2011 Third-Quarter Results

8 November 2011

Agenda

1 **Sound operating performance and Core Tier 1 ratio at 10.2%**

2011 Nine-Month Consolidated Results

2011 Nine-Month Divisional Results

Sound operating performance and Core Tier 1 ratio at 10.2%

- **Improving operating performance 30.09.11 vs 30.09.10**
  - **+1.5% Operating Income**
  - **-0.5% Operating Costs**
  - **+4.0% Operating Margin**
  - **-3.3% Net Adjustments to Loans and annualised Cost of credit down to 77bps**
  - **+13.3% Operating Margin after Net Adjustments to Loans and Net Provisions for Risks and Charges**

- **30.09.11 Net Income at €1,929m (€2,200m at 30.09.10)**

- **High liquidity, strong funding capability, low leverage and strong capital base are competitive advantages that ensure sustainable profitability**

- **Strong capital base (30.09.11 Core Tier 1 ratio at 10.2% after Banca Monte Parma impact and accrued dividend[(1)]) also confirmed by EBA stress test and exercise: <u>no need for additional capital</u>**

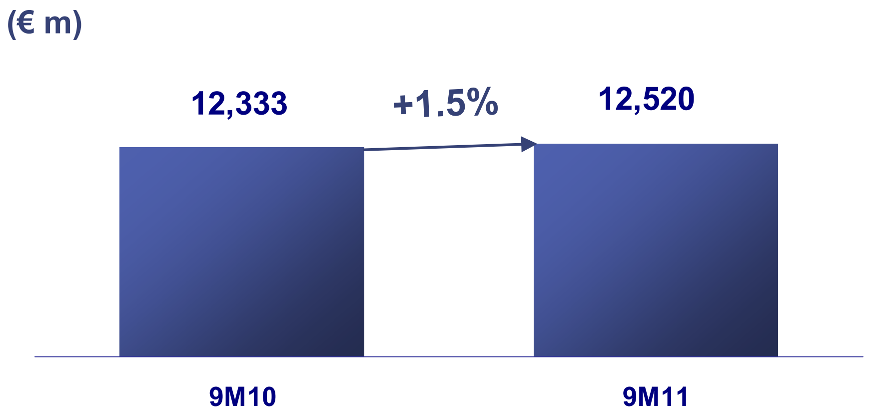
(1) €994m assuming the nine-month quota that would result from the distribution of the same dividend per share paid in 2011 for 2010 to the number of shares outstanding after the capital increase

In 3Q11 there are three main non-recurring items

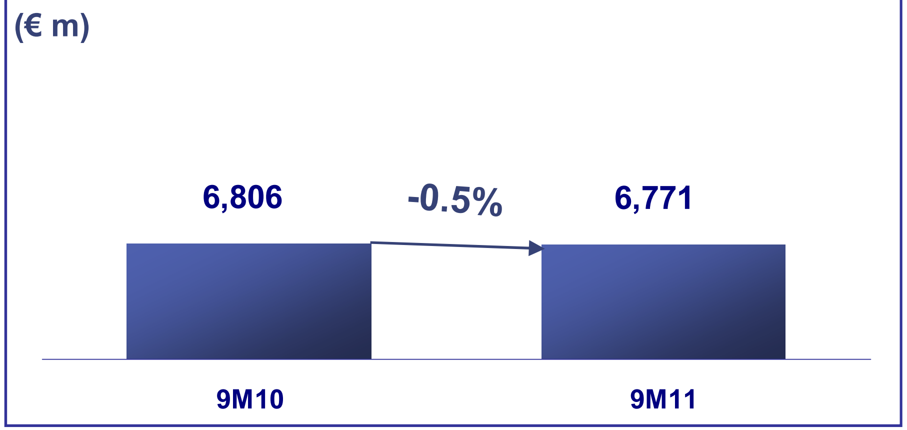
	Amount (€ m)	
	Pre-tax	After tax
Detaxation of intangibles at the consolidated level	+1,100	+1,100
Charges for exit incentives related to ~5,000 people	(650)	(471)
Impairment on Greek bonds	(593)	(424)

ISP maintains a sound capacity to generate profitability despite adverse scenario

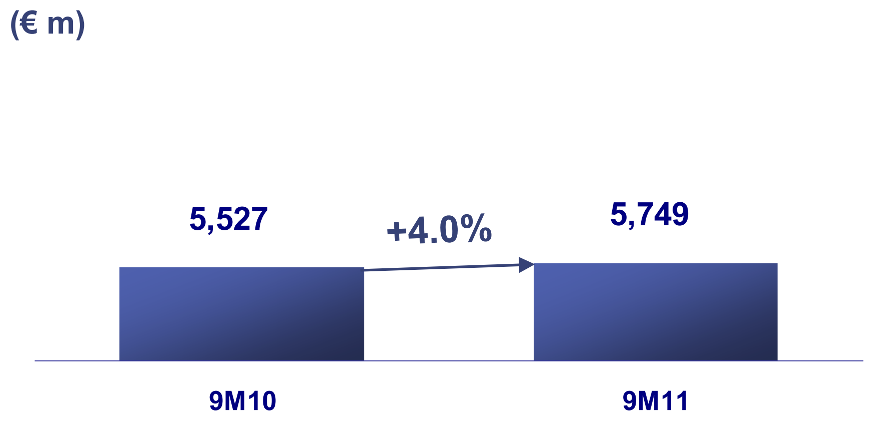
Operating Income



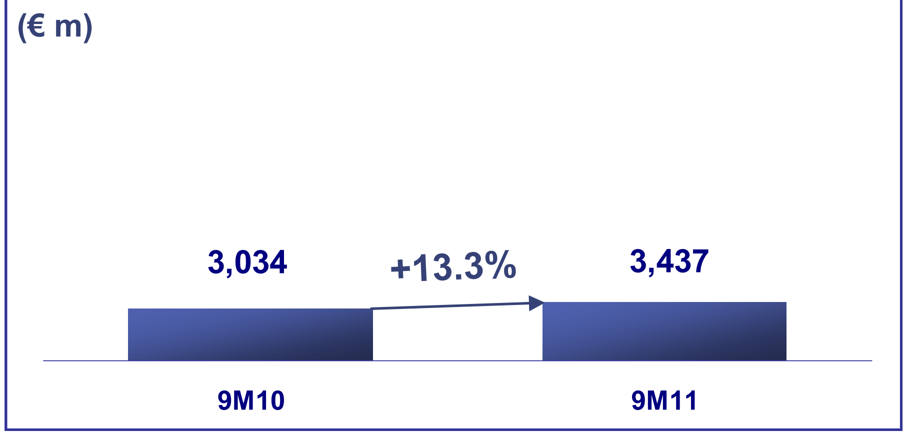
Operating Costs



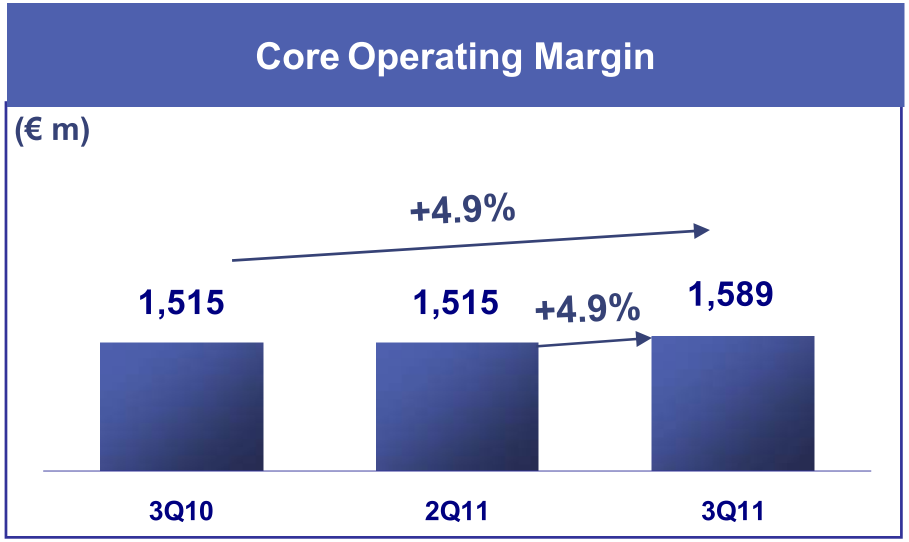
Operating Margin

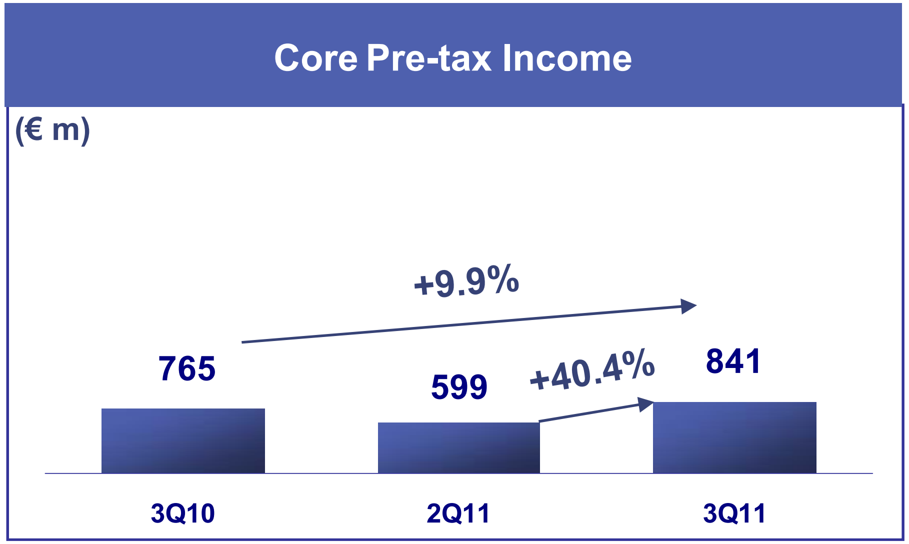


Operating Margin after Net Adjustments to Loans and Net Provisions for Risks and Charges



Increase in core* profitability in 3Q11





* Total profitability

– Impairment on Greek bonds

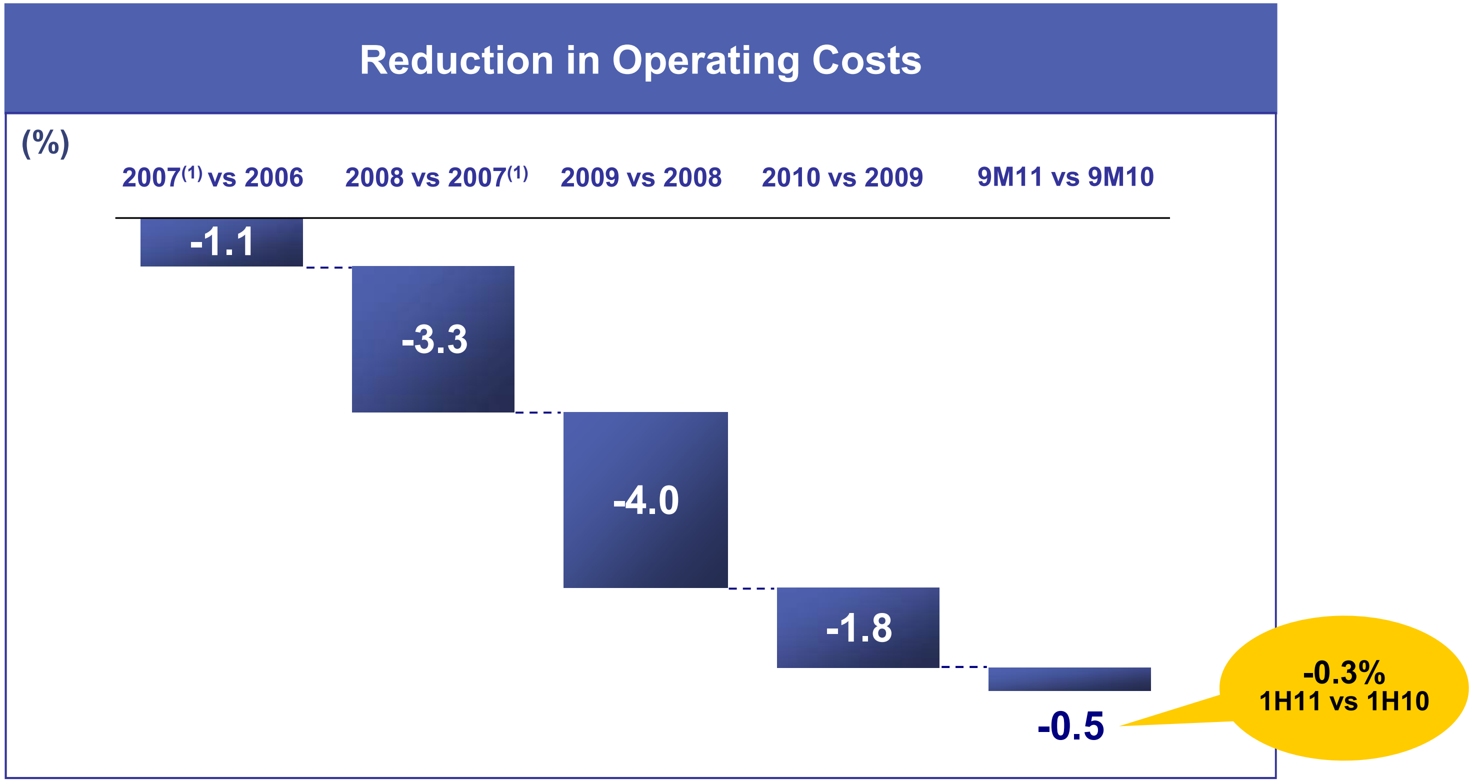
– Profits (Losses) on trading

– Income from insurance business

= Core profitability

Negatively affected in 3Q11 by unrealised losses due to market tensions caused by sovereign risk

