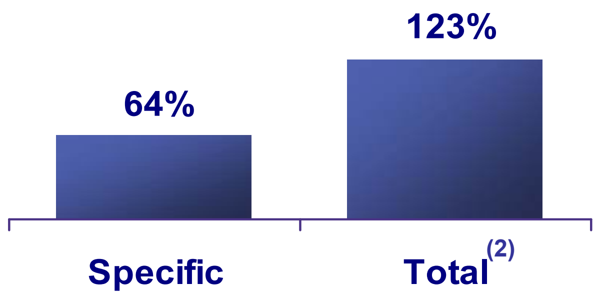


- **Slight decrease in stock of Restructured Loans - to a large extent owing to a single loan which did not require provisioning - vs 3Q10**
- **Increase in stock of Past Due in 4Q10 vs 3Q10 resulting from just two loans, of which one is back to Performing Loans and one is now in Restructured Loans**
- **Increase in stock of Gross Non-performing Loans in 4Q10 vs 3Q10 78% lower than the increase in 4Q09 vs 3Q09**

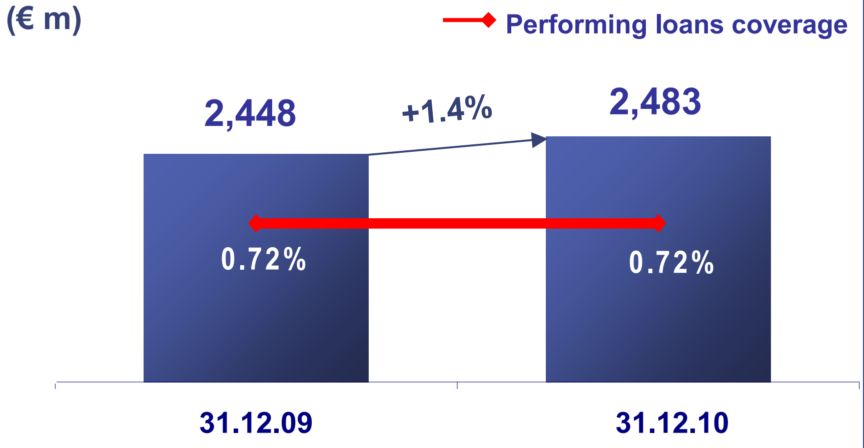
(1) Incagli
(2) Sofferenze

Doubtful Loans[1] coverage more than adequate. Performing Loans reserve solid and increasing

Doubtful Loans[1] coverage as at 31.12.10



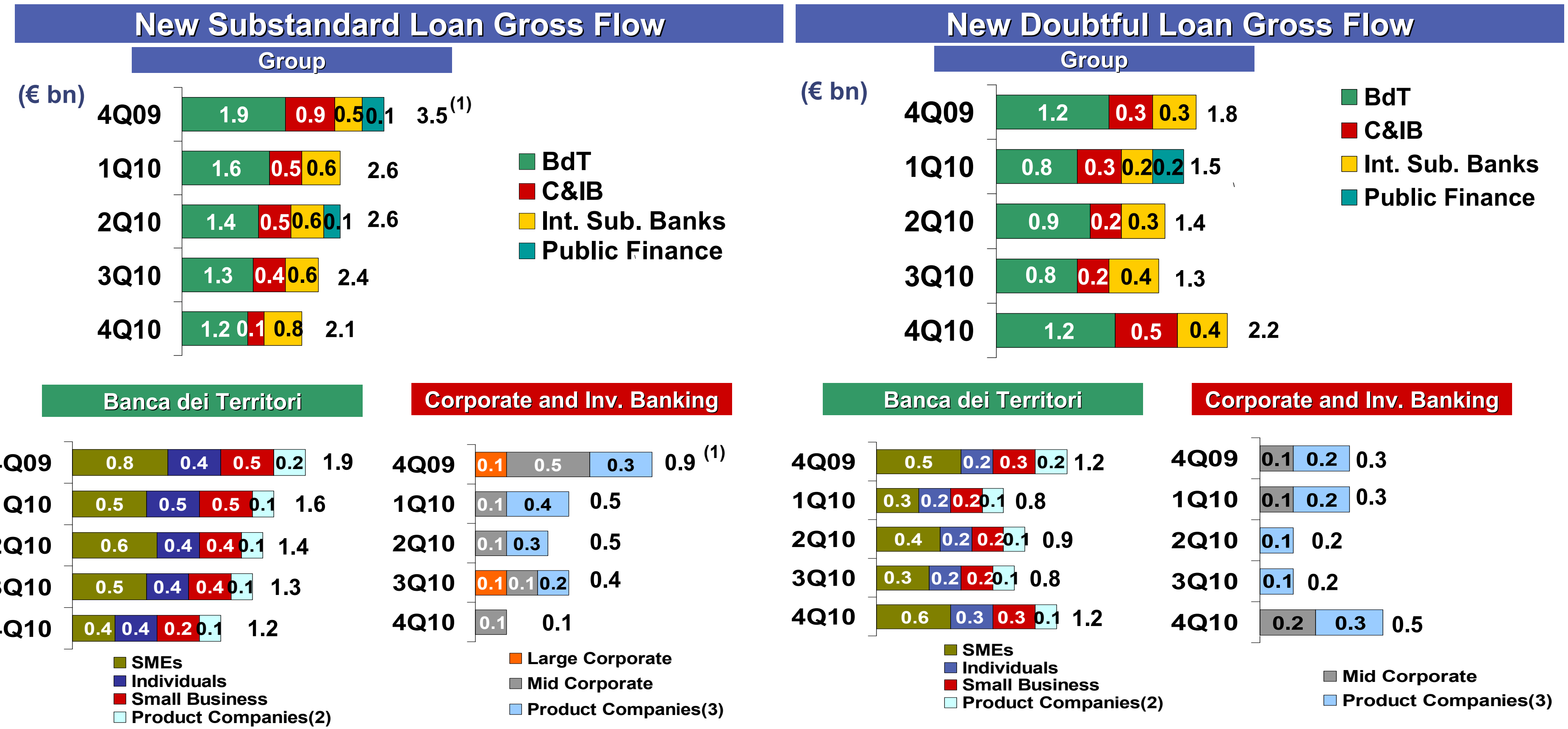
Performing Loans reserve



- Doubtful Loans[1] total coverage (including collateral and guarantees) more than adequate at 123%
- Repayments from Doubtful Loans[1] structurally higher than their Net Book Value (152% in the 2009-2010 two-year period)
- Non-performing Loans coverage at 31.12.10 increased to 43% from 41% vs 31.12.09
- €2,483m Performing Loans reserve, €35m increase vs 31.12.09

(1) Sofferenze
(2) Including collateral and guarantees

Continued decline in the inflow of new Substandard Loans

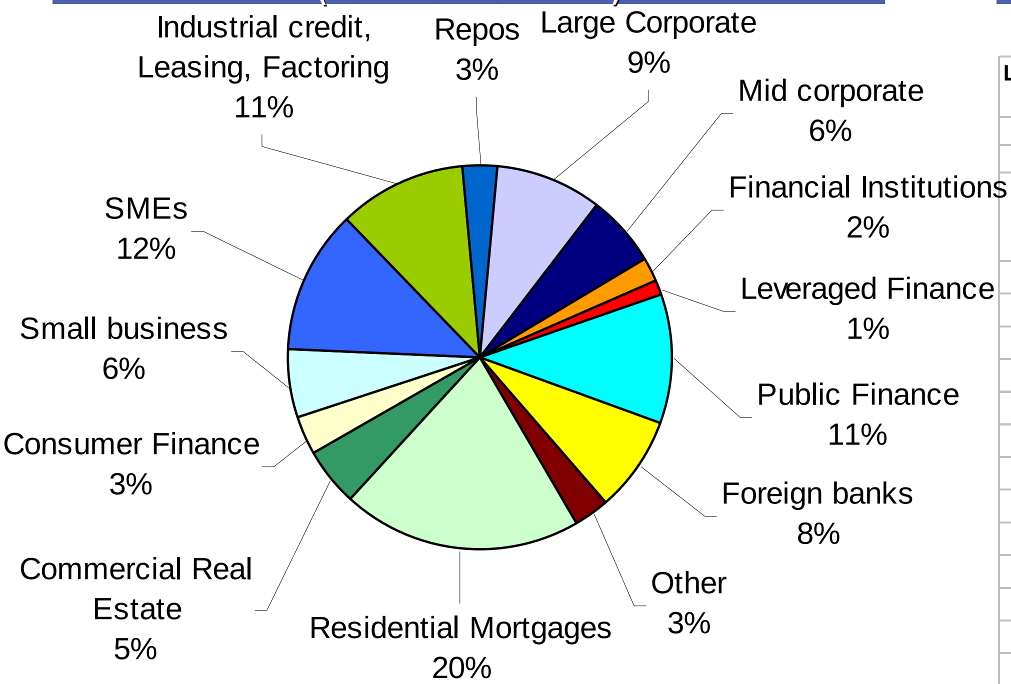


- Further decline in inflow of new Substandard Loans in 4Q10
- Increase in inflow of new Doubtful Loans in 4Q10 vs 3Q10 due to transfers from Substandard Loans

(1) Including an exposure of €427m secured by €402m cash collateral from other banks taking part in the loan facility, with an actual risk for Intesa Sanpaolo of only €25m
(2) Industrial credit
(3) Leasing and Factoring
Figures may not add up exactly due to rounding differences

Well-diversified portfolio of Loans to Customers

Breakdown by business area
(Data as at 31.12.10)



- **Low risk profile of residential mortgage portfolio**
  - **Instalment/available income ratio at 37%**
  - **Average Loan-to-Value equal to 50%**
  - **Original average maturity equal to ~20 years**
  - **Residual average life equal to ~13 years**

Breakdown by economic business sectors

	30.09.10	31.12.10
Loans of the Italian banks and companies of the Group		
Households	**23.9%**	**23.8%**
Public Administration	**5.2%**	**5.0%**
Financial companies	**5.1%**	**5.1%**
Non-financial companies	**48.1%**	**48.3%**
of which:		
HOLDING AND OTHER	8.9%	9.0%
CONSTRUCTION AND MATERIALS FOR CONSTR.	6.8%	6.9%
DISTRIBUTION	6.0%	6.1%
SERVICES	5.3%	5.4%
METALS AND METAL PRODUCTS	2.4%	2.5%
TRANSPORT	2.6%	2.4%
UTILITIES	2.5%	2.4%
TRANSPORTATION MEANS	1.7%	1.7%
FOOD AND DRINK	1.6%	1.7%
MECHANICAL	1.6%	1.5%
AGRICULTURE	1.4%	1.5%
INTERMEDIATE INDUSTRIAL PRODUCTS	1.4%	1.4%
FASHION	1.3%	1.3%
ENERGY AND EXTRACTION	1.4%	1.2%
ELECTROTECHNICAL AND ELECTRONIC	1.1%	1.2%
PUBLISHING AND PRINTING	0.5%	0.5%
BASE AND INTERMEDIATE CHEMICALS	0.5%	0.5%
FURNITURE	0.4%	0.4%
OTHER CONSUMPTION GOODS	0.3%	0.3%
PHARMACEUTICAL	0.3%	0.3%
MASS CONSUMPTION GOODS	0.1%	0.1%
WHITE GOODS	0.1%	0.1%
Rest of the world	**6.8%**	**7.0%**
Loans of the foreign banks and companies of the Group	**9.1%**	**8.9%**
Doubtful Loans	**1.8%**	**1.9%**
TOTAL	**100.0%**	**100.0%**

Figures may not add up exactly due to rounding differences

Total exposure[1] by Country: international exposure at 24% of total

(€ m)	DEBT SECURITIES						LOANS
	L&R	AFS	HTM	CFV [2]	HFT	Total	
EU Countries	**19,743**	**53,602**	**3,163**	**548**	**25,153**	**102,208**	**358,616**
Austria	140	158	13		64	375	546
Belgium		202			405	607	698
Bulgaria							24
Cyprus	24					24	170
Czech Republic	77	43			5	124	394
Denmark	200	84		1	15	299	189
Estonia							
Finland		218			22	240	52
France	693	2,149		26	821	3,688	7,713
Germany	188	4,257	20	21	633	5,119	2,784
Greece	397	448			211	1,056	178
Hungary	383	256	22		100	760	7,644
Iceland	126				31	157	34
Ireland	35	370		9	16	430	657
Italy	11,788	39,222	1,122	433	20,850	73,415	311,565
Latvia	25					25	62
Liechtenstein		11				11	
Lithuania		20				20	4
Luxembourg	742	595		36	188	1,561	2,632
Malta							179
The Netherlands	824	1,623	40	10	550	3,047	2,576
Norway	313	66			87	466	192
Poland	124	29		2	184	339	129
Portugal	1,181	295	10	1	63	1,551	332
Romania	10	61				70	914
Slovakia		1,327	1,819		85	3,232	5,974
Slovenia		142			10	152	2,152
Spain	1,794	978	99	3	215	3,089	2,846
Sweden	250	190			97	537	410
United Kingdom	430	860	17	6	501	1,815	7,568
North African Countries	**19**	**123**	**236**		**633**	**1,010**	**2,443**
Algeria							70
Egypt		123	236		633	991	2,344
Libya							9
Morocco	19					19	2
Tunisia							18
Japan	**3**	**85**			**850**	**939**	**629**
Other Countries	**3,905**	**2,353**	**440**	**256**	**4,457**	**11,411**	**29,954**
Total consolidated figures	**23,669**	**56,163**	**3,839**	**804**	**31,093**	**115,568**	**391,642**