Further decline in Operating Costs after four consecutive years of reductions



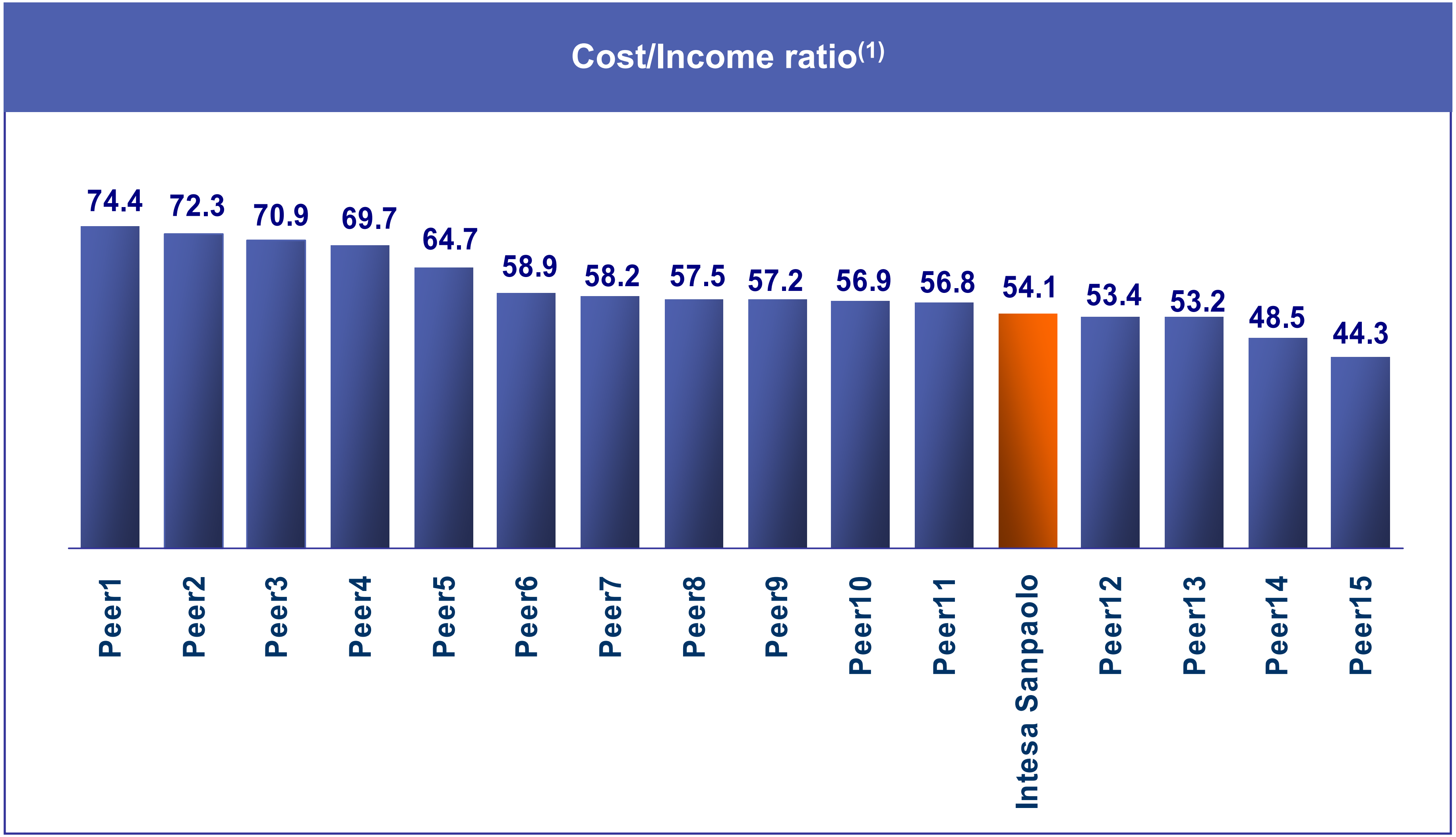
- **0.5% reduction in Operating costs 9M11 vs 9M10 due to the decline in Other administrative expenses and Personnel expenses**
- **Reduction in 9M11 Operating costs vs 9M10 <u>not yet benefitting</u> from the actions envisaged in the Business Plan**
- **9M11 Cost/Income down to 54.1% vs 55.2% in 9M10**

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

Staff reduction larger than Business Plan target

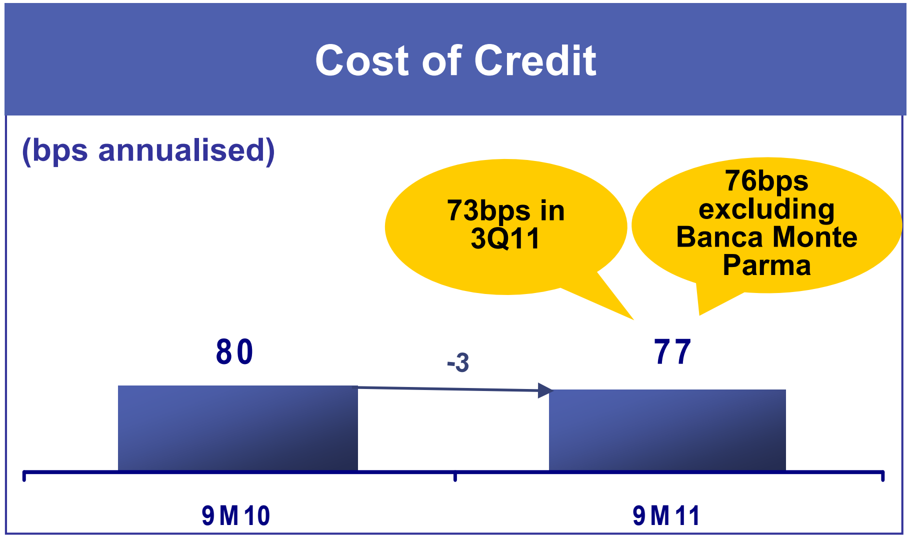
- The 2011-2013/2015 Business Plan estimates a staff reduction of ~3,000 people and a re-deployment of ~5,000 people to customer-facing roles
- A Union agreement increasing the staff reduction number to ~5,000 people has been reached - also through recourse to the Solidarity Allowance - consequently reducing the number of people to be re-deployed by ~2,000
- The agreement also foresees new permanent hires for ~1,000 young people
- The additional ~2,000 people exiting and ~2,000 fewer people to be re-deployed will allow further structural savings in addition to the ~€300m per annum envisaged in the Business Plan target
- Non-recurring charges for exit incentives for the ~5,000 people entirely accounted for in 3Q11 (€471m net of tax)

ISP already has one of the best Cost/Income ratios and is set to improve further

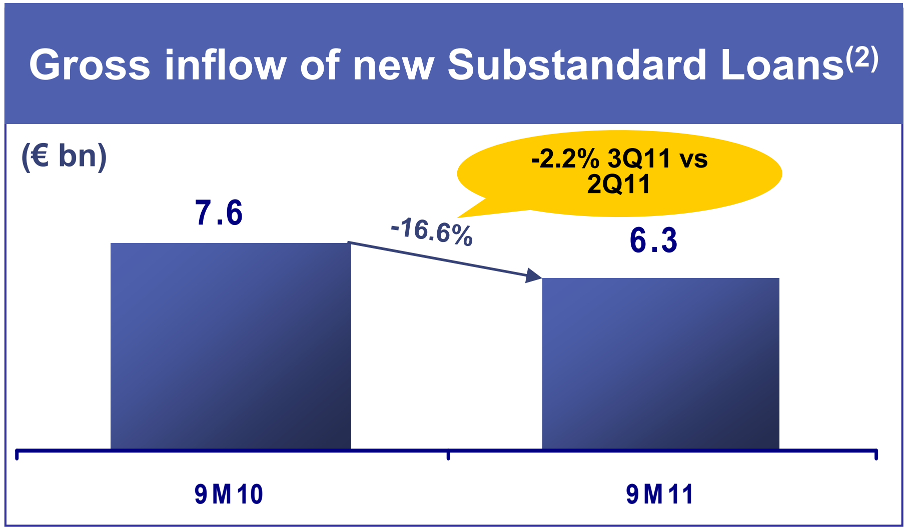


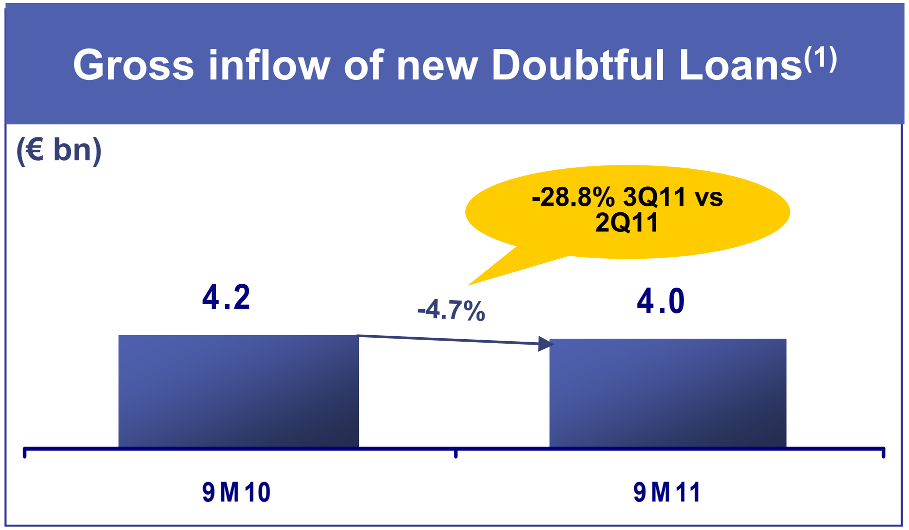
(1) Sample: Crédit Agricole, HSBC, Société Générale, Std Chartered and UniCredit (data as at 30.06.11); Barclays, BBVA, BNP Paribas, Commerzbank, Credit Suisse, Deutsche Bank, ING, Nordea, Santander and UBS (data as at 30.09.11)

Reduction in 9M11 Cost of Credit and in inflow of new Doubtful[1] and Substandard Loans[2]



- Doubtful Loans total coverage (including collateral and guarantees) more than adequate at 128%
- Repayments from Doubtful Loans structurally higher than their Net Book Value (more than 150% in the period 1.01.09 - 30.09.11)
- Reserve on Performing Loans at €2.4bn strengthened since the beginning of the global financial crisis (€2.3bn at 31.12.07)

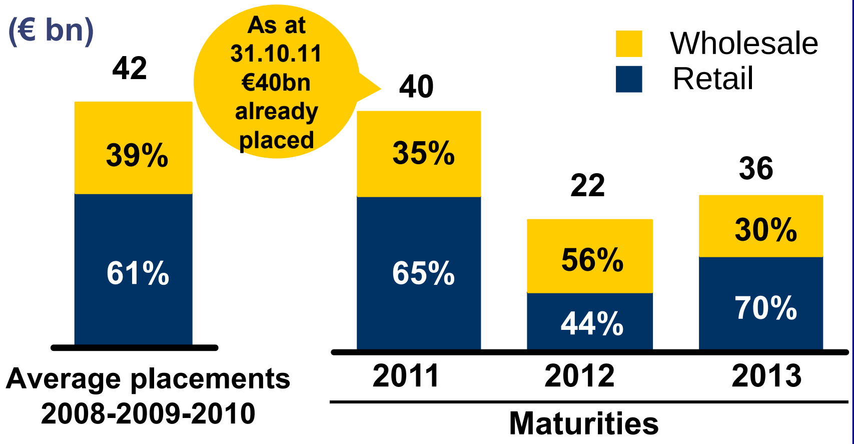




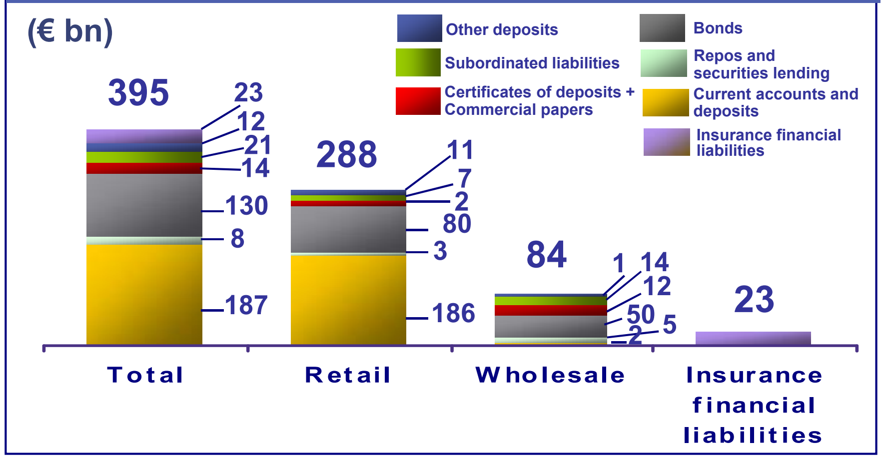
(1) *Sofferenze*
(2) *Incagli*

Strong funding capability: 100% of 2011 total medium/long-term maturities already covered in October

Medium-long term maturities[1]



Breakdown of Direct Customer Deposits



- The retail branch network is a stable and reliable source of funding: 73% of Direct Customer Deposits come from retail business
- 30.09.11 retail Direct Customer Deposits at €288bn, stable vs 30.06.11
- In 10M11 €25bn medium/long-term retail placements (€3bn more than 2012 total retail and wholesale maturities) and €15bn medium/long-term wholesale placements already carried out
- Solid foundation to face 2012 which will see ~50% lower maturities compared to the average placements of the past four years
- ISP could do without the wholesale market for the rest of 2011 and for 2012, even though this is not our intention

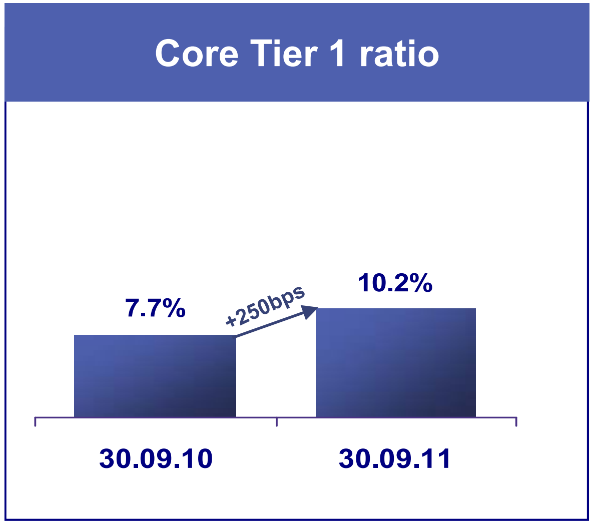
(1) Placement data referred to the Group's issues
Figures may not add up exactly due to rounding differences

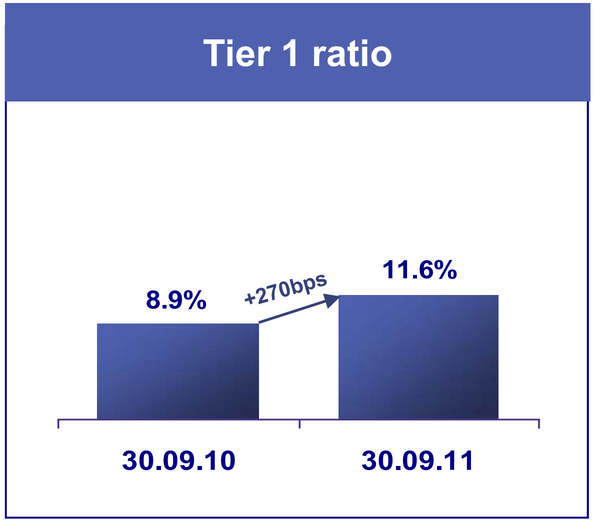
High liquidity

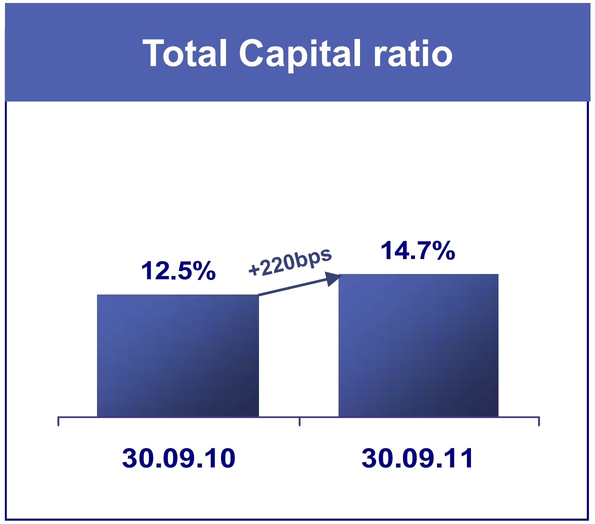
- €32bn in unencumbered eligible assets with Central Banks (net of haircut) available as at 30.09.11
- As at 30.09.11 €20bn ECB funding to optimise cost of funding and replace part of the short-term wholesale funding (CD and CP)
- As at 7.11.11 ECB funding down to €18.5bn
- €83bn liquid assets[(1)] as at 30.09.11 vs ~€80bn as at 31.07.11
- A project is underway to elevate liquid assets[(1)] to ~€100bn in the coming months