- **Overall exposure to Greece, Ireland, Portugal and Spain at 2% of total**

(1) Exposure to sovereign risks (central and local governments), banks and other customers, for which details are reported in slides 64, 65 and 66. Book Value of Debt Securities and Net Loans as at 31.12.10. Including insurance business

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

Figures may not add up exactly due to rounding differences

Agenda

Divisional Financial Highlights

(Figures as at 31.12.10)	Banca dei Territori	Eurizon Capital	Corporate & Investment Banking	Public Finance	International Subsidiary Banks	Banca Fideuram	Corporate Centre / Others(1)	Total
Operating Income (€ m)	10,032	288	3,512	342	2,302	755	(606)	16,625
Operating Margin (€ m)	4,044	156	2,624	259	1,133	407	(1,352)	7,271
Net income (€ m)	783	77	1,416	138	378	138	(225)	2,705
Cost/Income (%)	59.7	45.8	25.3	24.3	50.8	46.1	n.m.	56.3
RWA (€ bn)	123.3	0.9	124.5	17.0	34.8	4.7	27.0	332.2
Allocated Capital(2) (€ bn)	8.9	0.1	7.5	1.0	2.1	0.5	1.6	21.6
Direct Customer Deposits (€ bn)	217.1	n.m.	95.2	5.8	30.3	12.3	66.6	427.2
Loans to Customers (€ bn)	184.0	0.2	111.1	40.5	30.9	2.8	9.7	379.2
EVA ® (€ m)	307	109	661	40	106	189	(1,320)	93

(1) Treasury Department, Central Structures, excess capital and consolidation adjustments
(2) Allocated capital = 6% RWA + insurance risk, allocated capital for Eurizon Capital and Banca Fideuram = 6% RWA + business risk
Figures may not add up exactly due to rounding differences

Banca dei Territori: growth in AuM and Net Fee and Commission Income vs 2009

(€ m)	2009 Restated	2010	Δ%
Net interest income	6,373	5,892	(7.5)
Dividends and P/L on investments carried at equity	57	0	(100.0)
Net fee and commission income	3,268	3,451	5.6
Profits (Losses) on trading	110	88	(20.0)
Income from insurance business	530	572	7.9
Other operating income (expenses)	8	29	262.5
Operating income	**10,346**	**10,032**	**(3.0)**
Personnel expenses	(3,394)	(3,398)	0.1
Other administrative expenses	(2,644)	(2,581)	(2.4)
Adjustments to property, equipment and intangible assets	(33)	(9)	(72.7)
Operating costs	**(6,071)**	**(5,988)**	**(1.4)**
Operating margin	**4,275**	**4,044**	**(5.4)**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(85)	(104)	22.4
Net adjustments to loans	(1,992)	(2,080)	4.4
Net impairment losses on other assets	(58)	(17)	(70.7)
Profits (Losses) on HTM and on other investments	420	0	(100.0)
Income before tax from continuing operations	**2,560**	**1,843**	**(28.0)**
Taxes on income from continuing operations	(913)	(752)	(17.6)
Merger and restructuring related charges (net of tax)	(175)	(50)	(71.4)
Effect of purchase cost allocation (net of tax)	(251)	(258)	2.8
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	(17)	0	(100.0)
Net income	**1,204**	**783**	**(35.0)**

	2009	2010
EVA® (€ m)	**741**	**307**

- **NII down mostly due to the reduction in mark-down caused by market yields. Benefits from hedging and average Direct Customer Deposits growth (+4.6%). €178m negative impact due to the elimination of overdraft charges**
- **5.6% increase in commissions particularly due to good performance of AuM and insurance products as well as the introduction of the commitment fee (€56m benefit vs 2009)**
- **Growth in Income from insurance business (+7.9%) also due to increase in new business**
- **1.4% reduction in Operating costs**
- **Net adjustments to loans down 0.5% excluding Neos Finance (consumer credit) affected by non-recurring adjustments to loans acquired from third-party companies**
- **Net Income down by only 2.6% excluding the Findomestic capital gain recorded in 2009**

Note: 2009 figures restated to reflect scope of consolidation for 2010
Figures may not add up exactly due to rounding differences

Eurizon Capital: increase in AuM vs 2009

(€ m)	2009 Restated	2010	Δ%
Net interest income	2	1	(50.0)
Dividends and P/L on investments carried at equity	13	15	15.4
Net fee and commission income	297	261	(12.1)
Profits (Losses) on trading	4	7	75.0
Income from insurance business	0	0	n.m.
Other operating income (expenses)	7	4	(42.9)
Operating income	**323**	**288**	**(10.8)**
Personnel expenses	(58)	(53)	(8.6)
Other administrative expenses	(79)	(78)	(1.3)
Adjustments to property, equipment and intangible assets	(1)	(1)	0.0
Operating costs	**(138)**	**(132)**	**(4.3)**
Operating margin	**185**	**156**	**(15.7)**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(4)	(4)	0.0
Net adjustments to loans	0	0	n.m.
Net impairment losses on other assets	0	0	n.m.
Profits (Losses) on HTM and on other investments	0	0	n.m.
Income before tax from continuing operations	**181**	**152**	**(16.0)**
Taxes on income from continuing operations	(47)	(35)	(25.5)
Merger and restructuring related charges (net of tax)	0	0	n.m.
Effect of purchase cost allocation (net of tax)	(39)	(38)	(2.6)
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	(4)	(2)	(50.0)
Net income	**91**	**77**	**(15.4)**
EVA ® (€ m)	**127**	**109**	

- Leading asset manager in Italy with €136.3bn of AuM (+0.6% vs 31.12.09)
- Operating income and Operating margin up 4.9% and 15.0% respectively, excluding performance commissions (€10m in 2010 vs €58m in 2009)
- 4.3% decrease in Operating costs due mostly to Personnel expenses
- Growing synergies with the Banca dei Territori: "Eurizon Capital Specialists" initiative strengthened - 57 people (vs 43 as at 31.12.09) supporting the network to re-launch AuM - and growth of products to be distributed by the Banca dei Territori
- 2010 Net income at €115m excluding the economic effects of purchase cost allocation

Note: 2009 figures restated to reflect scope of consolidation for 2010
Figures may not add up exactly due to rounding differences

Corporate and Investment Banking: marked increase in Pre-tax Income and Net Income vs 2009

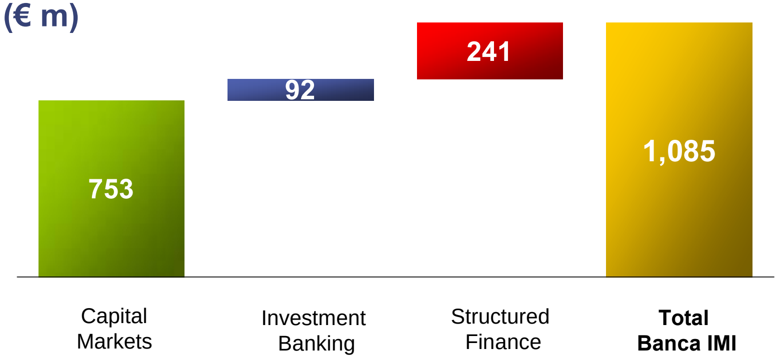
(€ m)	2009 Restated	2010	Δ%
Net interest income	2,119	1,977	(6.7)
Dividends and P/L on investments carried at equity	(46)	(29)	(37.0)
Net fee and commission income	925	968	4.6
Profits (Losses) on trading	634	557	(12.1)
Income from insurance business	0	0	n.m.
Other operating income (expenses)	45	39	(13.3)
Operating income	**3,677**	**3,512**	**(4.5)**
Personnel expenses	(392)	(391)	(0.3)
Other administrative expenses	(501)	(490)	(2.2)
Adjustments to property, equipment and intangible assets	(9)	(7)	(22.2)
Operating costs	**(902)**	**(888)**	**(1.6)**
Operating margin	**2,775**	**2,624**	**(5.4)**
Goodwill impairment	(2)	0	(100.0)
Net provisions for risks and charges	(6)	(15)	150.0
Net adjustments to loans	(1,012)	(423)	(58.2)
Net impairment losses on other assets	(61)	(19)	(68.9)
Profits (Losses) on HTM and on other investments	72	12	(83.3)
Income before tax from continuing operations	**1,766**	**2,179**	**23.4**
Taxes on income from continuing operations	(492)	(754)	53.3
Merger and restructuring related charges (net of tax)	(12)	(7)	(41.7)
Effect of purchase cost allocation (net of tax)	0	(2)	n.m.
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**1,262**	**1,416**	**12.2**
EVA® (€ m)	**469**	**661**	

- Strong increase in EVA® (+40.9% vs 2009)
- Growth in Net fee and commission income due to commercial banking activity, resulting particularly from higher fees from credit facilities granted and guarantees given
- Revenues affected by decrease in NII - largely as a result of a reduction in average customer loans primarily driven by the strong focus on loan portfolio quality and EVA® generation and by customer access to alternative funding sources (e.g. bond issue) - and lower Profits on trading
- 1.6% decrease in Operating costs
- Strong reduction in Net adjustments to loans (-58.2%) due to both Mid and Large Corporate customers
- Cost of credit down to 38bps from 94bps in 2009
- 23.4% increase in Pre-tax income
- 2010 Net income at €1,416m, +12.2% vs 2009

Note: 2009 figures restated to reflect scope of consolidation for 2010. Data include results of Proprietary trading
Figures may not add up exactly due to rounding differences

Banca IMI: significant contribution to 2010 results maintaining a low risk profile

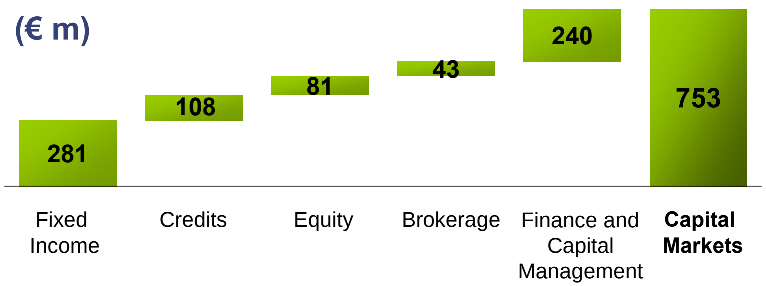
Banca IMI Operating Income(*)



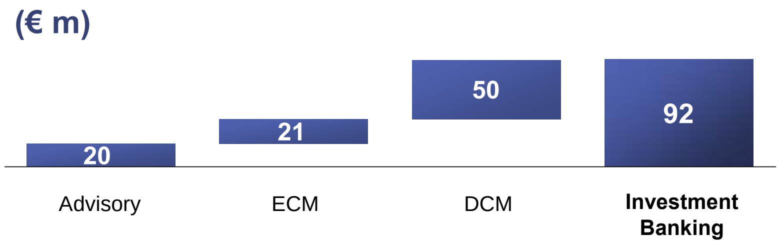
	Capital Markets	Investment Banking	Structured Finance	Total Banca IMI
Cost/Income	29.5%	40.3%	15.8%	27.4%
RWA (€ m)	12,389	295	8,840	21,525

- **More than 80% of Operating income customer driven**
- **2010 average VAR at €14m**
- **2010 Net income at €517m**

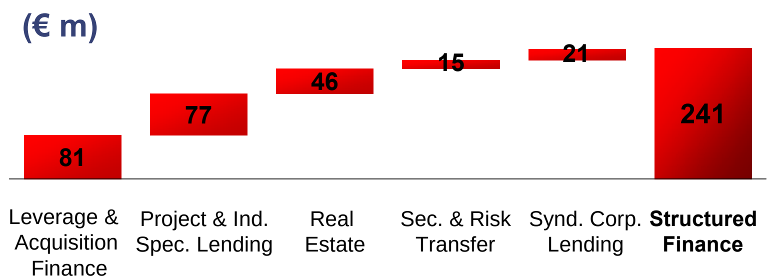
of which: Capital Markets



of which: Investment Banking



of which : Structured Finance



(*) Banca IMI S.p.A. and its subsidiaries
Figures may not add up exactly due to rounding differences

Public Finance: strong growth in Net Fee and Commission Income and Net Income vs 2009

(€ m)	2009 Restated	2010	Δ%
Net interest income	368	280	(23.9)
Dividends and P/L on investments carried at equity	0	0	n.m.
Net fee and commission income	42	69	64.3
Profits (Losses) on trading	(14)	(9)	(35.7)
Income from insurance business	0	0	n.m.
Other operating income (expenses)	3	2	(33.3)
Operating income	**399**	**342**	**(14.3)**
Personnel expenses	(37)	(38)	2.7
Other administrative expenses	(44)	(45)	2.3
Adjustments to property, equipment and intangible assets	0	0	n.m.
Operating costs	**(81)**	**(83)**	**2.5**
Operating margin	**318**	**259**	**(18.6)**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(2)	0	(100.0)
Net adjustments to loans	(125)	(44)	(64.8)
Net impairment losses on other assets	0	0	n.m.
Profits (Losses) on HTM and on other investments	0	0	n.m.
Income before tax from continuing operations	**191**	**215**	**12.6**
Taxes on income from continuing operations	(71)	(74)	4.2
Merger and restructuring related charges (net of tax)	0	0	n.m.
Effect of purchase cost allocation (net of tax)	(4)	(3)	(25.0)
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**116**	**138**	**19.0**

EVA ® (€ m)	**21**	**40**

- Average Loans to Customers basically stable vs 2009 (-0.1%)
- €3.9bn of new loans in 2010
- Expected decline in NII due to lower spreads
- Sustained increase in Net fee and commission income (+64.3%)
- Losses on trading due to valuation effects
- Decrease in Operating margin in 2010 vs 2009 mainly due to lower revenues, but recovering in 4Q10 (+20.2% vs 3Q10)
- Strong reduction in Net adjustments to loans and Cost of credit down to 11bps (from 30bps in 2009)
- 2010 Net income at €138m (+19.0% vs 2009)

Note: 2009 figures restated to reflect scope of consolidation for 2010
Figures may not add up exactly due to rounding differences

International Subsidiary Banks: increase in Operating Margin and sustained growth in Pre-tax Income vs 2009

(€ m)	2009 Restated	2010	Δ%
Net interest income	1,447	1,665	15.1
Dividends and P/L on investments carried at equity	11	15	36.4
Net fee and commission income	541	576	6.5
Profits (Losses) on trading	288	96	(66.7)
Income from insurance business	0	0	n.m.
Other operating income (expenses)	(32)	(50)	56.3
Operating income	**2,255**	**2,302**	**2.1**
Personnel expenses	(582)	(584)	0.3
Other administrative expenses	(430)	(447)	4.0
Adjustments to property, equipment and intangible assets	(137)	(138)	0.7
Operating costs	**(1,149)**	**(1,169)**	**1.7**
Operating margin	**1,106**	**1,133**	**2.4**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	2	2	0.0
Net adjustments to loans	(649)	(589)	(9.2)
Net impairment losses on other assets	(8)	(19)	137.5
Profits (Losses) on HTM and on other investments	3	5	66.7
Income before tax from continuing operations	**454**	**532**	**17.2**
Taxes on income from continuing operations	(83)	(153)	84.3
Merger and restructuring related charges (net of tax)	(1)	(1)	0.0
Effect of purchase cost allocation (net of tax)	0	0	n.m.
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**370**	**378**	**2.2**

EVA® (€ m)	**111**	**106**

- 2.1% revenue increase due to growth in NII - sustained by larger spreads - and in Net fee and commission income, supported by positive performance of all items
- Sound growth in average Direct Customer Deposits (+4.1%) and slight increase in average Loans to Customers (+0.6%)
- Cost/Income ratio down to 50.8% from 51.0% in 2009
- 2.4% increase in Operating margin
- 9.2% reduction in Net adjustments to loans and Cost of credit down to 191bps (vs 219bps in 2009)
- 2010 Net income at €421m (+13.8% vs 2009) excluding the impact of Hungary extraordinary tax (€43m)

Note: 2009 figures restated to reflect scope of consolidation for 2010
Figures may not add up exactly due to rounding differences

Banca Fideuram[1]: increase in Customer Financial Assets and strong growth in Net Income vs 2009

(€ m)	2009 Restated	2010	Δ%
Net interest income	158	120	(24.1)
Dividends and P/L on investments carried at equity	0	(2)	n.m.
Net fee and commission income	437	539	23.3
Profits (Losses) on trading	15	21	40.0
Income from insurance business	65	76	16.9
Other operating income (expenses)	(5)	1	n.m.
Operating income	**670**	**755**	**12.7**
Personnel expenses	(139)	(138)	(0.7)
Other administrative expenses	(198)	(194)	(2.0)
Adjustments to property, equipment and intangible assets	(16)	(16)	0.0
Operating costs	**(353)**	**(348)**	**(1.4)**
Operating margin	**317**	**407**	**28.4**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(43)	(71)	65.1
Net adjustments to loans	0	0	n.m.
Net impairment losses on other assets	(9)	(11)	22.2
Profits (Losses) on HTM and on other investments	0	0	n.m.
Income before tax from continuing operations	**265**	**325**	**22.6**
Taxes on income from continuing operations	(62)	(85)	37.1
Merger and restructuring related charges (net of tax)	(4)	(4)	0.0
Effect of purchase cost allocation (net of tax)	(92)	(98)	6.5
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**107**	**138**	**29.0**

EVA ® (€ m)	**151**	**189**

- Market leader with €71.6bn of Customer Financial Assets (of which €53.5bn AuM), 4,349 Private bankers and 97 branches
- €3.8bn (+5.6%) Customer Financial Assets increase due to AuM (+€6.5bn). As at 31.12.10 AuM accounts for 74.7% of Customer Financial Assets (69.4% as at 31.12.09)
- €1.9bn positive net inflow of Customer Financial Assets in 2010 driven by AuM growth (+€4.2bn)
- Strong growth in Operating Margin (+28.4%) due to revenue increase (+12.7%) and Operating costs reduction (-1.4%)
- Cost/Income ratio at 46.1% down 6.6pp vs 2009
- 2010 Net provisions for risks and charges include a €18m tax litigation provision related to previous years
- 2010 Net income at €236m excluding the economic effect of purchase cost allocation (vs €199m in 2009)

(1) Including Fideuram Vita
Note: 2009 figures restated to reflect scope of consolidation for 2010
Figures may not add up exactly due to rounding differences

4Q10 and 2010 results confirm ISP's sustainable profitability and position as one of the most solid international banking Groups

- **Sound performance in 2010 driven by**
  - Sustainable profitability
  - Signs of recovery in Customer Loans
  - Growth in Customer Financial Assets
  - Maintaining high liquidity and low leverage
  - Declining Operating Costs for fourth consecutive year
  - Asset quality looking up and significant reduction in cost of credit
  - Sound capital ratios

- **In 2011, by comparison with 2010, the Group is expected to record**
  - An increase in Operating Income
  - Containment of Operating Costs
  - A decline in Cost of credit
  - Growth in recurring profitability

Appendix

Methodological note (1/3)

- **For comparison purposes, 2009 and 2010 data have been restated to take into account the effect of the full consolidation of 100% of Intesa Vita**

- **With reference to the divisional figures, 2009 and 2010 data have been restated to take into account the attribution of Neos Finance results to Banca dei Territori division, previously attributed to the Corporate Centre**

- **The amendment to IAS 39 adopted by the European Union permitted the reclassification of Financial assets held for trading and/or available for sale into other categories. Following a clear change in the Company's intention taken as a result of unusual events, Intesa Sanpaolo reclassified €3,257m Financial assets held for trading into Loans & Receivables, €184m Financial assets held for trading into Financial assets available for sale and €6,312m Financial assets available for sale into Loans & Receivables. This reclassification reflected management intent to hold for the foreseeable future those assets for which the current and expected future market conditions no longer permit active management. Without this reclassification the 2010 income statement would have included €92m(1) as positive impact from fair value measurement (of which €8m of negative impact in 4Q10), while the Shareholders' equity would have included €1,146m(1) as negative direct impact as at 31.12.10 (of which €73m(1) of positive impact in 4Q10)**

(1) Pre-tax data

Methodological note (2/3)

2009 main non-recurring items include:

- **1Q09: 1) €511m of fiscal benefit from the release of deferred taxes relating to detaxation of intangibles with a finite life and brand name, recorded under taxes on income from continuing operations, 2) €68m integration charges and related tax savings, which resulted in net integration charges of €48m, 3) €95m charges from purchase cost allocation, net of tax and 4) €83m capital gains made on the disposal of CR Orvieto and 17 branches and related taxes, which resulted in a net capital gain of €63m under income after tax from discontinued operations**
- **2Q09: 1) €60m integration charges and related tax savings, which resulted in net integration charges of €38m and 2) €102m charges from purchase cost allocation, net of tax**
- **3Q09: 1) €61m integration charges and related tax savings, which resulted in net integration charges of €44m and 2) €98m charges from purchase cost allocation, net of tax**
- **4Q09: 1) €51m from the IMI-SIR settlement recorded under other operating income and related taxes, 2) €439m capital gains from the disposal of Findomestic and €70m from that of Esaote registered under profits on investments held to maturity, and related taxes, 3) €131m integration charges and related tax savings, which resulted in net integration charges of €84m, 4) €90m charges from purchase cost allocation, net of tax and 5) €60m attributable to minority shareholders out of the aforementioned €439m Findomestic capital gain recorded under minority interests**

Methodological note (3/3)

2010 main non-recurring items include:

- **1Q10: 1) €23m integration charges and related tax savings resulting in net integration charges of €16m, 2) €92m charges from purchase cost allocation, net of tax and 3) €86m of fiscal benefit from the release of deferred taxes relating to goodwill detaxation with some subsidiaries, recorded under taxes on income from continuing operations**
- **2Q10: 1) €19m of extraordinary tax pertaining to 1H10 and relating to the Group's subsidiary in Hungary, recorded under taxes on income from continuing operations, 2) €664m capital gains made on the sale of the securities services business and related taxes, which resulted in a net capital gain of €648m under income after tax from discontinued operations, 3) €41m integration charges and related tax savings, which resulted in net integration charges of €27m and 4) €101m charges from purchase cost allocation, net of tax**
- **3Q10: 1) €9m of extraordinary tax relating to the Group's subsidiary in Hungary, recorded under taxes on income from continuing operations, 2) €13m integration charges and related tax savings, which resulted in net integration charges of €11m and 3) €103m charges from purchase cost allocation, net of tax**
- **4Q10: 1) €15m of extraordinary tax relating to the Group's subsidiary in Hungary, recorded under taxes on income from continuing operations, 2) €27m integration charges and related tax savings, which resulted in net integration charges of €18m, 3) €102m charges from purchase cost allocation, net of tax, 4) a €255m positive effect of the measurement at fair value of 50% of Intesa Vita already owned by ISP following the acquisition of total control of the company, registered under profits on investments held to maturity and 5) €100m prudentially set aside for possible dispute resolutions, recorded under Net provisions for risks and charges**

Quarterly P&L Analysis

(€ m)	3Q09	4Q09	1Q10	2Q10	3Q10	4Q10
	Restated					
Net interest income	2,590	2,494	2,414	2,462	2,470	2,422
Dividends and P/L on investments carried at equity	(5)	0	(3)	26	(5)	11
Net fee and commission income	1,333	1,504	1,409	1,410	1,333	1,519
Profits (Losses) on trading	447	129	218	(3)	126	123
Income from insurance business	185	136	204	151	173	126
Other operating income (expenses)	(7)	34	22	1	(4)	20
Operating income	**4,543**	**4,297**	**4,264**	**4,047**	**4,093**	**4,221**
Personnel expenses	(1,399)	(1,463)	(1,378)	(1,374)	(1,375)	(1,444)
Other administrative expenses	(750)	(897)	(741)	(789)	(753)	(895)
Adjustments to property, equipment and intangible assets	(166)	(203)	(143)	(148)	(144)	(170)
Operating costs	**(2,315)**	**(2,563)**	**(2,262)**	**(2,311)**	**(2,272)**	**(2,509)**
Operating margin	**2,228**	**1,734**	**2,002**	**1,736**	**1,821**	**1,712**
Goodwill impairment	0	0	0	0	0	0
Net provisions for risks and charges	(66)	(100)	(86)	(98)	(30)	(144)
Net adjustments to loans	(823)	(1,069)	(754)	(798)	(711)	(845)
Net impairment losses on other assets	4	(163)	(5)	(38)	(5)	(47)
Profits (Losses) on HTM and on other investments	13	517	10	1	0	262
Income before tax from continuing operations	**1,356**	**919**	**1,167**	**803**	**1,075**	**938**
Taxes on income from continuing operations	(515)	(170)	(363)	(322)	(419)	(297)
Merger and restructuring related charges (net of tax)	(44)	(84)	(16)	(27)	(11)	(18)
Effect of purchase cost allocation (net of tax)	(98)	(90)	(92)	(101)	(103)	(102)
Income (Loss) after tax from discontinued operations	21	27	28	663	0	3
Minority interests	(46)	(59)	(36)	(14)	(32)	(19)
Net income	**674**	**543**	**688**	**1,002**	**510**	**505**