(1) Eligible assets available and eligible assets currently used as collateral

High capital ratios: Core Tier 1 ratio at 10.2% after Banca Monte Parma acquisition impact and accrued dividends







- **30.09.11 Core Tier 1 ratio in line with 30.06.11, notwithstanding Banca Monte Parma acquisition impact (12bps)**
- **Capital ratios as at 30.09.11 include €994m accrual on dividend payment (assuming the nine-month quota that would result from the distribution of the same dividend per share paid in 2011 for 2010 to the number of shares outstanding after the capital increase)**

EBA stress test July 2011: ISP 2012 Core Tier 1 ranks among the best under the adverse scenario

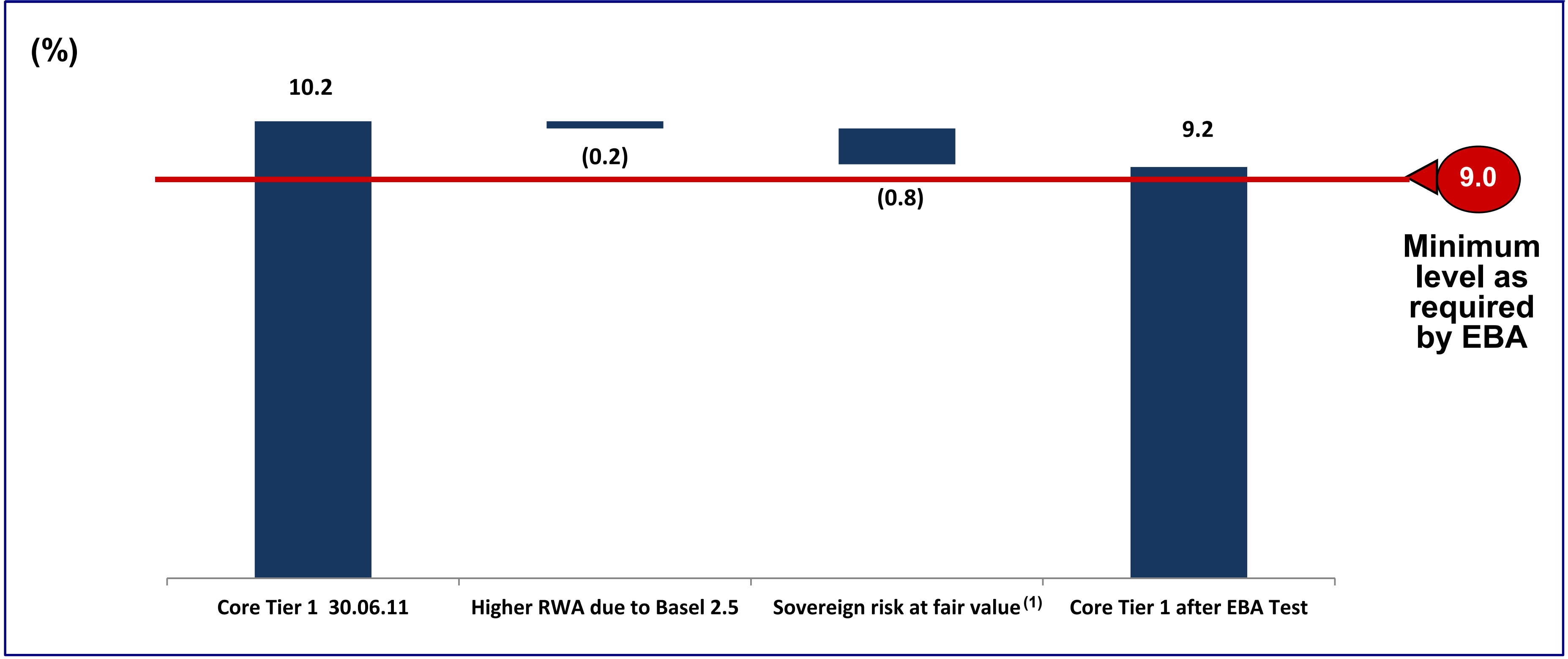
Main peers	CT1 2012(1) Stress	CT1 2012(2) Stress (with additional measures)	CT1 2010	Δ CT1 2012(1) Stress vs CT1 2010	Δ CT1 2012(2) Stress vs CT1 2010 (with additional measures)
Dexia	10.4%	10.4%	12.1%	-1.7%	-1.7%
Nordea	9.5%	9.5%	8.9%	0.6%	0.6%
BBVA	9.2%	10.2%	8.0%	1.2%	2.3%
Intesa Sanpaolo	**8.9%**	**9.2%**	**7.9%**	**1.0%**	**1.3%**
ING Bank	8.7%	8.6%	9.6%	-1.0%	-1.1%
C. Agricole	8.5%	8.5%	8.2%	0.2%	0.2%
HSBC	8.5%	8.5%	10.5%	-2.1%	-2.1%
Santander	8.4%	8.9%	7.1%	1.3%	1.8%
Erste Bank	8.1%	8.1%	8.7%	-0.6%	-0.6%
BNP Paribas	7.9%	7.9%	9.2%	-1.4%	-1.4%
Lloyds Bkg Gr.	7.7%	7.7%	10.2%	-2.4%	-2.4%
Barclays	7.3%	7.3%	10.0%	-2.7%	-2.7%
UniCredit	6.7%	7.2%	7.8%	-1.2%	-0.6%
Soc. Générale	6.6%	6.6%	8.1%	-1.5%	-1.5%
Deutsche Bank	6.5%	6.5%	8.8%	-2.2%	-2.2%
Commerzbank	6.4%	6.4%	10.0%	-3.6%	-3.6%
RBS	6.3%	6.3%	9.7%	-3.4%	-3.4%

- **Unlike other banks, ISP combines a strong capital base with high liquidity, low leverage and a business model focused on commercial banking activities**

(1) Including capital base strengthening measures realised by April 2011
(2) Including capital base strengthening measures realised by April 2011 and additional strengthening actions planned or adopted (for ISP sale of branches to Crédit Agricole and disposal of Findomestic, transactions already carried out)

EBA exercise October 2011: no need for additional capital or changes in dividend policy

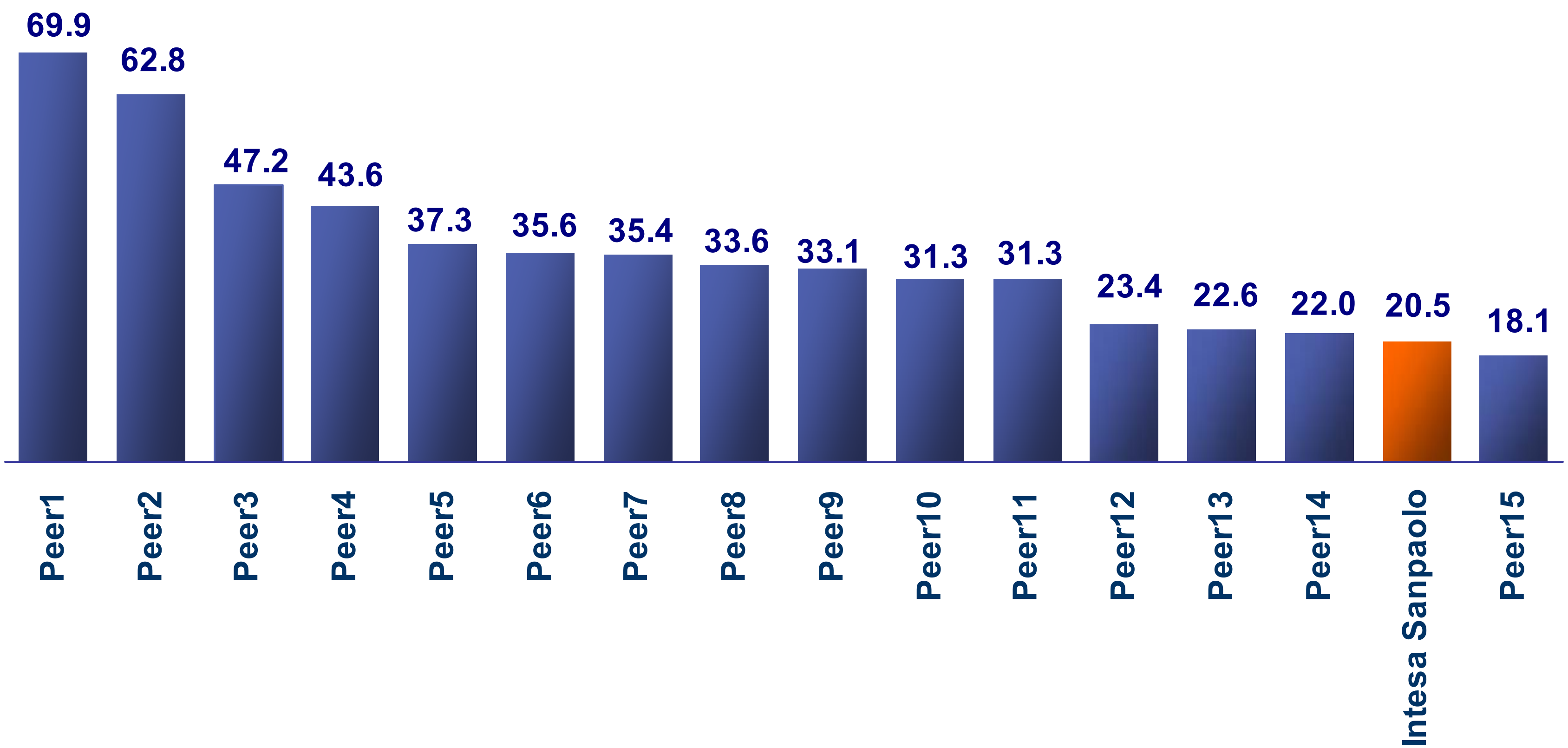
EBA exercise related to the capital adequacy of European banks: ISP data



(1) Based on prices as at 30.09.11

ISP has significantly lower leverage than its peers

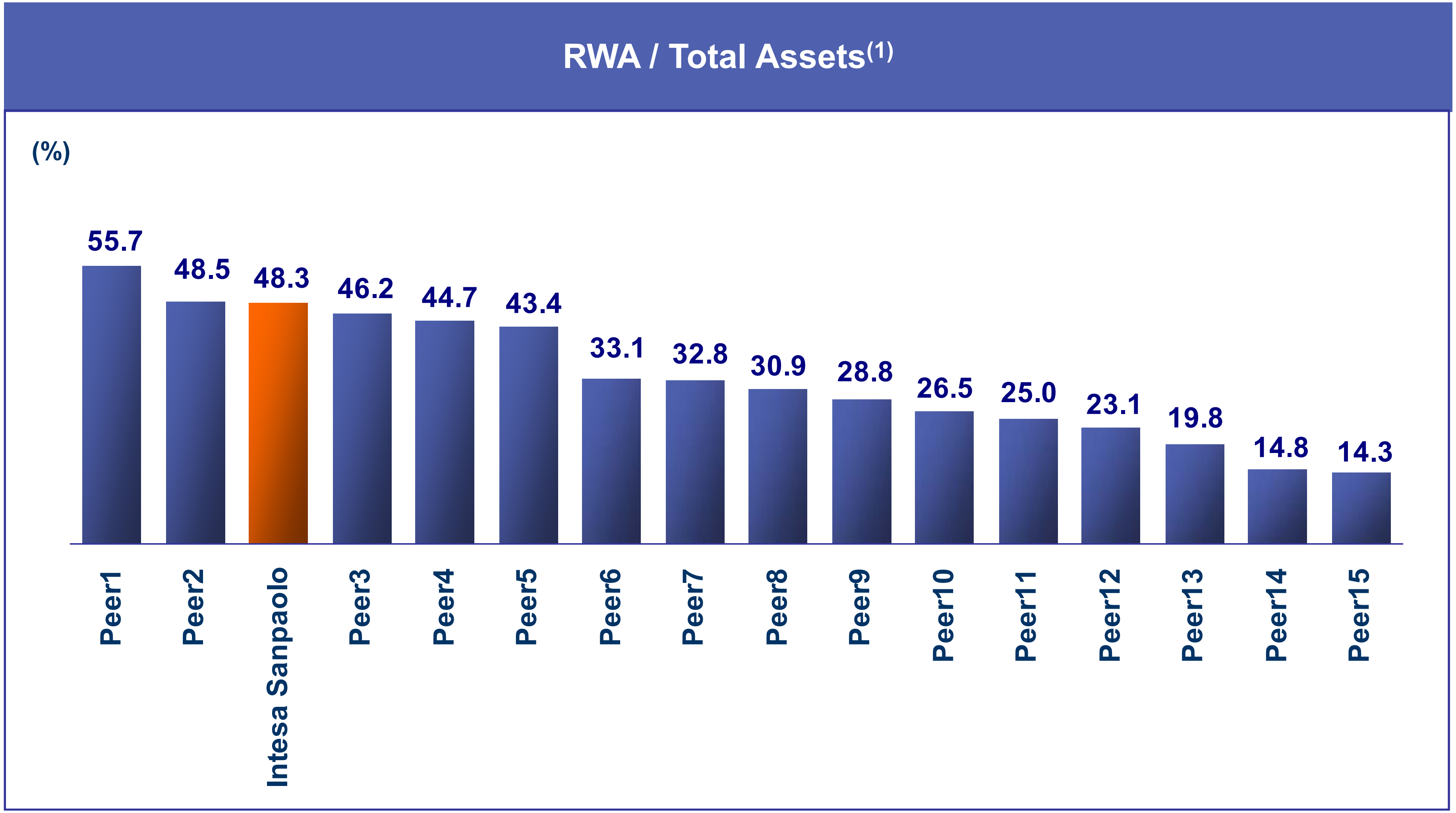
Tangible Total Assets / Tangible Net Shareholders' equity (1) (2)