Note: Figures restated to reflect scope of consolidation for 4Q10

Quarterly development of Net Fee and Commission Income

Net Fee and Commission Income								
(€ m)	**1Q09**	**2Q09**	**3Q09**	**4Q09**	**1Q10**	**2Q10**	**3Q10**	**4Q10**
Guarantees given	73	74	75	77	85	82	81	94
Collection and payment services	85	86	84	80	82	85	84	92
Current accounts	210	201	261	254	229	227	229	230
Credit and debit cards	93	107	109	134	109	111	119	118
Commercial banking activities	**461**	**468**	**529**	**545**	**505**	**505**	**513**	**534**
Dealing and placement of securities	71	135	85	155	143	118	73	126
Currency dealing	14	13	13	13	13	14	13	15
Portfolio management	245	248	262	333	293	303	304	332
Distribution of insurance products	153	178	190	199	186	188	174	215
Other	42	20	22	43	27	20	16	28
Management, dealing and consultancy activities	**525**	**594**	**572**	**743**	**662**	**643**	**580**	**716**
Other net fee and commission income	235	244	232	216	242	262	240	269
Net fee and commission income	**1,221**	**1,306**	**1,333**	**1,504**	**1,409**	**1,410**	**1,333**	**1,519**

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

Banca dei Territori: growth in Revenues vs 3Q10

(€ m)	3Q10 Restated	4Q10	Δ%
Net interest income	1,456	1,446	(0.7)
Dividends and P/L on investments carried at equity	0	0	n.m.
Net fee and commission income	821	895	9.1
Profits (Losses) on trading	23	24	4.2
Income from insurance business	156	105	(32.4)
Other operating income (expenses)	6	15	166.2
Operating income	**2,461**	**2,485**	**1.0**
Personnel expenses	(846)	(861)	1.7
Other administrative expenses	(635)	(700)	10.2
Adjustments to property, equipment and intangible assets	(2)	(2)	(8.6)
Operating costs	**(1,483)**	**(1,563)**	**5.4**
Operating margin	**978**	**923**	**(5.7)**
Net provisions for risks and charges	(18)	(18)	(0.3)
Net adjustments to loans	(447)	(577)	29.2
Net impairment losses on other assets	1	(8)	n.m.
Profits (Losses) on HTM and on other investments	(0)	(0)	n.m.
Income before tax from continuing operations	**514**	**319**	**(38.0)**
Taxes on income from continuing operations	(214)	(128)	(39.9)
Merger and restructuring related charges (net of tax)	(8)	(14)	83.2
Effect of purchase cost allocation (net of tax)	(68)	(67)	(1.5)
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**225**	**110**	**(51.1)**

Note: 3Q10 figures restated to reflect the scope of consolidation for 4Q10
Figures may not add up exactly due to rounding differences

- **1.0% growth in revenues vs 3Q10 mainly due to strong increase in commissions**
- **Good performance in AuM, Assets under Administration and insurance product commissions**
- **Increase in Operating costs due to seasonal year-end effect (-1.4% 2010 vs 2009 and -4.0% 4Q10 vs 4Q09)**
- **Increase in Net adjustments to loans vs 3Q10 largely due to Neos Finance (consumer credit), affected by non-recurring adjustments to loans acquired from third-party companies**
- **12.8% reduction in Net adjustments to loans 4Q10 vs 4Q09**
- **New business model launched in 4Q10 to serve Small Business customers with the introduction of three subsegments (core, micro and professionals)**
- **4Q10 Net income at €110m**

Eurizon Capital: strong growth in Revenues, Operating Margin and Net Income in 4Q10

(€ m)	3Q10 Restated	4Q10	Δ%
Net interest income	0	0	(4.1)
Dividends and P/L on investments carried at equity	2	5	87.8
Net fee and commission income	63	73	14.7
Profits (Losses) on trading	0	6	n.m.
Income from insurance business	0	0	n.m.
Other operating income (expenses)	0	0	364.0
Operating income	**67**	**84**	**26.5**
Personnel expenses	(13)	(14)	3.6
Other administrative expenses	(19)	(21)	8.2
Adjustments to property, equipment and intangible assets	(0)	(0)	(14.5)
Operating costs	**(33)**	**(35)**	**6.2**
Operating margin	**34**	**50**	**45.9**
Net provisions for risks and charges	(0)	(3)	625.0
Net adjustments to loans	0	0	n.m.
Net impairment losses on other assets	0	0	n.m.
Profits (Losses) on HTM and on other investments	0	0	n.m.
Income before tax from continuing operations	**34**	**47**	**39.0**
Taxes on income from continuing operations	(8)	(12)	40.4
Merger and restructuring related charges (net of tax)	0	0	n.m.
Effect of purchase cost allocation (net of tax)	(10)	(10)	0.0
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	(0)	(1)	242.8
Net income	**16**	**25**	**59.1**

- Leading asset manager in Italy with €136.3bn of AuM (+0.6% vs 31.12.09)
- Strong increase in Operating margin vs 3Q10 (+45.9%) due to sustained revenue trend, four-fold higher than cost dynamics
- Operating costs up vs 3Q10 but with a strong reduction vs 4Q09 (-24.7%)
- 59.1% increase in 4Q10 Net Income vs 3Q10
- 4Q10 Net income at €35m, excluding the economic effect of purchase cost allocation (vs €26m in 3Q10)

Note: 3Q10 figures restated to reflect the scope of consolidation for 4Q10
Figures may not add up exactly due to rounding differences

Corporate and Investment Banking: strong increase in Revenues and Profitability in 4Q10

(€ m)	3Q10 Restated	4Q10	Δ%
Net interest income	496	516	3.9
Dividends and P/L on investments carried at equity	(17)	(1)	(92.8)
Net fee and commission income	216	282	30.5
Profits (Losses) on trading	73	137	89.3
Income from insurance business	0	0	n.m.
Other operating income (expenses)	8	18	110.0
Operating income	**776**	**951**	**22.5**
Personnel expenses	(101)	(100)	(0.9)
Other administrative expenses	(126)	(129)	2.8
Adjustments to property, equipment and intangible assets	(1)	(2)	36.9
Operating costs	**(228)**	**(231)**	**1.4**
Operating margin	**548**	**720**	**31.3**
Net provisions for risks and charges	(2)	(10)	540.4
Net adjustments to loans	(119)	(107)	(9.8)
Net impairment losses on other assets	(2)	(7)	271.5
Profits (Losses) on HTM and on other investments	0	16	n.m.
Income before tax from continuing operations	**426**	**612**	**43.5**
Taxes on income from continuing operations	(141)	(222)	57.2
Merger and restructuring related charges (net of tax)	(1)	(2)	26.0
Effect of purchase cost allocation (net of tax)	(1)	(1)	(38.1)
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**283**	**388**	**37.0**

- 22.5% increase in revenues mainly due to growth in Net fee and commissions income - as a result of a good performance of both Commercial banking and Investment Banking activities - and Profits on trading
- Increase in NII also due to average Loans to Customers growth (+2.1% vs 3Q10)
- Increase in Operating costs vs 3Q10 due to seasonal year-end effect (-1.6% 2010 vs 2009 and -9.1% 4Q10 vs 4Q09)
- 31.3% increase in Operating margin
- 9.8% decrease in 4Q10 Net adjustments to loans vs 3Q10 due to Large Corporate customers
- 4Q10 Net income at €388m (+37.0% vs 3Q10)

Note: 3Q10 figures restated to reflect scope of consolidation for 4Q10. Data include results of Proprietary trading
Figures may not add up exactly due to rounding differences

Public Finance: sustained growth in Revenues and Operating Margin vs 3Q10

(€ m)	3Q10 Restated	4Q10	Δ%
Net interest income	67	71	5.5
Dividends and P/L on investments carried at equity	0	0	n.m.
Net fee and commission income	19	20	5.1
Profits (Losses) on trading	(6)	10	n.m.
Income from insurance business	0	0	n.m.
Other operating income (expenses)	0	0	(76.7)
Operating income	**81**	**101**	**25.0**
Personnel expenses	(7)	(11)	67.6
Other administrative expenses	(11)	(14)	25.9
Adjustments to property, equipment and intangible assets	(0)	(0)	1.5
Operating costs	**(18)**	**(25)**	**41.8**
Operating margin	**63**	**76**	**20.2**
Net provisions for risks and charges	0	(0)	n.m.
Net adjustments to loans	(5)	(25)	387.8
Net impairment losses on other assets	0	0	n.m.
Profits (Losses) on HTM and on other investments	0	0	n.m.
Income before tax from continuing operations	**58**	**51**	**(12.7)**
Taxes on income from continuing operations	(20)	(15)	(26.8)
Merger and restructuring related charges (net of tax)	0	0	n.m.
Effect of purchase cost allocation (net of tax)	(1)	(0)	(57.5)
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**37**	**36**	**(4.0)**

- **Revenue growth vs 3Q10 (+25.0%) due to positive performance of NII, Net fee and commission income and Profits on trading**
- **€1.1bn of new loans in 4Q10**
- **Strong increase in Operating margin (+20.2% vs 3Q10)**
- **Increase in Net adjustments to loans due to the strengthening of the reserve on Performing loans (+€26m in 4Q10)**
- **4Q10 Net income at €36m, almost stable vs 3Q10**

Note: 3Q10 figures restated to reflect the scope of consolidation for 4Q10
Figures may not add up exactly due to rounding differences

International Subsidiary Banks: increase in Revenues vs 3Q10

(€ m)	3Q10 Restated	4Q10	Δ%
Net interest income	416	439	5.5
Dividends and P/L on investments carried at equity	5	2	(47.0)
Net fee and commission income	145	153	5.6
Profits (Losses) on trading	19	25	35.9
Income from insurance business	0	0	n.m.
Other operating income (expenses)	(11)	(16)	35.4
Operating income	**573**	**604**	**5.5**
Personnel expenses	(139)	(156)	11.7
Other administrative expenses	(108)	(125)	16.0
Adjustments to property, equipment and intangible assets	(34)	(36)	6.3
Operating costs	**(281)**	**(317)**	**12.7**
Operating margin	**291**	**287**	**(1.5)**
Net provisions for risks and charges	(3)	(2)	(32.8)
Net adjustments to loans	(133)	(178)	33.9
Net impairment losses on other assets	(0)	(16)	n.m.
Profits (Losses) on HTM and on other investments	1	3	293.8
Income before tax from continuing operations	**157**	**94**	**(39.7)**
Taxes on income from continuing operations	(41)	(40)	(1.1)
Merger and restructuring related charges (net of tax)	0	(1)	n.m.
Effect of purchase cost allocation (net of tax)	0	0	n.m.
Income (Loss) after tax from discontinued operations	0	0	(100.0)
Minority interests	0	0	n.m.
Net income	**116**	**53**	**(54.2)**

- 5.5% revenue growth attributable to good performance of NII, Net fee and commission income and Profits on trading
- Increase in NII due to higher spreads
- Slight increase in average Loans to Customers and Direct customer deposits vs 3Q10 (+0.3% and +0.8% respectively)
- Growth in commissions driven by facilities granted
- Net adjustments to loans in line with expectations. Increase vs 3Q10 due to seasonal year-end effect
- 4Q10 Net income at €68m excluding the Hungary extraordinary tax (€15m)

Note: 3Q10 figures restated to reflect the scope of consolidation for 4Q10
Figures may not add up exactly due to rounding differences

Banca Fideuram[1]: sound growth in Revenues and Operating Margin vs 3Q10

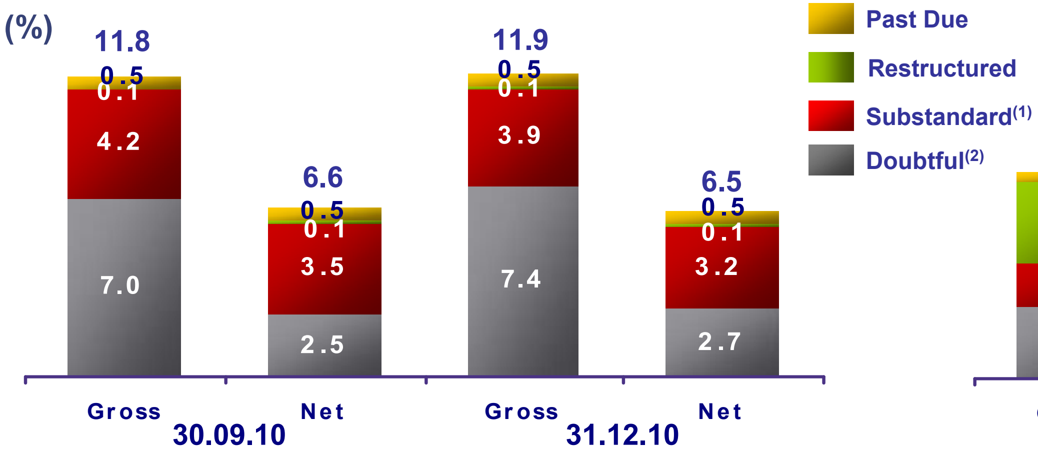
(€ m)	3Q10 Restated	4Q10	Δ%
Net interest income	31	32	3.5
Dividends and P/L on investments carried at equity	0	(1)	n.m.
Net fee and commission income	135	146	8.2
Profits (Losses) on trading	2	(2)	n.m.
Income from insurance business	15	18	18.6
Other operating income (expenses)	(1)	6	n.m.
Operating income	**182**	**198**	**8.9**
Personnel expenses	(34)	(34)	1.1
Other administrative expenses	(46)	(55)	19.6
Adjustments to property, equipment and intangible assets	(4)	(4)	12.9
Operating costs	**(84)**	**(93)**	**11.8**
Operating margin	**98**	**104**	**6.4**
Net provisions for risks and charges	(14)	(15)	7.8
Net adjustments to loans	0	0	n.m.
Net impairment losses on other assets	(1)	(8)	592.4
Profits (Losses) on HTM and on other investments	0	0	n.m.
Income before tax from continuing operations	**83**	**82**	**(1.5)**
Taxes on income from continuing operations	(18)	(21)	18.3
Merger and restructuring related charges (net of tax)	(0)	1	n.m.
Effect of purchase cost allocation (net of tax)	(23)	(26)	12.6
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	0	(0)	n.m.
Net income	**41**	**35**	**(16.0)**

- Market leader with €71.6bn of Customer Financial Assets (of which €53.5bn AuM), 4,349 Private bankers and 97 branches
- €0.8bn growth in Customer Financial Assets vs 30.09.10 due to AuM (+€1.4bn in 4Q10)
- €0.3bn positive net inflow of Customer Financial Assets in 4Q10 driven by AuM growth (+€0.6bn)
- 6.4% increase in Operating margin due to revenue growth (+8.9% vs 3Q10)
- 4Q10 Net income at €61m excluding the economic effect of purchase cost allocation (vs €64m in 3Q10)

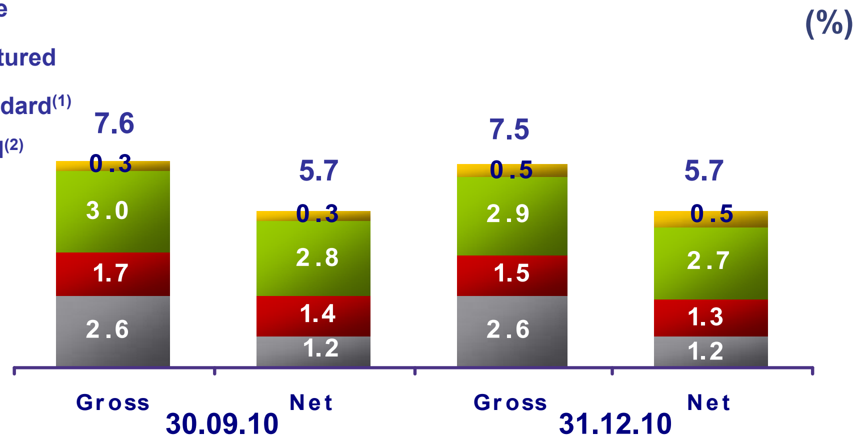
(1) Including Fideuram Vita
Note: 3Q10 figures restated to reflect scope of consolidation for 4Q10
Figures may not add up exactly due to rounding differences

Non-performing Loans/Loans per Business Unit

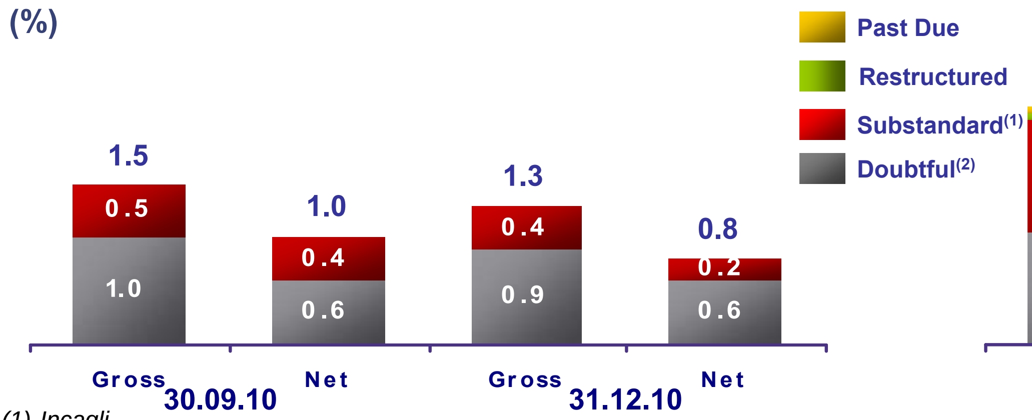
Banca dei Territori Division



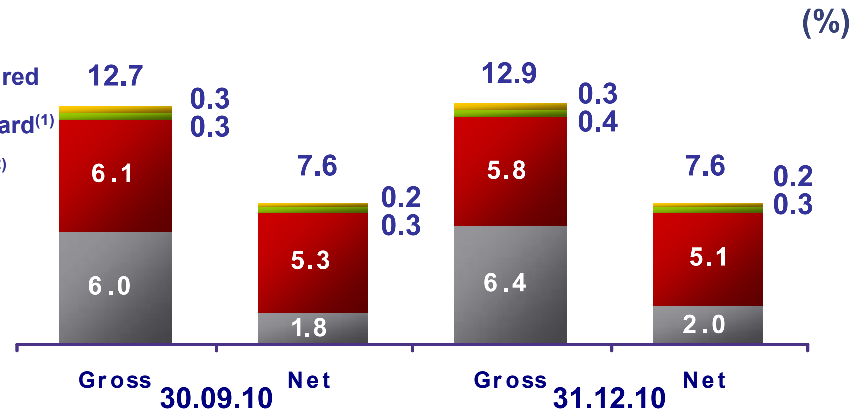
Corporate and Investment Banking Division



Public Finance



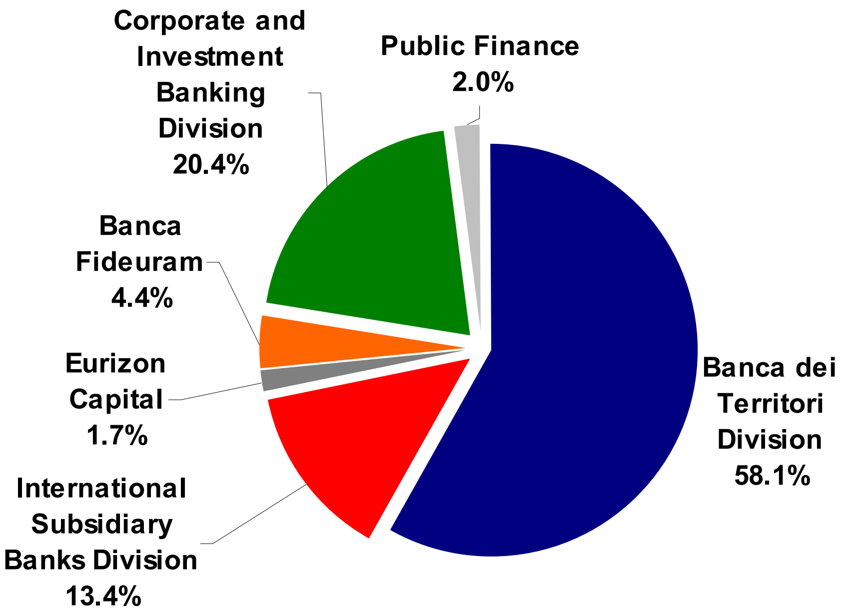
International Subsidiary Banks Division



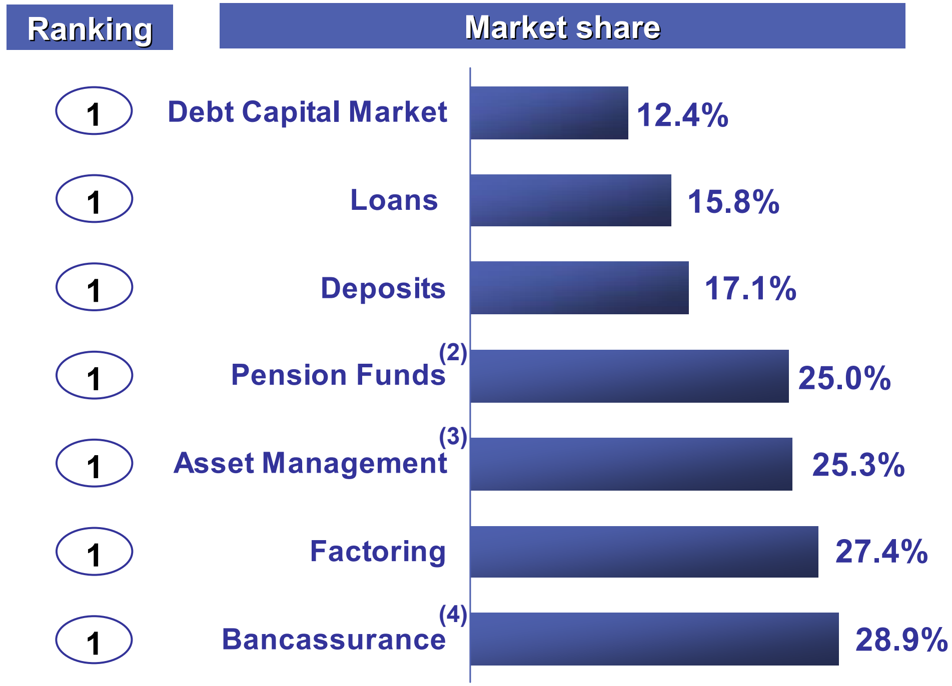
(1) Incagli
(2) Sofferenze
Figures may not add up exactly due to rounding differences

Focus on strength in the domestic market

2010 Operating Income Breakdown by business area(1)



Leadership in Italy
(data as at 31.12.10)

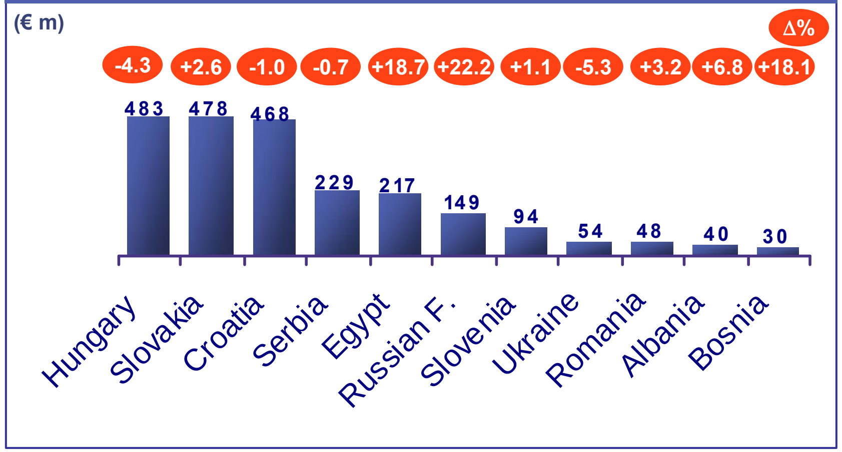


- **Domestic retail operations are currently suffering from historically low market yields but will remain a strategic strength of the Group together with the other commercial banking operations**

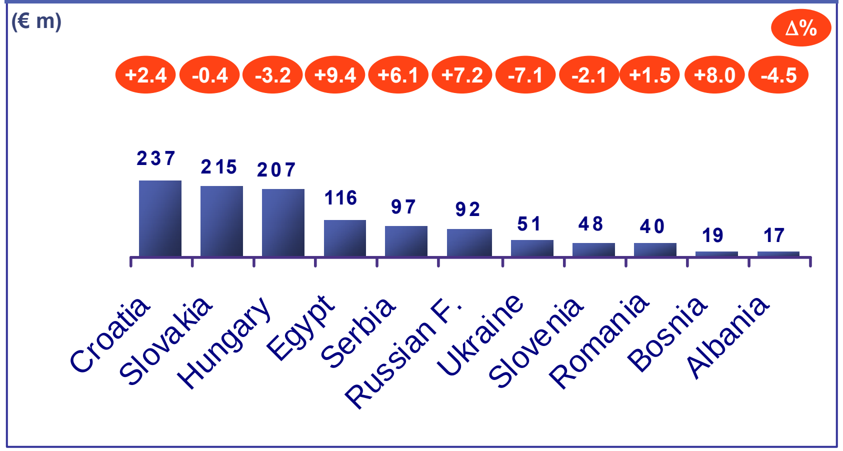
(1) Excluding Corporate Centre
(2) Data as at 30.09.10
(3) Mutual funds
(4) New business