(1) Excluding Net income for the period and Minorities

(2) Sample: Barclays, BNP Paribas, Crédit Agricole, HSBC, Société Générale, Std Chartered and UniCredit (data as at 30.06.11); BBVA, Commerzbank, Credit Suisse, Deutsche Bank, ING, Nordea, Santander e UBS (data as at 30.09.11)

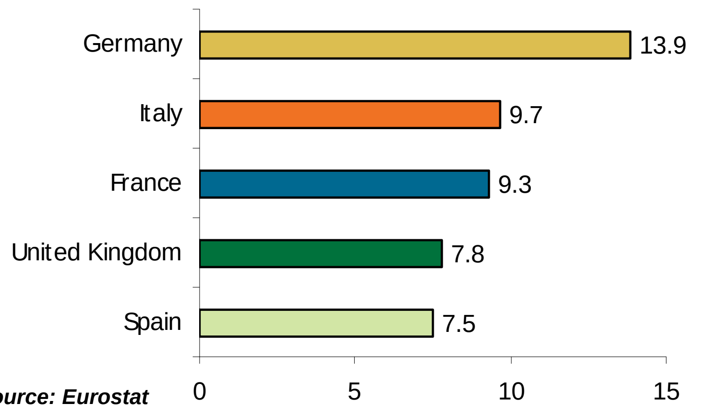
ISP RWA / Total Assets ratio among the highest due to its focus on commercial banking activities



(1) Sample: Barclays, BNP Paribas, Crédit Agricole, HSBC, Société Générale, Std Chartered and UniCredit (data as at 30.06.11); BBVA, Commerzbank, Credit Suisse, Deutsche Bank, ING, Nordea, Santander and UBS (data as at 30.09.11)

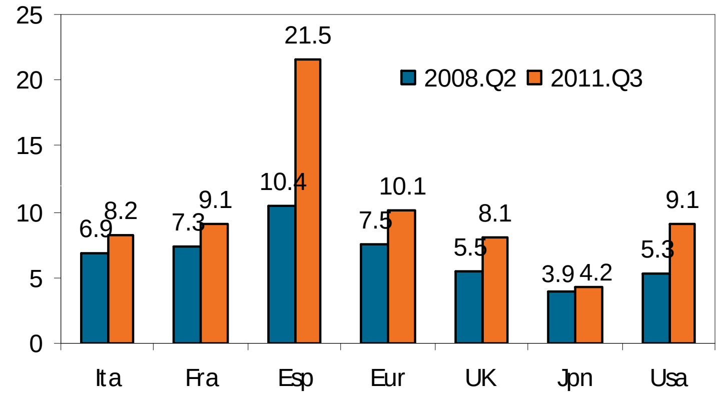
Italy: good performance in the manufacturing industry driven by exports

Manufacturing turnover index
(Jan-July 2011; % change at current prices)



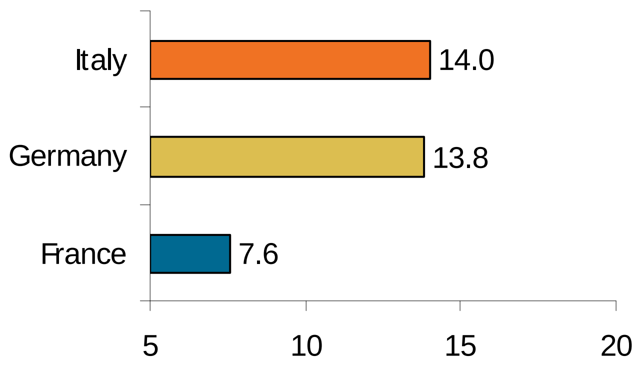
Source: Eurostat

Unemployment rates
(% of labour force)



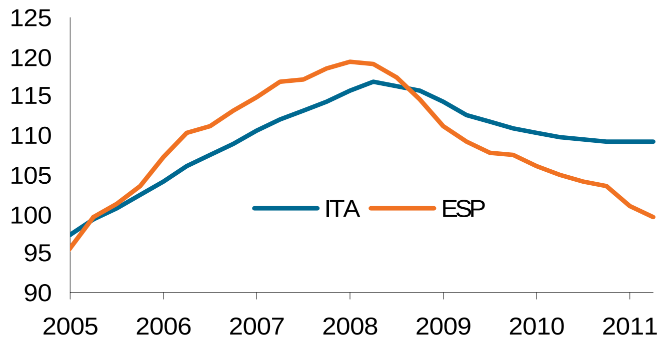
Source: Eurostat and national statistical bureaus

Exports of manufacturing products
(Jan-July 2011; % change at current prices)



Source: National Bureau of Statistics

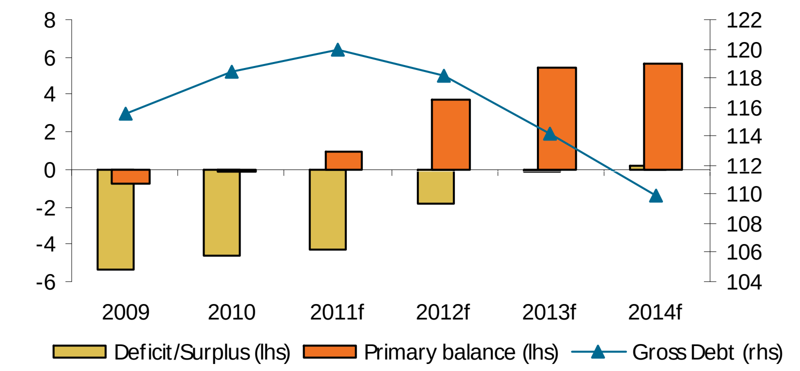
House price index
(2005=100)



Source: Oxford Economics

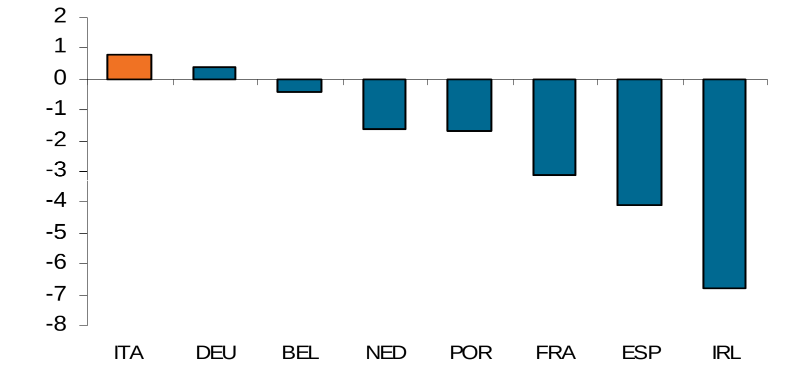
Italy: government deficit correction well on track

Medium-term fiscal plans 2011-14
(% of GDP)



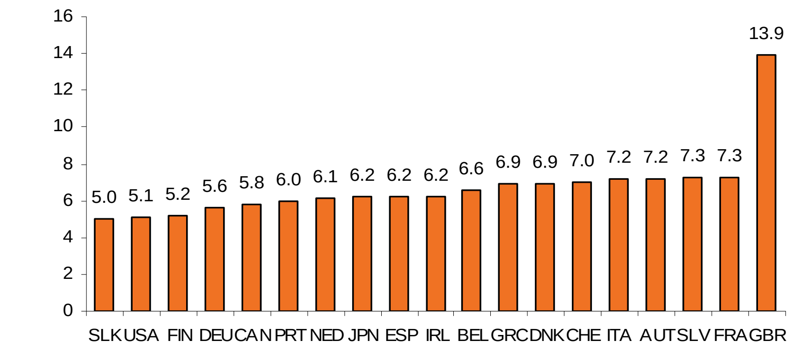
Source: Minister of Finance

General Government – Primary Balance, 2011
(% of GDP)



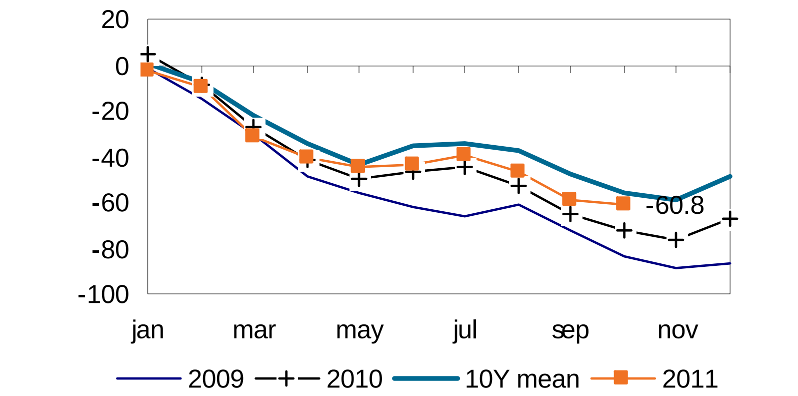
Source: European Commission estimates

Average life to maturity of government debt
(years)



Source: IMF, Fiscal Monitor

State Sector Borrowing Requirement
(cumulated; € bn)



Source: Finance Minister, Bank of Italy

Agenda

Sound operating performance and Core Tier 1 ratio at 10.2%

2 2011 Nine-Month Consolidated Results

2011 Nine-Month Divisional Results

Growth in 9M11 Revenues and Operating Margin vs 9M10 despite difficult market environment

(€ m)	9M10 Restated	9M11	Δ%
Net interest income	7,292	7,239	(0.7)
Dividends and P/L on investments carried at equity	18	67	272.2
Net fee and commission income	4,135	4,127	(0.2)
Profits (Losses) on trading	340	747	119.7
Income from insurance business	528	335	(36.6)
Other operating income	20	5	(75.0)
Operating income	**12,333**	**12,520**	**1.5**
Personnel expenses	(4,098)	(4,071)	(0.7)
Other administrative expenses	(2,276)	(2,239)	(1.6)
Adjustments to property, equipment and intangible assets	(432)	(461)	6.7
Operating costs	**(6,806)**	**(6,771)**	**(0.5)**
Operating margin	**5,527**	**5,749**	**4.0**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(218)	(112)	(48.6)
Net adjustments to loans	(2,275)	(2,200)	(3.3)
Net impairment losses on assets	(48)	(709)	n.m.
Profits (Losses) on HTM and on other investments	11	40	263.6
Income before tax from continuing operations	**2,997**	**2,768**	**(7.6)**
Taxes on income from continuing operations	(1,092)	(66)	(94.0)
Charges (net of tax) for integration and exit incentives	(54)	(499)	824.1
Effect of purchase cost allocation (net of tax)	(294)	(254)	(13.6)
Income (Loss) after tax from discontinued operations	691	0	(100.0)
Minority interests	(48)	(20)	(58.3)
Net income	**2,200**	**1,929**	**(12.3)**

+8.2% excluding Profits (Losses) on trading, Income from insurance business and impairment on Greek bonds

+2.8% excluding Profits (Losses) on trading, Income from insurance business and main non-recurring items

Note: 9M10 figures restated to reflect the scope of consolidation for 9M11
Figures may not add up exactly due to rounding differences

9M11 Net Income at €1,739m excluding main non-recurring items

9M10 Net Income (post-tax data)		9M11 Net Income (post-tax data)	
(€ m)		(€ m)	
Net Income	**2,200**	**Net Income**	**1,929**
Charges for integration and exit incentives	+54	Charges for integration and exit incentives	+499
Amortisation of acquisition cost	+294	Amortisation of acquisition cost	+254
Hungary extraordinary tax	+28	Hungary extraordinary tax	+33
Deferred taxation non-recurring impact	(86)	Telco impairment	+132
Capital gain on Securities Services	(648)	Greek bond impairment	+441
		IRAP rate change impact	+77
		Capital gain on Findomestic	(128)
		Capital gain on Prada	(253)
		Capital gain on CR Spezia and 96 branches	(145)
		Deferred taxation non-recurring impact	(1,100)
Net Income adjusted	**1,842**	**Net Income adjusted**	**1,739**
Net Income adjusted and excluding Profit (Losses) on trading and Income from insurance business	**1,226**	**Net Income adjusted and excluding Profit (Losses) on trading and Income from insurance business**	**1,260**

Sustained increase in 3Q11 Net Interest Income vs 2Q11 with 3Q11 Net Income at €527m

(€ m)	2Q11 Restated	3Q11	Δ%
Net interest income	2,368	2,479	4.7
Dividends and P/L on investments carried at equity	34	26	(23.5)
Net fee and commission income	1,410	1,322	(6.2)
Profits (Losses) on trading	541	(74)	n.m.
Income from insurance business	165	50	(69.7)
Other operating income (expenses)	(3)	(3)	0.0
Operating income	**4,515**	**3,800**	**(15.8)**
Personnel expenses	(1,375)	(1,324)	(3.7)
Other administrative expenses	(766)	(752)	(1.8)
Adjustments to property, equipment and intangible assets	(153)	(159)	3.9
Operating costs	**(2,294)**	**(2,235)**	**(2.6)**
Operating margin	**2,221**	**1,565**	**(29.5)**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(80)	(18)	(77.5)
Net adjustments to loans	(823)	(695)	(15.6)
Net impairment losses on other assets	(57)	(635)	n.m.
Profits (Losses) on HTM and on other investments	19	7	(63.2)
Income before tax from continuing operations	**1,280**	**224**	**(82.5)**
Taxes on income from continuing operations	(464)	894	n.m.
Charges (net of tax) for integration and exit incentives	(12)	(483)	n.m.
Effect of purchase cost allocation (net of tax)	(85)	(83)	(2.4)
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	22	(25)	n.m.
Net income	**741**	**527**	**(28.9)**

+0.4% excluding Profits (Losses) on trading and Income from insurance business

+4.9% excluding Profits (Losses) on trading and Income from insurance business

+40.4% excluding Profits (Losses) on trading, Income from insurance business and impairment on Greek bonds

+35.3% excluding Profits (Losses) on trading, Income from insurance business and main non-recurring items

Note: 2Q11 figures restated to reflect the scope of consolidation for 3Q11
Figures may not add up exactly due to rounding differences

3Q11 Net Income at €448m excluding main non-recurring items

2Q11 Net Income (post-tax data)	
(€ m)	
Net Income	**741**
Charges for integration and exit incentives	+12
Amortisation of acquisition cost	+85
Hungary extraordinary tax	+11
Greek bond impairment	+17
Telco impairment	+132
Capital gain on CR Spezia and 96 branches	(145)
Capital gain on Prada	(253)
Capital gain on Findomestic	(128)
IRAP rate change impact	+57
Net Income adjusted	**529**
Net Income adjusted and excluding Profit (Losses) on trading and Income from insurance business	**329**

3Q11 Net Income (post-tax data)	
(€ m)	
Net Income	**527**
Charges for integration and exit incentives	+483
Amortisation of acquisition cost	+83
Hungary extraordinary tax	+11
Greek bond impairment	+424
Deferred taxation non-recurring impact	(1,100)
IRAP rate change impact	+20
Net Income adjusted	**448**
Net Income adjusted and excluding Profit (Losses) on trading and Income from insurance business	**445**