International Subsidiary Banks: figures by Country 2010 vs 2009

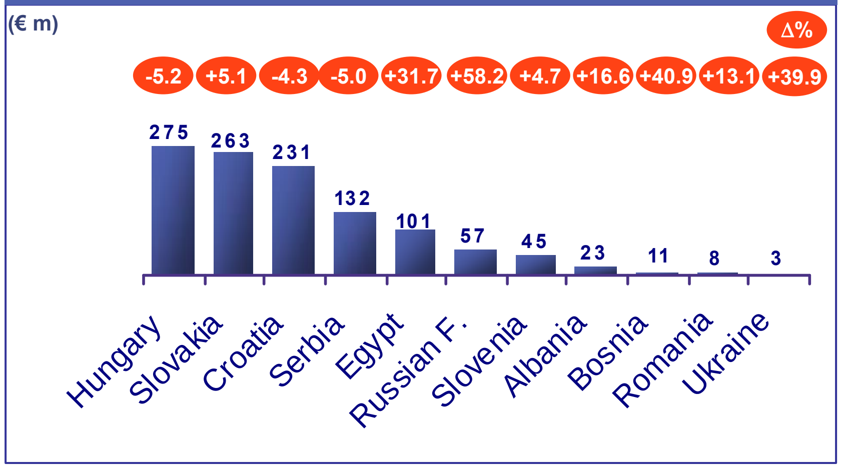
Operating Income



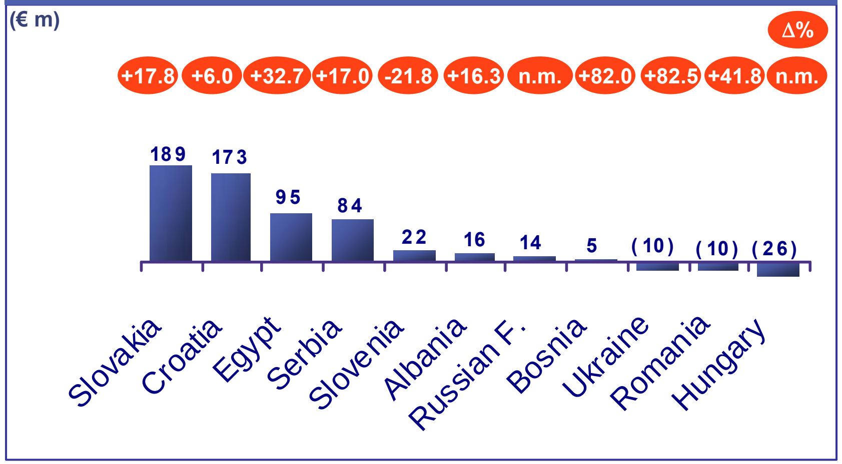
Operating Costs



Operating Margin



Pre-Tax Income(1)



(1) Income before tax from continuing operations

7.5% of loans in CEE, very well diversified over 10 Countries

(Figures as at 31.12.10)	Hungary	Slovakia	Slovenia	Croatia	Serbia	Bosnia	Albania	Romania	Russian F.	Ukraine	Total CEE	Egypt	Total
Oper. Income (€ m)	483	478	94	468	229	30	40	48	149	54	2,073	217	2,290
% of Group total	***2.9%***	***2.9%***	***0.6%***	***2.8%***	***1.4%***	***0.2%***	***0.2%***	***0.3%***	***0.9%***	***0.3%***	***12.5%***	***1.3%***	***13.8%***
Net Income (€ m)	(85)	150	18	138	75	4	14	(9)	10	(5)	311	77	388
% of Group total	***n.m.***	***5.6%***	***0.7%***	***5.1%***	***2.8%***	***0.2%***	***0.5%***	***n.m.***	***0.4%***	***n.m.***	***11.5%***	***2.9%***	***14.4%***
Customer Deposits (€ bn)	5.4	8.9	1.4	6.4	2.1	0.4	0.8	0.4	0.8	0.3	26.7	3.6	30.3
% of Group total	***1.3%***	***2.1%***	***0.3%***	***1.5%***	***0.5%***	***0.1%***	***0.2%***	***0.1%***	***0.2%***	***0.1%***	***6.3%***	***0.8%***	***7.1%***
Customer Loans (€ bn)	7.7	6.4	1.9	6.7	2.3	0.5	0.3	0.8	1.5	0.4	28.6	2.3	30.9
% of Group total	***2.0%***	***1.7%***	***0.5%***	***1.8%***	***0.6%***	***0.1%***	***0.1%***	***0.2%***	***0.4%***	***0.1%***	***7.5%***	***0.6%***	***8.1%***
Total Assets (€ bn)	9.0	10.8	2.3	10.1	3.4	0.7	0.9	1.0	2.0	0.6	40.8	4.8	45.7
% of Group total	***1.4%***	***1.6%***	***0.4%***	***1.5%***	***0.5%***	***0.1%***	***0.1%***	***0.2%***	***0.3%***	***0.1%***	***6.2%***	***0.7%***	***6.9%***
Shareholder's Equity (€ m)	868	1,010	263	1,215	510	61	83	159	235	109	4,514	396	4,910
% of Group total	***1.6%***	***1.9%***	***0.5%***	***2.3%***	***1.0%***	***0.1%***	***0.2%***	***0.3%***	***0.4%***	***0.2%***	***8.4%***	***0.7%***	***9.2%***
Book value (€ m)	883	1,167	311	1,272	752	89	194	186	280	109	5,242	1,413	6,655
- of which goodwill/intangibles	*50*	*227*	*61*	*113*	*289*	*29*	*124*	*29*	*78*	*4*	*1,003*	*1,020*	*2,023*

- **Well-balanced Direct Customer Deposits/Loans to Customers**

Figures may not add up exactly due to rounding differences

Adequate coverage of Non-performing Loans in CEE

(Figures as at 31.12.10)	Hungary	Slovakia	Slovenia	Croatia	Serbia	Bosnia	Albania	Romania	Russian F.	Ukraine	Total CEE	Egypt	Total
Performing loans (€ bn)	6.5	6.2	1.7	6.3	2.2	0.4	0.3	0.7	1.5	0.3	**26.2**	2.3	**28.5**
of which:													
Retail local currency	5%	57%	42%	13%	9%	6%	2%	22%	3%	40%	**23%**	39%	**24%**
Retail foreign currency	34%	0%	1%	33%	18%	38%	18%	63%	1%	45%	**21%**	0%	**19%**
Corporate local currency	17%	41%	57%	13%	13%	55%	10%	6%	60%	9%	**27%**	34%	**27%**
Corporate foreign currency	43%	2%	0%	41%	60%	1%	69%	9%	36%	6%	**29%**	27%	**29%**
Doubtful loans(1)(€ m)	237	77	73	11	26	11	26	64	39	42	**606**	21	**627**
Substandard and Restructured(2) (€ m)	997	131	64	375	69	8	19	32	14	25	**1,734**	15	**1,749**
Performing loans coverage	1.1%	1.8%	1.3%	1.4%	2.2%	2.4%	2.8%	1.0%	0.5%	1.5%	**1.5%**	2.2%	**1.5%**
Doubtful loans(1) coverage	69%	65%	48%	94%	78%	48%	35%	38%	77%	73%	**68%**	91%	**71%**
Substandard and Restructured loans(2) coverage	10%	31%	31%	29%	31%	20%	24%	22%	30%	17%	**19%**	17%	**19%**
Cost of credit(3) (bps)	372	110	118	88	214	132	221	225	282	311	**201**	61	**191**

- **Foreign currency retail loans in CEE account for only 1.5% of Group loans**

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

Exposure to sovereign risks[(1)] by Country

(€ m)	DEBT SECURITIES						LOANS
	L&R	AFS	HTM	CFV [(2)]	HFT	Total	
EU Countries	**7,972**	**42,834**	**2,740**	**442**	**19,587**	**73,574**	**23,281**
Austria		111	2		61	174	
Belgium		108			4	112	
Bulgaria							
Cyprus	24					24	
Czech Republic		27			5	32	26
Denmark							
Estonia							
Finland		147				147	18
France	115	738		1	47	900	
Germany	168	2,836		1	374	3,379	
Greece	180	388			207	776	
Hungary	294	256	22		55	627	155
Iceland							
Ireland		219			1	220	
Italy	6,599	35,106	944	407	18,267	61,323	22,477
Latvia	25					25	54
Liechtenstein							
Lithuania		20				20	
Luxembourg		338		33	187	558	
Malta							
The Netherlands		757			8	764	
Norway							
Poland	71	29			184	285	
Portugal		63			3	66	25
Romania	10	61				70	12
Slovakia		1,318	1,771		85	3,174	79
Slovenia		83			9	92	75
Spain	487	182			6	675	361
Sweden		46			25	71	
United Kingdom		1			58	59	
North African Countries	**19**	**103**	**224**		**630**	**975**	**124**
Algeria							40
Egypt		103	224		630	956	84
Libya							
Morocco	19					19	
Tunisia							
Japan					**849**	**849**	
Other Countries	**978**	**620**	**396**		**1,287**	**3,281**	**1,137**
Total consolidated figures	**8,969**	**43,557**	**3,360**	**442**	**22,352**	**78,680**	**24,542**

(1) Exposure to central and local governments. Book Value of Debt Securities and Net Loans as at 31.12.10. Including insurance business
(2) Excluding securities in which money is collected through insurance policies where the total risk is retained by the insured
Figures may not add up exactly due to rounding differences

Exposure to banks by Country(1)

(€ m)	DEBT SECURITIES						LOANS
	L&R	AFS	HTM	CFV (2)	HFT	Total	
EU Countries	**6,017**	**7,001**	**266**	**40**	**4,059**	**17,383**	**22,015**
Austria	130	35	11		2	178	262
Belgium		52			396	448	274
Bulgaria							
Cyprus							
Czech Republic	50					50	1
Denmark	200	75			5	280	129
Estonia							
Finland		12			20	32	11
France	413	600		6	673	1,692	5,988
Germany	12	1,064	10	6	183	1,275	1,335
Greece		12				12	19
Hungary	74				44	118	121
Iceland					31	31	34
Ireland		143		4	15	162	59
Italy	1,898	3,066	178	16	1,622	6,779	9,224
Latvia							8
Liechtenstein							
Lithuania							
Luxembourg	500	211				711	694
Malta							35
The Netherlands	183	354	40	1	376	953	224
Norway	310	66			87	463	59
Poland	51					51	28
Portugal	914	190	10	1	60	1,175	67
Romania							22
Slovakia		9	10			19	1
Slovenia		54			1	55	150
Spain	945	405			201	1,551	240
Sweden	250	101			68	419	23
United Kingdom	86	552	7	6	276	928	3,009
North African Countries					**3**	**3**	**87**
Algeria							
Egypt					3	3	79
Libya							
Morocco							1
Tunisia							7
Japan		**85**				**86**	**97**
Other Countries	**306**	**1,140**	**44**	**30**	**1,861**	**3,381**	**8,162**
Total consolidated figures	**6,323**	**8,227**	**310**	**70**	**5,924**	**20,853**	**30,360**

(1) Book Value of Debt Securities and Net Loans as at 31.12.10. Including insurance business
(2) Excluding securities in which money is collected through insurance policies where the total risk is retained by the insured
Figures may not add up exactly due to rounding differences

Exposure to other customers by Country(1)

(€ m)	DEBT SECURITIES						LOANS
	L&R	AFS	HTM	CFV (2)	HFT	Total	
EU Countries	**5,754**	**3,767**	**157**	**66**	**1,507**	**11,251**	**313,320**
Austria	9	12			1	23	284
Belgium		42			5	47	423
Bulgaria							24
Cyprus							170
Czech Republic	27	16				43	367
Denmark		8		1	10	19	60
Estonia							
Finland		59			2	61	23
France	165	811		19	101	1,096	1,725
Germany	8	357	10	14	76	464	1,450
Greece	217	48			4	268	160
Hungary	15					15	7,367
Iceland	126					126	
Ireland	35	8		5		48	598
Italy	3,292	1,050		10	961	5,313	279,865
Latvia							
Liechtenstein		11				11	
Lithuania							4
Luxembourg	242	46		3	1	292	1,938
Malta							145
The Netherlands	642	512		9	167	1,330	2,352
Norway	3					3	133
Poland	2			2		4	101
Portugal	267	41				309	240
Romania							880
Slovakia			38			38	5,894
Slovenia		5				5	1,927
Spain	362	391	99	3	8	862	2,246
Sweden		43			4	47	387
United Kingdom	344	307	10		167	827	4,560
North African Countries		**20**	**12**			**32**	**2,232**
Algeria							30
Egypt		20	12			32	2,181
Libya							9
Morocco							1
Tunisia							11
Japan	**3**				**1**	**4**	**532**
Other Countries	**2,620**	**593**		**226**	**1,309**	**4,748**	**20,655**
Total consolidated figures	**8,378**	**4,379**	**169**	**292**	**2,817**	**16,035**	**336,740**