ALM focused on Liquidity, Asset Quality and EVA®

(€ m)	30.09.10 Restated	30.09.11	Δ%
Loans to Customers	**378,157**	**381,192**	**+0.8**
Customer Financial Assets(1)	**840,436**	**778,609**	**(7.4)**
of which Direct Customer Deposits	**434,657**	**395,209**	**(9.1)**
of which Indirect Customer Deposits	**432,009**	**406,875**	**(5.8)**
- Assets under Management	***238,646***	***224,495***	***(5.9)***
- Assets under Administration	***193,363***	***182,380***	***(5.7)***
RWA	**354,722**	**322,056**	**(9.2)**

+2.1% average volumes

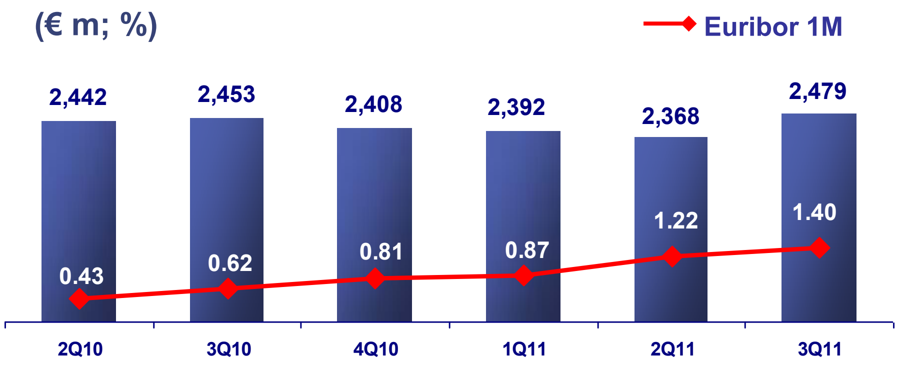
Decrease mostly due to short-term funding from institutional clients

- **Balanced Direct Customer Deposits/Loans to Customers**
- **2.6% increase in Loans to Customers from commercial activity(2) vs 30.09.10 and 1.3% vs 30.06.11**
- **Decrease in Direct Customer Deposits vs 30.06.11 and vs 30.09.11 mostly due to short-term funding from institutional clients, partially replaced by less expensive ECB funding**
- **Decrease in total Customer Financial Assets vs 30.09.10 due to institutional clients and to performance effect**
- **RWA decrease vs 30.09.10 mostly due to the adoption of AIRB approach for the corporate portfolio**

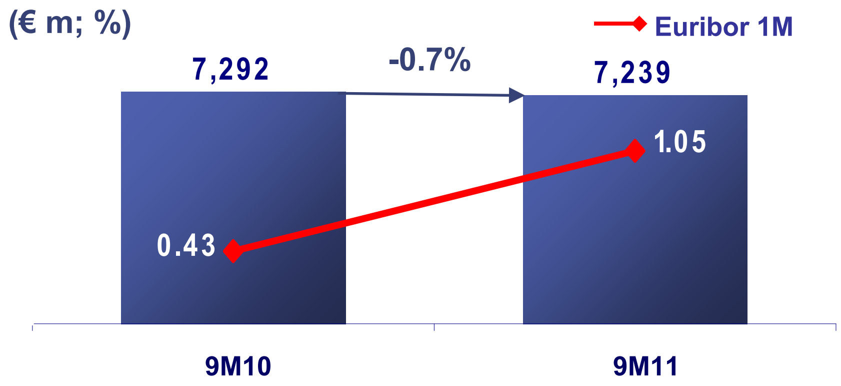
(1) Net of duplications between Direct Customer Deposits and Indirect Customer Deposits
(2) Net of Repurchase agreements, Non-performing loans and Loans represented by securities
Note: 30.09.10 figures restated to reflect the scope of consolidation as at 30.09.11

Strong increase in Net Interest Income in 3Q11, the highest of the past seven quarters

Quarterly Analysis



Yearly Analysis



- 4.7% increase in 3Q11 vs 2Q11 after three consecutive quarters of decline
- In 3Q11 yoy growth (+1.1% vs 3Q10) after 10 quarters of decrease on a yearly basis
- 0.2% increase in average Loans to Customers in 3Q11 vs 2Q11
- 3Q11 results have yet to benefit from the effects of re-pricing actions taken at the end of both July and August

- 1.0% increase in NII, excluding the impact from the reduction in core deposit hedging
- 2.1% increase in average Loans to Customers vs 9M10
- Reduction in Large Corporate loans also due to the strong focus on EVA® generation

Loans to Customers - Average volumes

	Δ%	Δ € bn
Retail Italy	0.2	0.2
SMEs Italy	3.2	2.2
Mid Corporate Italy	0.9	0.1
Large & International Corporate	(2.9)	(1.0)
Public Finance(1)	(1.3)	(0.6)
International Subsidiary Banks Division	1.1	0.3

(1) Including securities subscription

3Q11 Net Interest Income up 4.7% vs 2Q11

Δ 3Q11 vs 2Q11		
(€ m)		
2Q11 Net Interest Income		2,368
Operating impact (customers)		+112
of which:		
- Volumes	+33	
- Spread	+79	
Hedging [1] [2]		(17)
Other		+16
3Q11 Net Interest Income		2,479

of which +€47m due to hedging increase

Δ 9M11 vs 9M10		
(€ m)		
9M10 Net Interest Income		7,292
Operating impact (customers)		+444
of which:		
- Volumes	+10	
- Spread	+434	
Hedging [2] [3]		(443)
Other		(54)
9M11 Net Interest Income		7,239

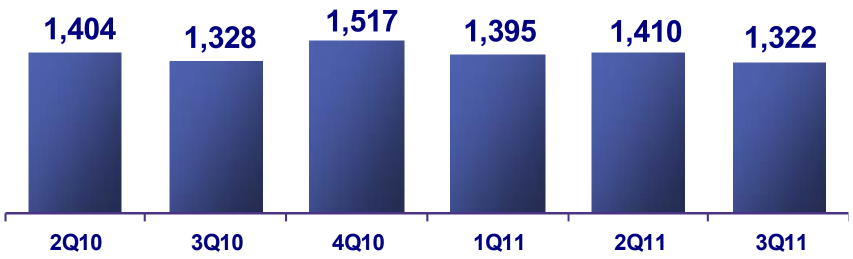
of which (€126m) due to hedging reduction

(1) ~€225m benefit from hedging registered in 3Q11
(2) Core deposits
(3) ~€800m benefit from hedging registered in 9M11

9M11 Net Fee and Commission Income stable vs 9M10 despite difficult market environment

Quarterly Analysis

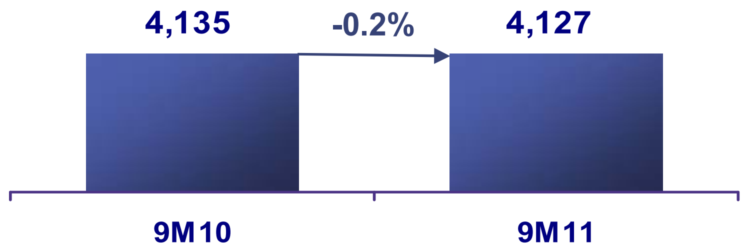
(€ m)



- 3Q11 stable vs 3Q10
- Decrease in 3Q11 vs 2Q11 mostly attributable to Commissions from Management, dealing and consultancy activities (-10.9%; -€69m) due to the usual summer seasonal business slowdown (July and August) and difficult market environment
- Commissions from Commercial banking activities up 2.0% (+€10m) vs 2Q11 and up 2.6% (+€13m) vs 3Q10

Yearly Analysis

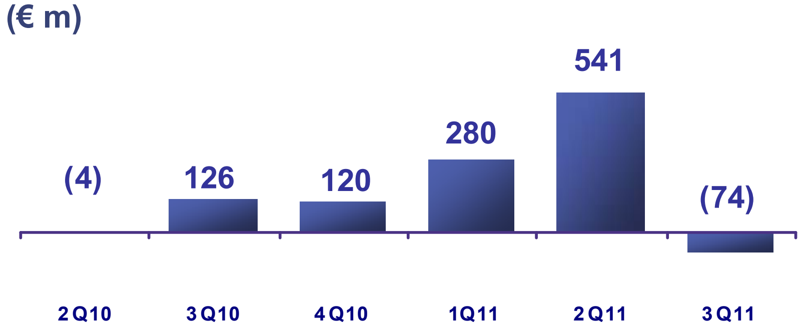
(€ m)



- Net fee and commission income up 1.1% excluding the impact from the decision not to place third-party bonds in 9M11
- Increase (+1.2%; +€18m) in commissions from Commercial banking activities
- Decrease (-1.4%; -€27m) in commissions from Management, dealing and consultancy activities attributable to the impact from the decision not to place third-party bonds in 9M11

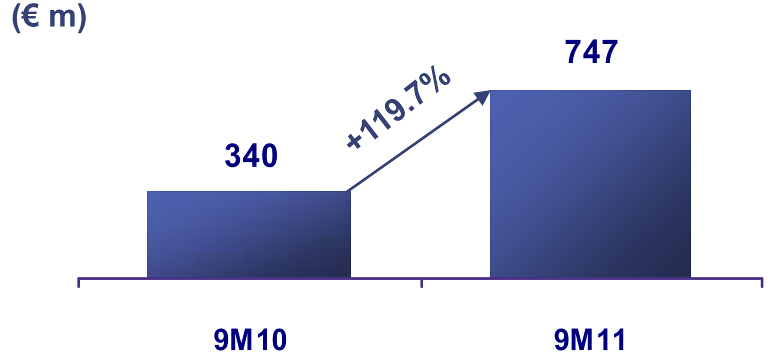
3Q11 Profits on Trading affected by unrealised losses

Quarterly Analysis



- 3Q11 results affected by unrealised losses originating from market tensions caused by sovereign risk
- 10.1% increase in 3Q11 customer activity revenues vs 2Q11

Yearly Analysis



- Strong growth vs 9M10 due to the increase in customer activity revenues and capital gains on Prada (€272m) and Findomestic (€154m) that more than offset the unrealised losses originating from market tensions caused by sovereign risk
- 9M11 customer activity revenues (€276m) rose 7.0% vs 9M10
- 9M11 results include €43m of dividends from Financial assets available for sale (€47m in 9M10)

Trading profits: growth in 3Q11 customer activity revenues vs 2Q11

(€ m)	2Q10	3Q10	4Q10	1Q11	2Q11	3Q11
Total	**(4)**	**126**	**120**	**280**	**541**	**(74)**
of which:						
Customers	**83**	**90**	**99**	**110**	**79**	**87**
Capital markets & Financial assets AFS	**16**	**1**	**48**	**22**	**441****	**(22)**
Proprietary Trading and Treasury (excluding Structured credit products)	**(113)***	**8**	**(59)***	**121**	**11**	**(119)***
Structured credit products (see appendix)	**10**	**27**	**32**	**26**	**11**	**(20)**

* 2Q10, 4Q10 and 3Q11 Proprietary Trading and Treasury results affected by unrealised losses

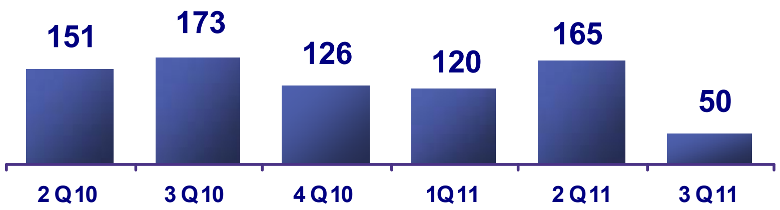
** 2Q11 Capital markets & Financial assets AFS results include €272m capital gain on Prada and €154m capital gain on Findomestic

Figures may not add up exactly due to rounding differences

3Q11 Income from Insurance Business affected by unrealised losses caused by sovereign debt crisis

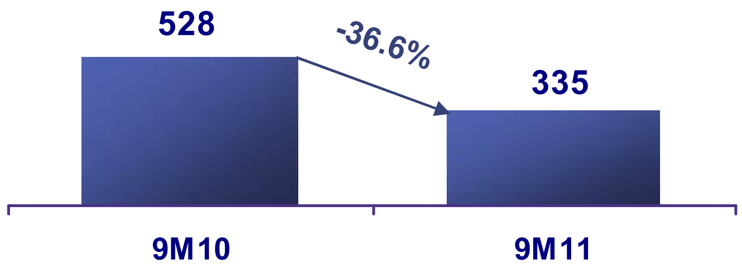
Quarterly Analysis

(€ m)



Yearly Analysis

(€ m)



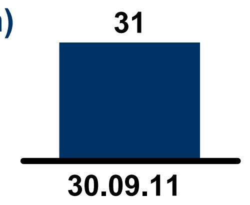
- **Decrease in 3Q11 vs 2Q11 due to net investment result affected by unrealised losses originating from market tensions caused by sovereign risk**
- **Decline in 9M11 vs 9M10 mainly due to capital gains on sales of securities in 9M10 against unrealised losses in 9M11**
- **In 9M11 €9.6bn Bancassurance new premiums**
- **The merger of the four insurance companies held by Intesa Sanpaolo will be completed at the end of 2011**

Creation of a national player in Bancassurance

Technical reserves

IntesaVITA

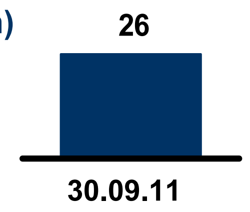
(€ bn)



Technical reserves

EurizonVita

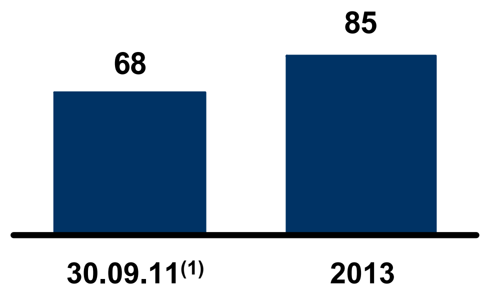
(€ bn)



Technical reserves

INTESA SANPAOLO VITA

(€ bn)

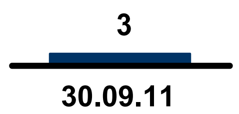


- **Italian market leader with ~25% market share of new business**

Technical reserves

CENTROVITA ASSICURAZIONI

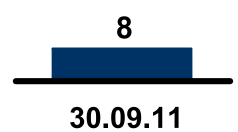
(€ bn)



Technical reserves

SUD POLO VITA

(€ bn)



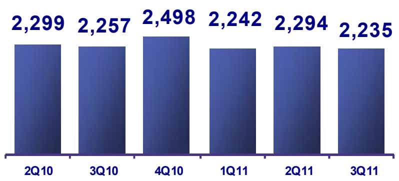
(1) Pro-forma data consistent with the 2011-2013/2015 Business Plan scope

Reduction in Operating Costs is accelerating but has yet to benefit from Business Plan actions