(1) Book Value of Debt Securities and Net Loans as at 31.12.10. Including insurance business
(2) Excluding securities in which money is collected through insurance policies where the total risk is retained by the insured
Figures may not add up exactly due to rounding differences

High quality structured credit products portfolio

■ US Subprime €27m

Net exposure(1) (€ m)	31.12.09	31.12.10	
		Total	*of which at trading*
US Subprime	**35**	**27**	**24**
"Contagion" area	**137**	**165**	**76**
Monoline	**10**	**17**	**17**
Super senior Corporate Risk	**834**	**672**	**672**
European ABS/CDO	**1,947**	**1,852**	**607**
Other	**873**	**1,005**	**89**
Total	**3,836**	**3,738**	**1,485**

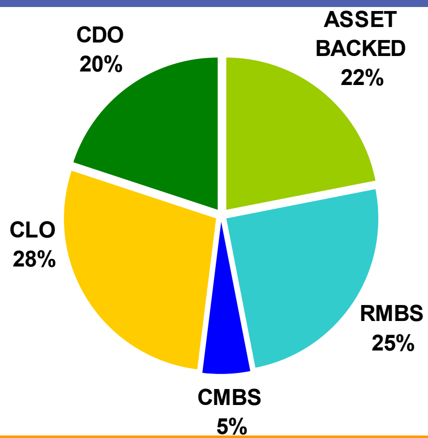
■ 80% Investment Grade

Rating	%
AAA	**44%**
AA	**23%**
A	**13%**
BBB	**5%**
Other	**15%**

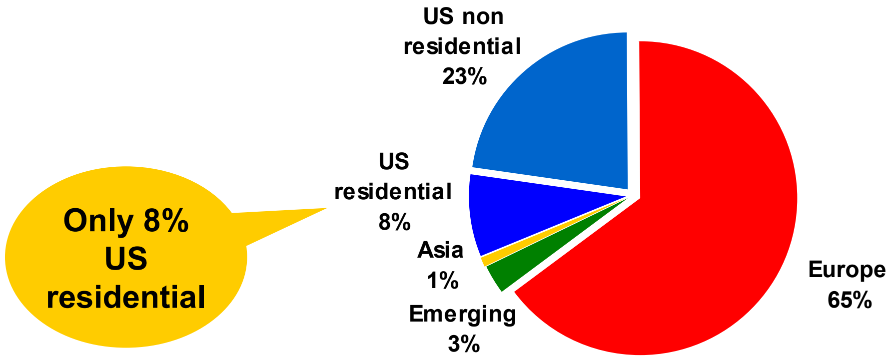
■ 58% Vintage ≤ 2005

Vintage	%
Before 2005	**24%**
2005	**34%**
2006	**22%**
2007 and beyond	**20%**

Products



Geographical area



■ **Fair value sensitivity of structured credit products book: -€7m(2) for +25bps of credit spreads**

(1) As for "long" positions, 53% valued through mark-to-model (100% of unfunded positions, 37% of funded positions, 100% of monoline risk and of non-monoline packages), 37% through comparable approach (50% funded positions) and 10% through effective market quotes (13% of funded positions). As for "short" positions, 53% valued through mark-to-model (100% unfunded positions, see slide on Structured credit products: Other (3/4), and 100% of positions of funds) and 47% valued through effective market quotes (100% of CMBX-CDS hedges)

(2) -€18m if part of the Structured credit products had not been reclassified into Loans & Receivables for a total amount equal to €2,222m of nominal value and to €2,061m of net exposure leading to a total impact on income statement for 2010 equal to -€117m before tax, of which -€9m in 4Q10

Structured credit products: no material exposure to US Subprime

(€ m)	Position as at 31.12.10			31.12.10 income statement Profits (Losses) on trading			
Product	Nominal value	Risk exposure (including write-downs and write-backs)(1)	Cumulated write-downs and write-backs	Realised gains/losses	Write-downs and write-backs	Total income statement FY10	Total income statement of which 4Q10
Funded ABS(2)	13	**1**	-12	0	0	0	0
Funded CDOs	28	**1**	-27	0	-1	-1	0
Unfunded super senior CDOs(3)	192	**22**	-170	0	4	4	4
Other(4)	3	**3**	0				
"Long" positions	236	**27**	-209	0	3	3	4
ABX indices position	0	**0**	0	-2	0	-2	-1
Net position(5)	"long" 236	**"long" 27**	-209	-2	3	1	3

Note: By US subprime exposure, Intesa Sanpaolo means products - cash investments (securities and funded CDOs) and derivative positions (unfunded CDOs) - with collateral mainly made up of non-prime US residential mortgages (i.e. Home Equity Loans, residential mortgages with B&C ratings and similar products) granted in the years 2005/06/07, irrespective of the FICO score and the Loan-to-Value ratio. Others have been collateralised with US residential mortgages granted before 2005 with a FICO score under 629 and Loan-to-Value over 90% (as at 31.12.10, unchanged with respect to our disclosure dated 30.09.10, the weight of this second product class is immaterial in the Intesa Sanpaolo Group portfolio)

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

(2) The ABS funded component has a AAA rating for 58%, AA for 15%, BB rating for 3%, CCC/C rating for the remaining 24%. The original LTV ratio is at 87%, while the 30-60-90 day average delinquency is 5%, 2% and 7% respectively. Cumulated loss on the collateral is at 25%. These positions are non-listed on active markets and are thus valued using the comparable approach

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

(4) Risk position classified into Loans & Receivables coming from the Romulus vehicle (fully consolidated entity). Romulus is an asset-backed commercial paper conduit vehicle, set up to offer customers an alternative financial channel via access to the international commercial paper market. As at 31.12.10, the portfolio of investments included €165m of nominal value of financial assets, reclassified into Loans & Receivables, with a benefit on Shareholders’ equity as at 31.12.10 equal to €72m before tax, of which €1m in 4Q10. Of the €165m, €3m was attributable to the US subprime segment, €11m to the “contagion” area (see slide on “Contagion” area (2/4), Multisector CDOs) and €151m to other structured credit products (see slide on Other (4/4)). As at 31 December 2010 the financial assets fair value amounts to €71m, of which €2m (with a benefit of €1m) on positions attributed to the US subprime segment, €9m (with a benefit of €0m) attributed to the so-called “contagion” area (see slide on “Contagion” area (2/4), Multisector CDOs) and €60m (with a benefit of €71m) on securities which fall under other structured credit products (see slide on Other (4/4))

(5) The net nominal exposure of €236m as at 31.12.10 compares with €234m reported as at 30.09.10. The closing of the positions on the ABX indices included in the segment should be noted

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

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

Monoline

- **Net counterparty risk exposure totalled €17m as at 31.12.10 (€10m as at 31.12.09)**
- **2010 income statement impact(4) €19m (2009 €31m)**

- **99.5% vs MBIA**
- **0.5% vs other monoline with rating AA-**

(1) For the sake of completeness, please note that there is another form of exposure to monoline insurers, which does not generate particular risk situations. It stems from the investment in securities for which the monoline insurer provides a credit enhancement to the issuing vehicle, for the purpose of making the issue "eligible" for certain types of investors through the achievement of a certain rating (normally AAA). Such securities, nominal value as at 31.12.10 €516m (€534m as at 31.12.09), wholly held by Banca Infrastrutture Innovazione e Sviluppo, are made up of ABS with underlying Italian health receivables assisted also by delegated regional payment and by financings of infrastructures; they are all recorded in the banking book, almost wholly classified in the Loans & Receivables (L&R) portfolio. Notwithstanding the downgrading of many monoline insurers, no deterioration of the creditworthiness of the single borrowers/lenders was significant enough to suggest the adoption of prudence measures such as the allocation of any kind of provisions; the reason being that these positions were granted on the basis of the creditworthiness of the underlying borrower and, therefore, irrespective of the credit enhancement offered by the monoline insurer. Despite the downgrading of many of the monolines, there were no deteriorations in the creditworthiness of single issuers/borrowers sufficient to warrant the application of particular measures such as prudential provisions. This was because the positions were granted primarily on the basis of the creditworthiness of the underlying borrower. In this regard, please note that all of these issues have maintained an investment grade rating.

(2) Both the security and the connected derivative have been valued with the mark-to-model methodologies, also considering any available prices, if lower; such valuations did not have any impact on Profits (Losses) on trading, with the exception of those with the reference to the counterparty risk component, mostly due to transactions in which the hedge was stipulated with monoline insurers, for which a credit risk adjustment has been calculated, determined on the basis of the cost of a protection CDS on the default of the monoline insurer, with nominal value equal to the current and potential future exposure (so-called "add-on") and expiry equal to the average residual life of the underlying assets. Even though packages do not lead to market risk connected with the nature of the underlying asset, for the sake of completeness, please note that the only asset belonging to the package has a nominal value equal to €91m as at 31.12.10 and a US RMBS collateral with a significant subprime content (equal to 26.3%)

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

(4) Write-backs

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

(€ m)	Position as at 31.12.10					31.12.10 income statement Profits (Losses) on trading	
	Nominal value of the underlying asset	Fair value of the underlying asset (net of accrued interests)	Credit risk exposure to monoline insurers (fair value of the CDS *pre* write-down for CRA)	Credit risk exposure to monoline insurers (fair value of the CDS *post* write-down for CRA)	Fair value cumulated write-downs of the hedge from monoline insurers	Fair value write-back of the hedge from monoline insurers	
						FY10	of which 4Q10
Positions in Packages							
Subprime	91	54	37	**17**	-20	15	8
Sub-Total	91	54	37	**17**	-20	15	8
Positions in other derivatives							
Other underlying assets	85	64	21	**0**	-21	4	1
Total	176	118	58	**17**	-41	19	9

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

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

Multisector CDOs

- €76m, of which €15m in Loans & Receivables, "long" positions as at 31.12.10 (€103m as at 31.12.09), including €60m CMBX index hedging and derivatives against which there are positions in funds of €64m (€134m as at 31.12.09)
- 2010 income statement impact(1) €12m (2009 -€56m)

- Collateral: 73% US RMBS (for 67% vintage prior to 2005 and an average 0.1% exposure to subprime); 5% CDO; 3% CLO; 5% CMBS; 11% HY CBO; 3% Consumer ABS
- Average Rating CC+
- Average Attachment point 3%
- Written down by 64% of the nominal value on the basis of the mark-to-model

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

Alt-A

- Net risk exposure totalled €49m (entirely in Loans & Receivables) as at 31.12.10 (€59m as at 31.12.09)
- 2010 income statement impact(1) €0m (2009 €0m)

- Rating: 46% AAA, 11% A, 19% BBB, 2% BB/B and 22% CCC
- 100% 2005 Vintage
- No Agency component: 69% average original LTV, 3% cumulated loss, 30-60-90 day average delinquency is 4%, 2% and 9% respectively
- Valued using the comparable approach

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

TruPS

- Net risk exposure totalled €79m as at 31.12.10 (€76m as at 31.12.09)
- 2010 income statement impact(1) €23m (2009 €3m)

- Rating positions unfunded 100% CCC, funded CCC/DDD
- Average Attachment point 53%
- Written down by 63% of the nominal value on the basis of the mark-to-model

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

Prime CMOs

- Net risk exposure totalled €25m (entirely in Loans & Receivables) as at 31.12.10 (€33m as at 31.12.09)
- 2010 income statement impact(1) €0m (2009 €0m)

- Rating: 14% AA, 61% A, 25% BBB
- 100% 2005 Vintage
- 65% average original LTV
- 0.5% cumulated loss
- 30-60-90 day average delinquency is 1%, 1% and 4% respectively
- Valued using the comparable approach

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

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

(€ m)	Position as at 31.12.10			31.12.10 income statement Profits (Losses) on trading			
						Total income statement	
Product	Nominal value	Risk exposure (including write-downs and write-backs)	Cumulated write-downs and write-backs	Realised gains/losses	Write-downs and write-backs	FY10	of which 4Q10
Funded CDOs	0	**0**	0	6	0	6	0
Unfunded super senior CDOs	337	**121**	-216	0	-4	-4	5
Other (funded)(1)	16	**15**	-1				
"Long" positions	353	**136**	-217	6	-4	2	5
CMBX hedges and derivatives	56	**60**	-4	-4	-2	-6	-3
Positions of funds	40	**64**	24(2)	0	16	16	4
Net position(3)	"long" 297	**"long" 76**	-197	2	10	12	6

(1) Of which €11m of nominal value and €9m of risk exposure related to the Romulus vehicle and funded CDOs for €5m of nominal value and €6m of risk exposure transferred to the Parent Company from the Romulus vehicle
(2) These figures do not take into account the positions of funds which exited the portfolio of structured credit products
(3) Nominal value and risk exposure figures do not include amounts of positions of funds

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

(€ m)	Position as at 31.12.10			31.12.10 income statement Profits (Losses) on trading			
						Total income statement	
Product	Nominal value	Risk exposure (including write-downs and write-backs)	Cumulated write-downs and write-backs	Realised gains/losses	Write-downs and write-backs	FY10	of which 4Q10
Alt-A Agency (1)	23	**23**	0	0	0	0	0
Alt-A No Agency (2)	31	**26**	-5	0	0	0	0
Other AFS securities (3)	9						
"Long" positions	63	**49**	-5	0	0	0	0

(1) Exposure entirely reclassified into Loans & Receivables with an income statement impact equal to €0m before tax in 2010, of which €0m for 4Q10
(2) Exposure entirely reclassified into Loans & Receivables with an income statement impact equal to -€7m before tax in 2010, of which -€2m for 4Q10
(3) Risk position classified in securities available for sale belonging to the Parent company

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

TruPS

(€ m)	Position as at 31.12.10			31.12.10 income statement Profits (Losses) on trading			
						Total income statement	
Product	Nominal value	Risk exposure (including write-downs and write-backs)	Cumulated write-downs and write-backs	Realised gains/losses	Write-downs and write-backs	FY10	of which 4Q10
Funded CDOs	100	**28**	-72	0	2	2	6
Unfunded super senior CDOs	112	**51**	-61	0	21	21	6
"Long" positions	212	79	-133	0	23	23	12

Prime CMOs

(€ m)	Position as at 31.12.10			31.12.10 income statement Profits (Losses) on trading			
						Total income statement	
Product	Nominal value	Risk exposure (including write-downs and write-backs)	Cumulated write-downs and write-backs	Realised gains/losses	Write-downs and write-backs	FY10	of which 4Q10
CMOs (Prime) (1)	27	**25**	-2	0	0	0	0
"Long" positions	27	**25**	-2	0	0	0	0

(1) Exposure entirely reclassified into Loans & Receivables with an income statement impact equal to -€3m before tax in 2010, of which -€2m in 4Q10

Structured credit products: other (1/4)

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

Details of different types of products related to this segment are provided below. In particular, these relate to non-monoline packages, funded ABS/CDOs, Super Senior Corporate Risk and Other unfunded positions:

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

Packages

- **Net exposure to counterparty risk €70m as at 31.12.10 (€98m as at 31.12.09)**
- **2010 income statement impact[2] €1m (2009 €4m)**

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

(1) Underlying assets were mostly made up of CLOs and ABS CDOs with a limited portion of US subprime (equal to approximately 13%)
(2) Write-backs

Structured credit products: other (2/4)

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

European funded ABS/CDOs

- Net risk exposure €1,852m of which €1,245m in Loans & Receivables, as at 31.12.10 (€1,947m as at 31.12.09)
- 2010 income statement impact(1) €6m (2009 €18m)

- Rating: 49% AAA, 39% AA/A, 12% BBB/BB/B
- Valued on the basis of effective market quotes for 20%, comparable approach for 73%, mark-to-model for 7%
- Collateral: 46% RMBS (of which 49% Italy)
  15% CLO
  7% CDO
  11% CMBS (of which 51% Offices, 21% Retail, 14% Mixed Use, 9% Health Care, 4% Hospitality/Multifamily, 1% Industrial)
  21% ABS of receivables

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

US funded ABS/CDOs

- Net risk exposure €785m, entirely in Loans & Receivables, as at 31.12.10 (€722m as at 31.12.09)
- 2010 income statement impact(1) €8m (2009 €22m)

- Collateral: 99% CLO, 1% Credit Card
- Rating: 100% AAA
- Valued on the basis of comparable approach for 1%, mark-to-model for 99%

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

US funded ABS/CDOs Romulus

- Net risk exposure €131m, entirely in Loans & Receivables, as at 31.12.10 (€131m as at 31.12.09)

- Rating: 9% AAA, 4% AA, 5% BBB, 32% B, 33% CCC/CC, 17% D
- Valued on the basis of comparable approach for 9%, mark-to-model for 91%

(1) Including realised gains/losses and write-downs/write-backs
(2) Funded super senior Corporate Risk CDOs, securities classified into Loans & Receivables coming from the restructuring of unfunded positions

Structured credit products: other (3/4)

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

Unfunded super senior Corporate Risk CDOs
- Net risk exposure €672m as at 31.12.10 (€834m as at 31.12.09)
- 2010 income statement impact(1) €26m (2009 -€17m)

- 67% average Attachment point

- Collateral: 28% US (59% CDOs)
  72% Europe (76% Consumer credit Italy and 24% CDOs)
- Valued using the mark-to-model approach

- **Other unfunded positions**: portfolio of unfunded CDOs with mainly European underlying assets

Other unfunded positions
- Net risk exposure €19m as at 31.12.10 (-€78m as at 31.12.09)
- 2010 income statement impact(1) €11m (2009 -€12m)

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

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

Structured credit products: other (4/4)

(€ m)	Position as at 31.12.10					31.12.10 income statement Profits (Losses) on trading	
						Fair value write-back of the hedge from primary International banks	
Product	Nominal value of the underlying asset	Fair value of the underlying asset (net of accrued interests)	Credit risk exposure to primary International banks (fair value of the CDS *pre* write-down for CRA)	Credit risk exposure to primary International banks (fair value of the CDS *post* write-down for CRA)	Fair value cumulated write-downs of the hedge from primary international banks	FY10	of which 4Q10
Non-monoline packages[1]	349	278	71	70	-1[2]	1	0

(€ m)	Position as at 31.12.10			31.12.10 income statement Profits (Losses) on trading			
						Total income statement	
Product	Nominal value	Risk exposure (including write-downs and write-backs)	Cumulated write-downs and write-backs	Realised gains/losses	Write-downs and write-backs	FY10	of which 4Q10
ABS/CDO [3]	2,841[4]	2,637	-204	3[3]	0[3]	3[5]	1
Unfunded super senior multisector CDOs and corporate risk [6]	760	691	-69	5	32	37	1
Other [7]	151	131	-20				

(1) Underlying assets were mostly made up of CLOs and ABS CDOs with a limited portion of US subprime (equal to approximately 13%)

(2) As a result of systematic adjustments made on the entire universe of derivatives to incorporate the credit risk adjustment in fair value which, in this particular case, reflects a minimum counterparty risk, also due to the presence of many transactions which have a specific collateral agreement

(3) US component reclassified into Loans & Receivables for an amount equal to €775m of nominal value and to €734m of net exposure, with an income statement impact equal to -€1m before tax in 2010, of which €0m in 4Q10. EU component belonging to Intesa Sanpaolo reclassified into Loans & Receivables for an amount equal to €1,067m of nominal value and to €989m of net exposure, with an income statement impact equal to -€106m before tax in 2010, of which -€16m in 4Q10; EU component belonging to Banca IMI reclassified into Loans & Receivables for an amount equal to €114m of nominal value and to €103m of net exposure, with an income statement impact equal to -€4m before tax in 2010, of which €1m in 4Q10; EU component belonging to CR Firenze reclassified into Loans & Receivables for an amount equal to €8m of nominal value and to €5m of net exposure, with a benefit on Shareholders' equity equal to €3m before tax as at 31.12.10 wholly ascribable to 4Q10; EU component belonging to Banca Fideuram reclassified into Loans & Receivables for an amount equal to €7m of nominal value and to €7m of net exposure, with a benefit on Shareholders' equity equal to €2m before tax as at 31.12.10, of which €0m in 4Q10. It should be noted that during 2010 a part of this portfolio was sold. Such transactions resulted in a profit of nearly €16m recognised under "Profit (Losses) on disposal or repurchase of loans - caption 100a". Furthermore, it should be noted that impairment losses were originated by some securities belonging to the same portfolio in 2010. The related impact on the income statement was negative for €5m (wholly belonging to the Parent Company) and was recognised under "Net losses/write-backs on impairment - caption 130a"

(4) Of which €934m belonging to Banca IMI, €1,777m to Intesa Sanpaolo, €9m to CR Firenze, €72m to Banca Fideuram, €6m to Sud Polo Vita and €43m to EurizonVita

(5) Wholly ascribable to Banca IMI

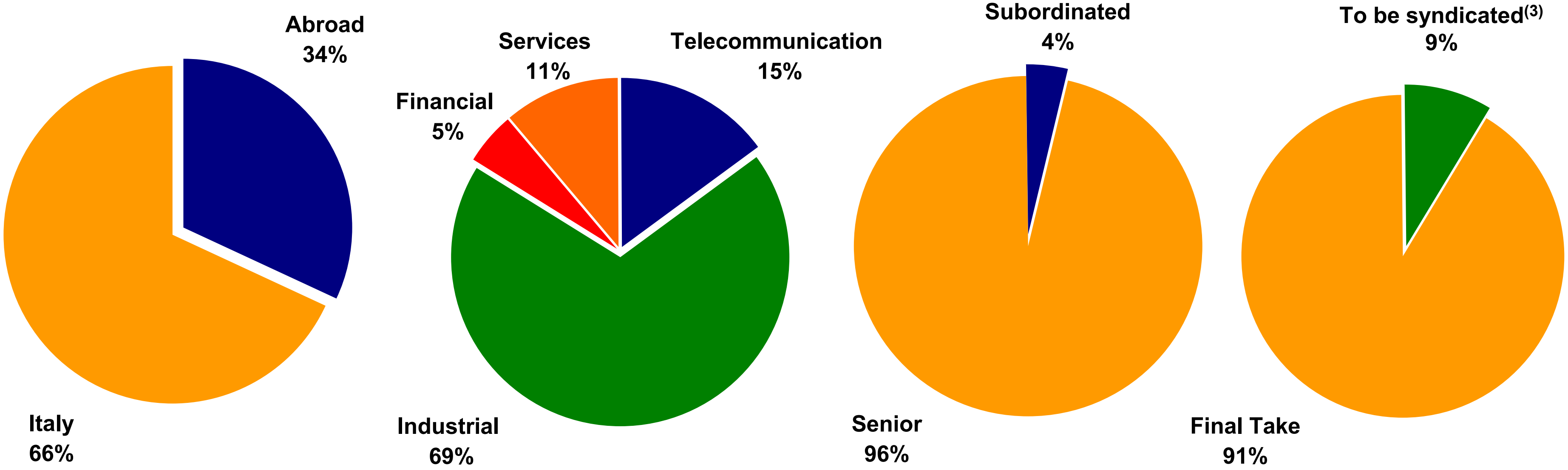
(6) Including an unfunded portfolio of €24m of nominal value and €19m of fair value

(7) Risk position of the Romulus vehicle (fully consolidated entity). it should be noted that impairment losses were originated by the portfolio in 2010. The related impact on the income statement was negative for €4m and was recognized under "Net losses/write - backs on impairment - caption 130a"

Leveraged Finance[1]: contained, high quality exposure

No. Transactions	Amount[2]
~110	€4,670m

Breakdown



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

Disclaimer

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

*** * ***

This presentation contains certain forward-looking statements and forecasts reflecting the Intesa Sanpaolo management's current views with respect to certain future events. Forward-looking statements 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 Intesa Sanpaolo's future financial position and results of operations, strategy, plans, objectives, goals and targets and future developments in the markets where Intesa Sanpaolo participates or is seeking to participate.

The Intesa Sanpaolo Group's ability to achieve its projected results is dependent on many factors which are outside management's control. Actual results may differ materially from (and be more negative than) those projected or implied in the forward-looking statements. Such forward-looking information involves risks and uncertainties that could significantly affect expected results and is based on certain key assumptions.

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

- the Group's ability to successfully integrate the employees, products, services and systems of mergers and acquisitions;
- the impact of regulatory decisions and changes in the regulatory environment;
- the impact of political and economic developments in Italy and other countries in which the Group operates;
- the impact of fluctuations in currency exchange and interest rates;
- the Group's ability to achieve the expected return on the investments and capital expenditures it has made in Italy and in foreign countries; and
- the Group's ability to finalise capital management actions on its non-core assets (including disposals, either full or partial, partnerships, listings, etc.).

The foregoing factors should not be construed as exhaustive. Due to such uncertainties and risks, readers are cautioned not to place undue reliance on such forward-looking statements as a prediction of actual results. All forward-looking statements included herein are based on information available to Intesa Sanpaolo as of the date hereof. Intesa Sanpaolo undertakes no obligation to update publicly or revise any forward-looking statement, whether as a result of new information, future events or otherwise, except as may be required by applicable law. All subsequent written and oral forward-looking statements attributable to Intesa Sanpaolo or persons acting on its behalf are expressly qualified in their entirety by these cautionary statements.