Quarterly Analysis

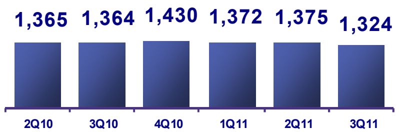
Operating Costs

(€ m)



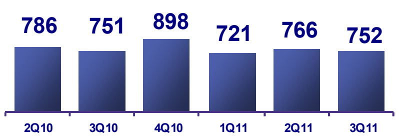
Personnel Expenses

(€ m)



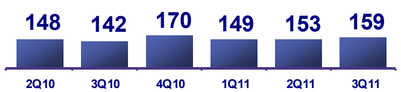
Other Administrative Expenses

(€ m)



Adjustments

(€ m)

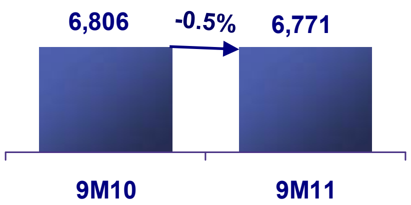


- 3Q11 Operating costs down 2.6% vs 2Q11
- 3Q11 Operating costs down 1.0% vs 3Q10

Yearly Analysis

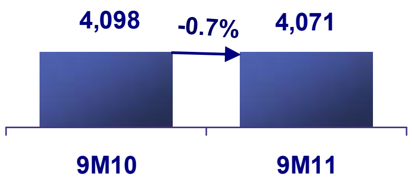
Operating Costs

(€ m)



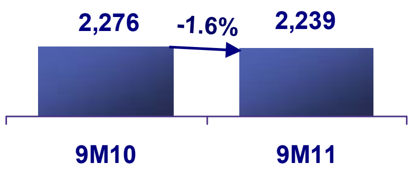
Personnel Expenses

(€ m)



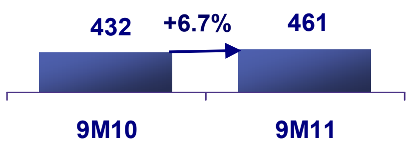
Other Administrative Expenses

(€ m)



Adjustments

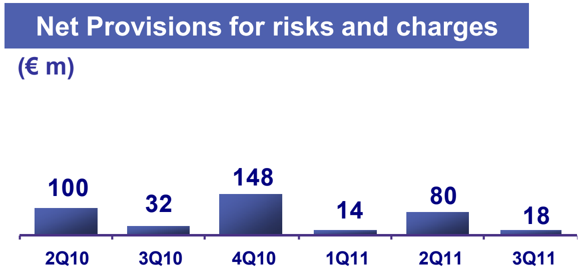
(€ m)

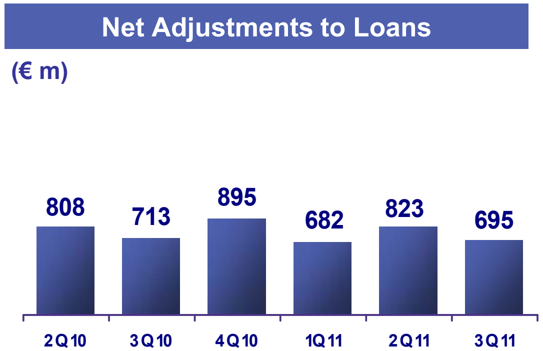


- Cost reduction (-0.5% vs 9M10) in acceleration (-0.3% 1H11 vs 1H10), attributable to the decline in Other administrative expenses and Personnel expenses
- Growth in Adjustments largely due to the increase in IT investments
- 9M11 Cost/Income down to 54.1% vs 55.2% in 9M10

9M11 annualised Cost of credit down to 77bps

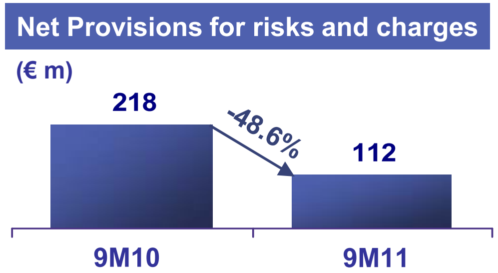
Quarterly Analysis

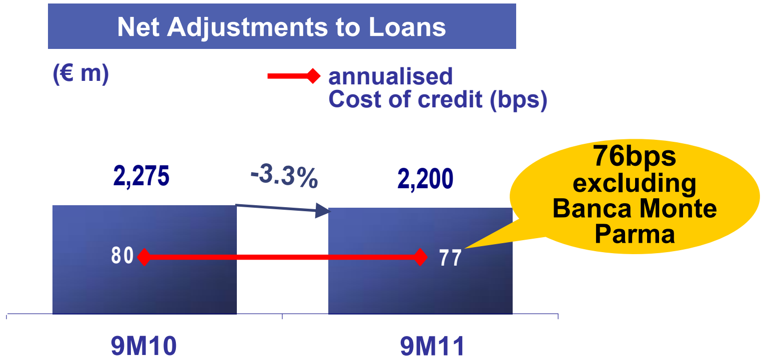




- 77.5% decrease in 3Q11 Net Provisions for risks and charges vs 2Q11 and 43.8% vs 3Q10
- 15.6% reduction in 3Q11 Net Adjustments to Loans vs 2Q11 and 2.5% vs 3Q10
- 3QM11 Net Adjustments to Loans/Loans down to 73bps

Yearly Analysis



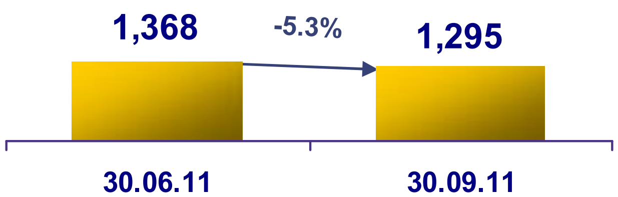


- 48.6% reduction in Net Provisions for risks and charges vs 9M10
- 3.3% decrease in Net Adjustments to Loans in 9M11 vs 9M10
- 9M11 Net Adjustments to Loans/Loans down to 77bps annualised (76bps excluding Banca Monte Parma) vs 80bps in 9M10

Reduction in stock of Past Due Loans in 3Q11

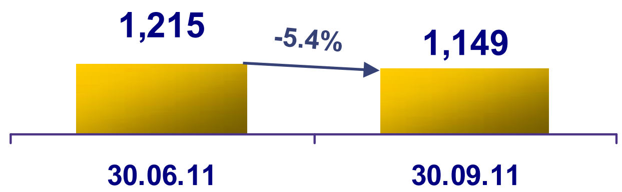
Gross Past Due

(€ m)



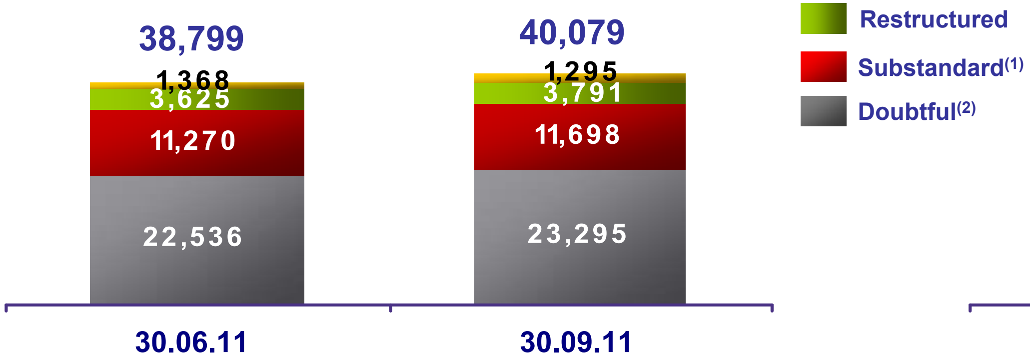
Net Past Due

(€ m)



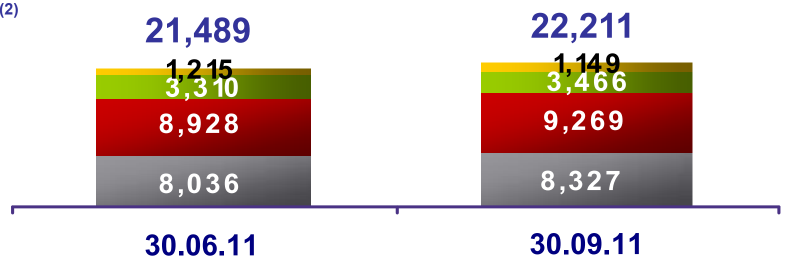
Gross Non-performing Loans

(€ m)



Net Non-performing Loans

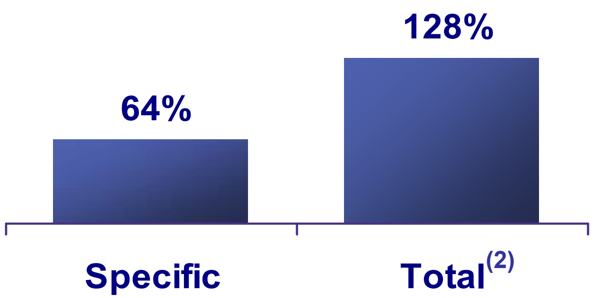
(€ m)



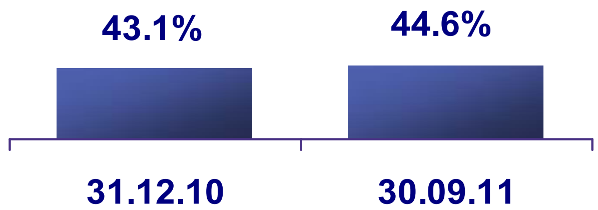
(1) Incagli
(2) Sofferenze

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

Doubtful Loans[1] coverage as at 30.09.11



Non-performing Loans[3] specific coverage

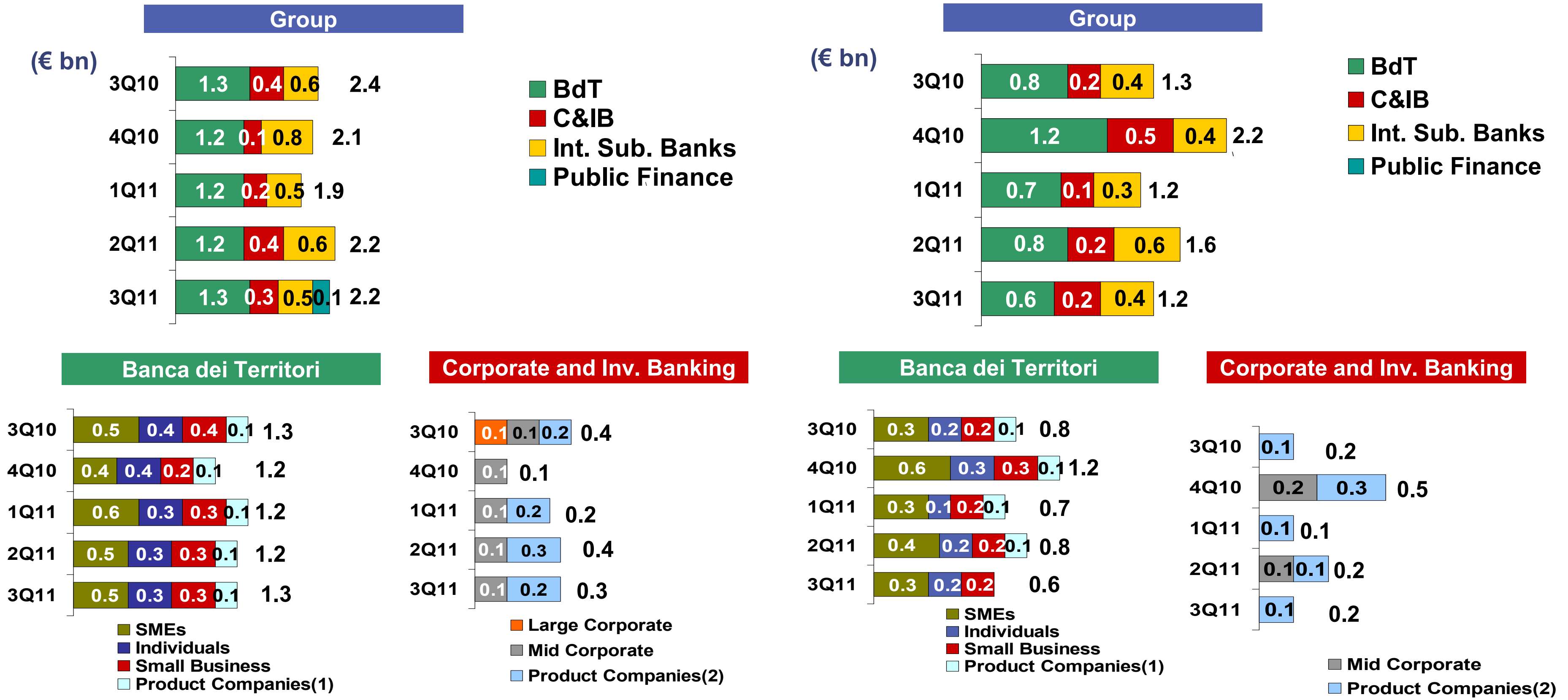


- **Doubtful Loans[1] total coverage (including collateral and guarantees) more than adequate at 128%**
- **Repayments from Doubtful Loans[1] structurally higher than their Net Book Value (more than 150% in the period 1.01.09 - 30.09.11)**
- **Performing Loans reserve at 30.09.11 equal to €2.4bn strengthened since the beginning of the global financial crisis (€2.3bn at 31.12.07)**

(1) Sofferenze
(2) Including collateral and guarantees
(3) Sofferenze, Incagli, Ristrutturati e Scaduti e Sconfinanti

Sharp decrease in 3Q11 inflow of new Doubtful Loans vs 2Q11

New Substandard Loan Gross Flow | New Doubtful Loan Gross Flow

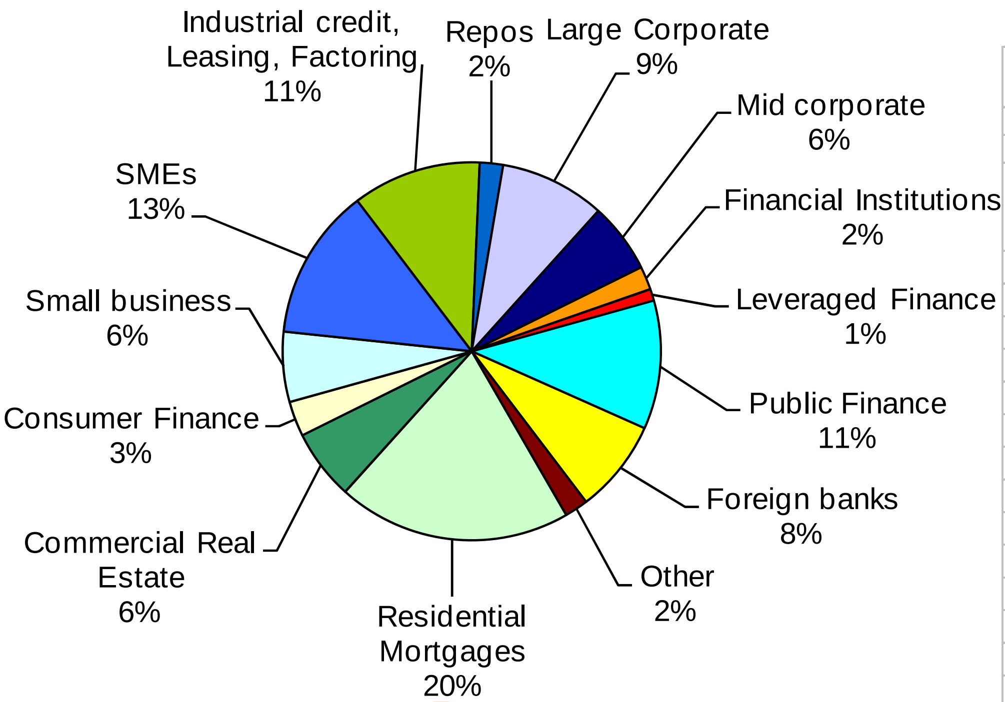


- **Decline in 9M11 inflow of new Doubtful Loans and Substandard Loans vs 9M10**

(1) Industrial credit
(2) 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 30.09.11)



- **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 ~21 years**
  - **Residual average life equal to ~13 years**

Figures may not add up exactly due to rounding differences

Breakdown by economic business sectors

	30.06.11	30.09.11
Loans of the Italian banks and companies of the Group		
Households	**23.8%**	**23.8%**
Public Administration	**4.8%**	**5.2%**
Financial companies	**2.8%**	**2.7%**
Non-financial companies	**50.9%**	**50.7%**
of which:		
HOLDING AND OTHER	9.4%	9.3%
CONSTRUCTION AND MATERIALS FOR CONSTR.	7.1%	7.0%
DISTRIBUTION	6.7%	6.5%
SERVICES	5.6%	5.4%
UTILITIES	2.7%	3.0%
METALS AND METAL PRODUCTS	2.6%	2.5%
TRANSPORT	2.4%	2.5%
FOOD AND DRINK	1.8%	1.7%
TRANSPORTATION MEANS	1.7%	1.7%
MECHANICAL	1.6%	1.6%
AGRICULTURE	1.6%	1.6%
ENERGY AND EXTRACTION	1.2%	1.5%
INTERMEDIATE INDUSTRIAL PRODUCTS	1.5%	1.5%
FASHION	1.5%	1.4%
ELECTROTECHNICAL AND ELECTRONIC	1.2%	1.3%
BASE AND INTERMEDIATE CHEMICALS	0.6%	0.6%
PUBLISHING AND PRINTING	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	**6.5%**	**6.6%**
Loans of the foreign banks and companies of the Group	**9.0%**	**8.8%**
Doubtful Loans	**2.1%**	**2.2%**
TOTAL	**100.0%**	**100.0%**

Exposure to sovereign risks(1) by Country

(€ m)	DEBT SECURITIES – Banking Business L&R	AFS	HTM	CFV (2)	HFT	Total	Insurance Business	Total	AFS Reserve(3)	LOANS
EU Countries	**8,345**	**22,078**	**2,033**	**155**	**9,239**	**41,849**	**31,869**	**73,718**	**-1,647**	**23,052**
Austria		4	2		54	61	64	125	1	
Belgium		35			8	43	54	97		
Bulgaria										
Cyprus	19					19		19		
Czech Republic		27			1	28		28	-1	27
Denmark										
Estonia										
Finland					1	1	26	28		17
France	115	3			47	165	325	489	7	
Germany	86	190			534	810	2,013	2,823	53	
Greece	184	162			9	355	91	446		
Hungary	301	875	21		35	1,232		1,232	-5	153
Iceland					2	2		2		
Ireland		132			1	133	117	251	-27	
Italy	7,021	19,032	870	155	7,756	34,835	28,560	63,395	-1,663	22,030
Latvia	25					25		25		59
Liechtenstein										
Lithuania		20			5	25		25	-2	
Luxembourg							64	64	1	
Malta										
The Netherlands		3			120	123	361	484	7	
Norway					59	59		59		
Poland	73	20			177	270	9	279		
Portugal		31			1	31	14	45	-18	35
Romania	10	140			3	153		153	-3	14
Slovakia		1,301	1,139		15	2,455		2,455	8	103
Slovenia		94				94		94	-1	79
Spain	511	6			62	579	143	722	-4	535
Sweden		2			9	11	29	40		
United Kingdom					341	341		341		
North African Countries	**19**	**116**	**12**		**958**	**1,105**		**1,105**	**-10**	**38**
Algeria										38
Egypt		116	12		958	1,086		1,086	-9	
Libya										
Morocco	19					19		19	-1	
Tunisia										
Japan					**251**	**251**		**251**		
Other Countries	**505**	**560**	**356**		**2,075**	**3,496**	**49**	**3,545**	**-6**	**1,150**
Total consolidated figures	**8,869**	**22,754**	**2,401**	**155**	**12,523**	**46,702**	**31,918**	**78,620**	**-1,663**	**24,241**

- **Overall exposure to Greece, Ireland, Portugal and Spain at 2.0% of total**
- **€1,663m negative AFS reserve as at 30.09.11 due to Italy**

Debt securities of Insurance Business are classified as follows: €31,507m at AFS, €202m at CFV, €141m at HFT and €67m at L&R
(1) Exposure to central and local governments. Book Value of Debt Securities and Net Loans as at 30.09.11
(2) Excluding securities in which money is collected through insurance policies where the total risk is retained by the insured
(3) Net of tax and allocation to insurance products under separate management; referred to all debt securities; almost entirely regarding sovereign risks
Figures may not add up exactly due to rounding differences

Impairment on Greek bonds as at 30.09.11

(€ m)	Nominal Value as at 30.09.11				Book Value pre-impairment[1] as at 30.09.11				9M11 Impairment		Book Value after impairment as at 30.09.11			
	L&R	AFS	HFT	Total	L&R	AFS	HFT	Total	Total	*Pertaining to the Group*[2]	L&R	AFS	HFT	Total
Maturity by 2020	**42**	**83**	**13**	**137**	**47**	**85**	**8**	**140**	**(62)**	***(34)***	**33**	**37**	**8**	**78**
- of which revaluation interest rate derivatives under fair value hedge					*5*	*0*	*0*	*5*						
Maturity after 2020	**150**	**572**	**11**	**732**	**243**	**697**	**7**	**947**	**(587)**[3]	***(498)***	**151**	**214**	**3**[4]	**368**
- of which revaluation interest rate derivatives under fair value hedge					*105*	*129*	*0*	*234*	**€601m in 3Q11**	**€507m in 3Q11**				
TOTAL government bonds	**192**	**655**	**23**	**870**	**290**	**782**	**15**	**1,087**	**(649)**[3]	***(532)***	**184**	**251**	**11**[4]	**446**
- of which revaluation interest rate derivatives under fair value hedge					*110*	*129*	*0*	*239*						
Hellenic Railways	**200**	**0**	**0**	**200**	**225**	**0**	**0**	**225**	**(85)**	***(85)***	**140**	**0**	**0**	**140**
- of which revaluation interest rate derivatives under fair value hedge					*22*	*0*	*0*	*22*						
TOTAL	**392**	**655**	**23**	**1,070**	**515**	**782**	**15**	**1,312**	**(734)**[3]	***(618)***	**324**	**251**	**11**[4]	**586**
- of which revaluation interest rate derivatives under fair value hedge					*132*	*129*	*0*	*261*	**€686m in 3Q11**	**€593m in 3Q11**				

- **Total impairment on government bonds (including a Hellenic Railways bond with a nominal value of €200m guaranteed by the State) equal to ~45% of the nominal value and to ~55% of the book value pre-impairment, with a zeroed AFS reserve**

(1) Gross of AFS reserve pre-impairment
(2) Net of allocation to insurance products under separate management
(3) Including €12m impairment for zeroing the AFS reserve crystallised upon reclassification of the bond under IAS 39 amendment (October 2008)
(4) After €4m impairment recorded in Profits (Losses) on trading
Figures may not add up exactly due to rounding differences

Agenda

Sound operating performance and Core Tier 1 ratio at 10.2%

2011 Nine-Month Consolidated Results

3 **2011 Nine-Month Divisional Results**

Divisional Financial Highlights

(Figures as at 30.09.11)

	Banca dei Territori	Eurizon Capital	Corporate & Investment Banking	Public Finance	International Subsidiary Banks	Banca Fideuram	Corporate Centre / Others(1)	Total
Operating Income (€ m)	7,133	199	2,878	251	1,784	587	(312)	12,520
Operating Margin (€ m)	2,835	106	2,221	194	924	322	(853)	5,749
Net income (€ m)	405	54	1,167	(235)	344	73	121	1,929
Cost/Income (%)	60.3	46.7	22.8	22.7	48.2	45.1	n.m.	54.1
RWA (€ bn)	116.3	0.8	116.8	17.3	34.0	4.1	32.7	322.1
Allocated Capital(2) (€ bn)	9.9	0.1	8.2	1.2	2.4	0.5	2.3	24.5
Direct Customer Deposits (€ bn)	216.4	n.m.	85.7	5.1	31.0	12.5	44.6	395.2
Loans to Customers (€ bn)	187.3	0.1	110.1	42.5	31.1	4.0	6.0	381.2
Adjusted EVA®(3) (€ m)	(29)	77	568	(321)	110	108	194	707

€430m excluding impairment on Greek bonds

€145m excluding impairment on Greek bonds

€107m excluding impairment on Greek bonds

€347m excluding impairment on Greek bonds

€(4)m excluding impairment on Greek bonds

€21m excluding impairment on Greek bonds

€113m excluding impairment on Greek bonds

€180m excluding impairment on Greek bonds

(1) Treasury Department, Central Structures, capital not allocated to Business Units and consolidation adjustments
(2) Allocated capital to Business Units = 7% RWA + insurance risk and + business risk for Banca Fideuram and Eurizon Capital
(3) Before integration charges and amortisation of acquisition cost
Figures may not add up exactly due to rounding differences

Banca dei Territori: decrease in 9M11 Net Adjustments to Loans and Operating Costs vs 9M10

(€ m)	9M10 Restated	9M11	Δ%
Net interest income	4,434	4,313	(2.7)
Dividends and P/L on investments carried at equity	1	0	(100.0)
Net fee and commission income	2,496	2,438	(2.3)
Profits (Losses) on trading	60	75	25.0
Income from insurance business	466	290	(37.8)
Other operating income (expenses)	11	17	54.5
Operating income	**7,468**	**7,133**	**(4.5)**
Personnel expenses	(2,498)	(2,486)	(0.5)
Other administrative expenses	(1,863)	(1,804)	(3.2)
Adjustments to property, equipment and intangible assets	(8)	(8)	0.0
Operating costs	**(4,369)**	**(4,298)**	**(1.6)**
Operating margin	**3,099**	**2,835**	**(8.5)**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(90)	(59)	(34.4)
Net adjustments to loans	(1,504)	(1,481)	(1.5)
Net impairment losses on other assets	(8)	(66)	725.0
Profits (Losses) on HTM and on other investments	0	0	n.m.
Income before tax from continuing operations	**1,497**	**1,229**	**(17.9)**
Taxes on income from continuing operations	(618)	(645)	4.4
Charges (net of tax) for integration and exit incentives	(36)	(21)	(41.7)
Effect of purchase cost allocation (net of tax)	(189)	(158)	(16.4)
Income (Loss) after tax from discontinued operations	1	0	(100.0)
Minority interests	0	0	n.m.
Net income	**655**	**405**	**(38.2)**
Adjusted EVA®(1) (€ m)	**146**	**(29)**	

€(4)m excluding impairment on Greek bonds

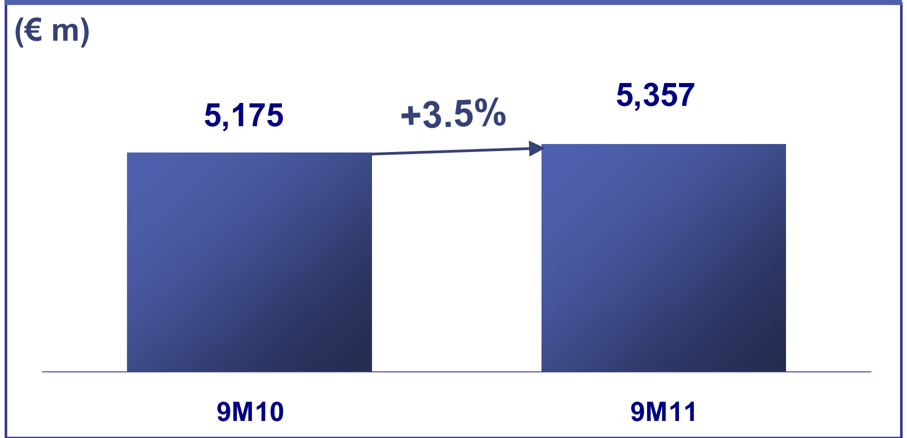
€430m excluding impairment on Greek bonds

- ~45,000 new customers on a net basis in 9M11
- Revenues up 5.0% excluding benefits from hedging and Income from insurance business
- 10.1% rise in NII excluding benefits from hedging
- 1.2% growth in average Loans to customers vs 9M10 (SMEs +3.2%)
- Stable commissions without taking into account the effect of not placing third-party bonds in 9M11
- Decrease in Income from insurance business due to net investment result that in 9M10 benefitted from capital gains on sale of securities and in 9M11 was affected by unrealised losses originating from market tensions caused by sovereign risk
- 1.6% reduction in Operating costs
- 25.6% increase in Operating margin excluding benefits from hedging and Income from insurance business
- 8.5% decline in Adjustments to loans excluding Banca Monte Parma and Neos
- 9M11 Net Income at €489m excluding the estimated impact from IRAP rate change (€59m) and impairment on Greek bonds (€25m)

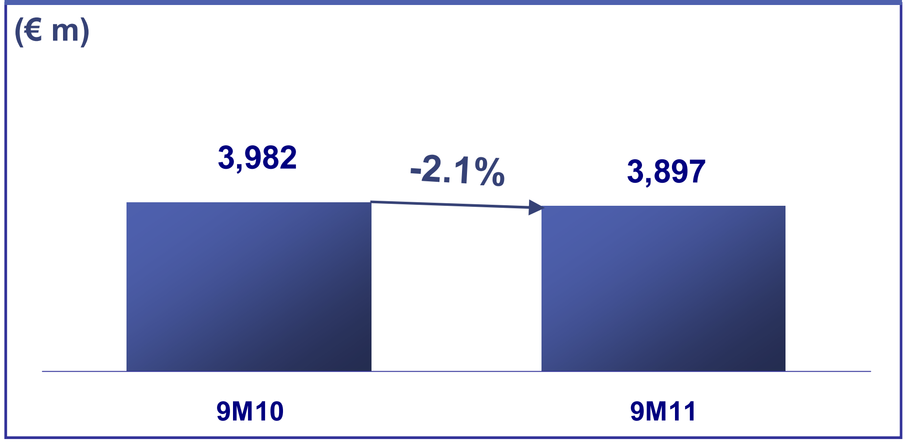
Note: 9M10 figures restated to reflect scope of consolidation for 9M11
(1) Before integration charges and amortisation of acquisition cost
Figures may not add up exactly due to rounding differences

Banca dei Territori[1]: results from the branch network on the rise

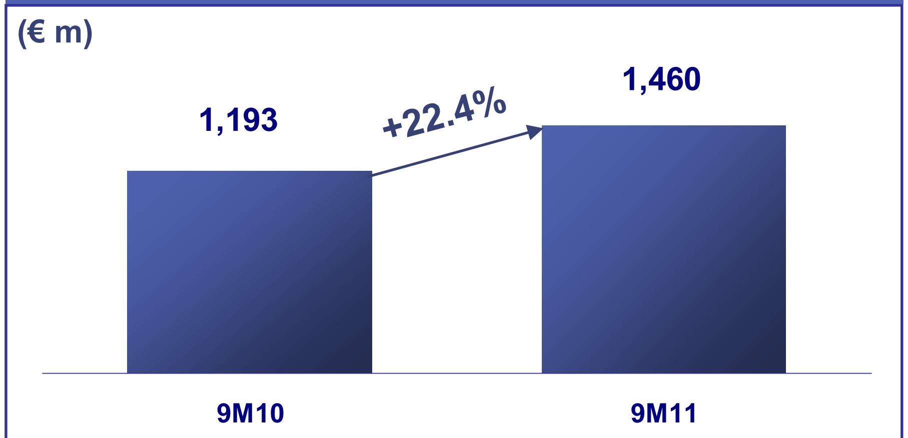
Operating Income[1]



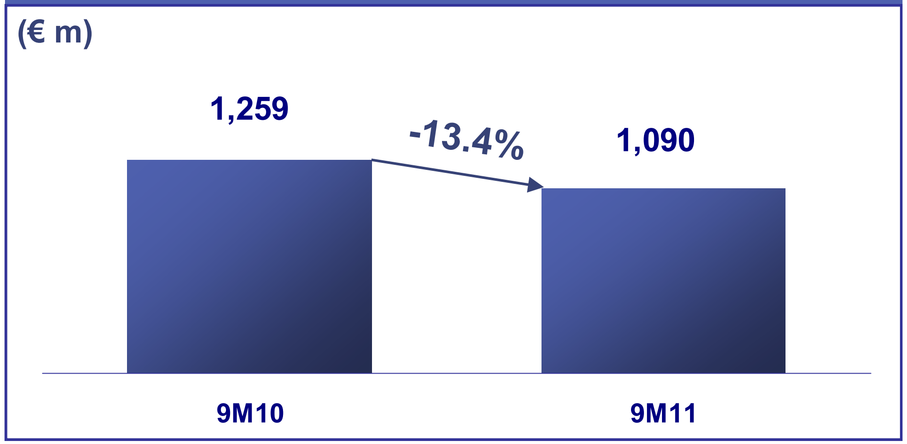
Operating Costs[1]



Operating Margin[1]



Net Adjustments to Loans[1]



(1) Retail customers, Small Business customers and SMEs with a turnover up to €150m. Excluding Product Companies, Banca Monte Parma and benefits from hedging

Eurizon Capital: increase in 9M11 Net Income vs 9M10

(€ m)	9M10 Restated	9M11	Δ%
Net interest income	1	1	0.0
Dividends and P/L on investments carried at equity	11	10	(9.1)
Net fee and commission income	188	186	(1.1)
Profits (Losses) on trading	0	1	n.m.
Income from insurance business	0	0	n.m.
Other operating income (expenses)	3	1	(66.7)
Operating income	**203**	**199**	**(2.0)**
Personnel expenses	(39)	(39)	0.0
Other administrative expenses	(58)	(54)	(6.9)
Adjustments to property, equipment and intangible assets	0	0	n.m.
Operating costs	**(97)**	**(93)**	**(4.1)**
Operating margin	**106**	**106**	**0.0**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(1)	0	(100.0)
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	**105**	**106**	**1.0**
Taxes on income from continuing operations	(24)	(23)	(4.2)
Charges (net of tax) for integration and exit incentives	0	0	n.m.
Effect of purchase cost allocation (net of tax)	(28)	(28)	0.0
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	(1)	(1)	0.0
Net income	**52**	**54**	**3.8**
Adjusted EVA®(1) (€ m)	**75**	**77**	

Note: 9M10 figures restated to reflect scope of consolidation for 9M11
(1) Before integration charges and amortisation of acquisition cost
Figures may not add up exactly due to rounding differences

- **Leading asset manager in Italy with €135bn of AuM**
- **€2.5bn positive net collection in 9M11 driven by insurance product net inflow**
- **Mutual fund market share up to 17.3% vs 16.2% as at 31.12.10**
- **Stable Operating margin due to strong decrease in Operating costs (-4.1%)**
- **9M11 Net income at €82m, excluding Effect of purchase cost allocation**
- **In 9M11 rationalisation of Italian Mutual funds (reduction in the number of funds and change to fund characteristics), launch of a new range of foreign Mutual funds with protected capital and strengthening of the Portfolio management range for the Banca dei Territori Division**

Corporate and Investment Banking: strong increase in 9M11 Operating Margin and Net Income vs 9M10

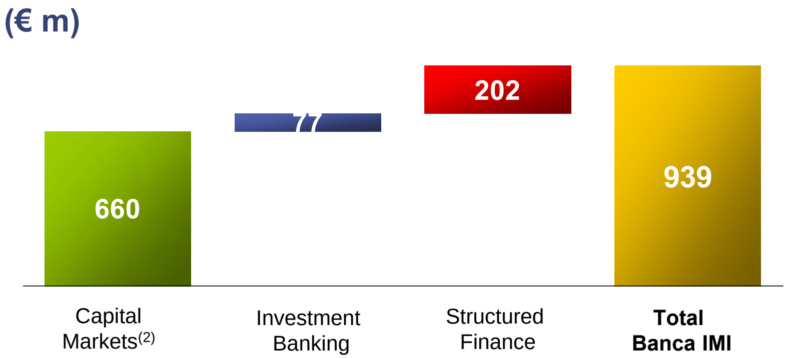
(€ m)	9M10 Restated	9M11	Δ%
Net interest income	1,458	1,479	1.4
Dividends and P/L on investments carried at equity	(28)	(2)	(92.9)
Net fee and commission income	681	751	10.3
Profits (Losses) on trading	420	630	50.0
Income from insurance business	0	0	n.m.
Other operating income (expenses)	21	20	(4.8)
Operating income	**2,552**	**2,878**	**12.8**
Personnel expenses	(289)	(282)	(2.4)
Other administrative expenses	(359)	(371)	3.3
Adjustments to property, equipment and intangible assets	(5)	(4)	(20.0)
Operating costs	**(653)**	**(657)**	**0.6**
Operating margin	**1,899**	**2,221**	**17.0**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(5)	(13)	160.0
Net adjustments to loans	(314)	(313)	(0.3)
Net impairment losses on other assets	(12)	(20)	66.7
Profits (Losses) on HTM and on other investments	(4)	(141)	n.m.
Income before tax from continuing operations	**1,564**	**1,734**	**10.9**
Taxes on income from continuing operations	(531)	(565)	6.4
Charges (net of tax) for integration and exit incentives	(5)	(2)	(60.0)
Effect of purchase cost allocation (net of tax)	(1)	0	(100.0)
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**1,027**	**1,167**	**13.6**
Adjusted EVA®(1) (€ m)	**349**	**568**	

- Sustained increase in Net fee and commission income attributable to both Investment banking and Commercial banking activities
- Strong rise in Trading profits also due to Prada capital gain
- Sustained growth in Operating Margin (+17.0%)
- Cost/Income down to 22.8% vs 25.6% in 9M10
- Net adjustments to loans down slightly
- Losses on HTM and on other investments almost entirely due to Telco impairment (€132m)
- 9M11 Net income at €1,167m (+13.6% vs 9M10)
- 9M11 Adjusted EVA® at €568m (+62.8% vs 9M10)

Note: 9M10 figures restated to reflect scope of consolidation for 9M11. Data includes results of Proprietary trading
(1) Before integration charges and amortisation of acquisition cost
Figures may not add up exactly due to rounding differences

Banca IMI: significant contribution to 9M11 Group results while maintaining a low risk profile

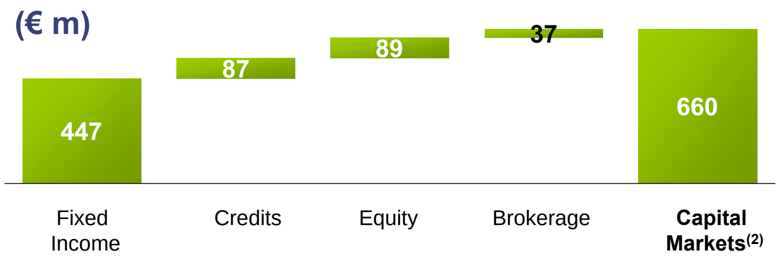
Banca IMI Operating Income[(1)]



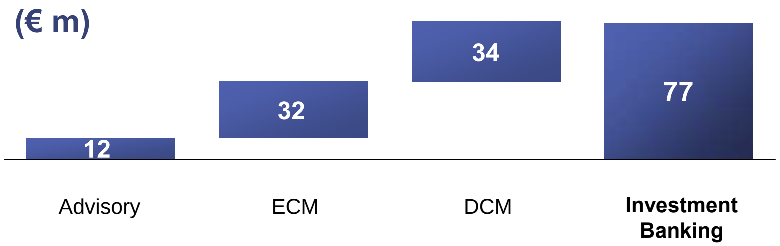
Cost/Income	27.0%	39.0%	15.3%	25.5%
RWA (€ m)	11,418	321	10,062	21,801

- **~77% of Operating income is customer driven**
- **9M11 average VaR at €51m**
- **9M11 Net income at €441m**

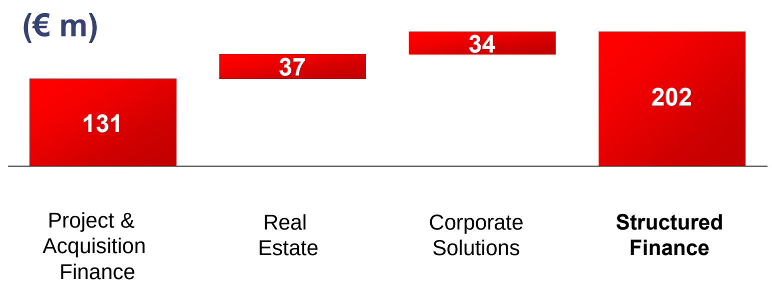
of which: Capital Markets



of which: Investment Banking



of which: Structured Finance



(1) Banca IMI S.p.A. and its subsidiaries
(2) Including Finance and Capital Management
Figures may not add up exactly due to rounding differences

Public Finance: increase in 9M11 Operating Margin vs 9M10 with 9M11 Net Income at €107m excluding impairment on Greek bonds

(€ m)	9M10 Restated	9M11	Δ%
Net interest income	209	222	6.2
Dividends and P/L on investments carried at equity	0	0	n.m.
Net fee and commission income	48	40	(16.7)
Profits (Losses) on trading	(19)	(12)	(36.8)
Income from insurance business	0	0	n.m.
Other operating income (expenses)	2	1	(50.0)
Operating income	**240**	**251**	**4.6**
Personnel expenses	(26)	(27)	3.8
Other administrative expenses	(33)	(30)	(9.1)
Adjustments to property, equipment and intangible assets	0	0	n.m.
Operating costs	**(59)**	**(57)**	**(3.4)**
Operating margin	**181**	**194**	**7.2**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	0	0	n.m.
Net adjustments to loans	(18)	(16)	(11.1)
Net impairment losses on other assets	0	(472)	n.m.
Profits (Losses) on HTM and on other investments	0	0	n.m.
Income before tax from continuing operations	**163**	**(294)**	**n.m.**
Taxes on income from continuing operations	(59)	59	n.m.
Charges (net of tax) for integration and exit incentives	0	0	n.m.
Effect of purchase cost allocation (net of tax)	(3)	0	(100.0)
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	0	0	n.m.
Net income	**101**	**(235)**	**n.m.**
Adjusted EVA®(1) (€ m)	**14**	**(321)**	

€21m excluding impairment on Greek bonds

€107m excluding impairment on Greek bonds

- **9M11 Net income at €107m excluding impairment on Greek bonds (+5.9% vs 9M10)**
- **Sound increase in NII (+6.2%) due to the widening of average spreads**
- **€4.1bn of new loans in the period 30.09.10 - 30.09.11**
- **Trading losses due to valuation effects**
- **Growth in Operating Margin (+7.2%) due to higher revenues (+4.6%) and lower Operating Costs (-3.4%)**
- **Cost/Income down to 22.7% vs 24.6% in 9M10**
- **Net impairment losses on other assets entirely due to impairment on Greek bonds**
- **8.9% rise in Pre-tax income excluding impairment on Greek bonds**
- **9M11 Adjusted EVA® at €21m excluding impairment on Greek bonds**

Note: 9M10 figures restated to reflect scope of consolidation for 9M11
(1) Before integration charges and amortisation of acquisition cost
Figures may not add up exactly due to rounding differences

International Subsidiary Banks: growth in 9M11 Operating Margin and Net Income vs 9M10

(€ m)	9M10 Restated	9M11	Δ%
Net interest income	1,225	1,305	6.5
Dividends and P/L on investments carried at equity	12	16	33.3
Net fee and commission income	423	429	1.4
Profits (Losses) on trading	72	67	(6.9)
Income from insurance business	0	0	n.m.
Other operating income (expenses)	(34)	(33)	(2.9)
Operating income	**1,698**	**1,784**	**5.1**
Personnel expenses	(428)	(436)	1.9
Other administrative expenses	(322)	(323)	0.3
Adjustments to property, equipment and intangible assets	(102)	(101)	(1.0)
Operating costs	**(852)**	**(860)**	**0.9**
Operating margin	**846**	**924**	**9.2**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	3	2	(33.3)
Net adjustments to loans	(412)	(455)	10.4
Net impairment losses on other assets	(2)	(6)	200.0
Profits (Losses) on HTM and on other investments	2	5	150.0
Income before tax from continuing operations	**437**	**470**	**7.6**
Taxes on income from continuing operations	(113)	(126)	11.5
Charges (net of tax) for integration and exit incentives	0	0	n.m.
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	**324**	**344**	**6.2**
Adjusted EVA®(1) (€ m)	**103**	**110**	

€113m excluding impairment on Greek bonds

€347m excluding impairment on Greek bonds

- 5.1% revenue increase due to growth in NII and in Net fee and commission income, supported by positive performance of commissions from payment systems, current accounts and credit cards
- 1.1% growth in average Direct Customer Deposits and in average Loans to Customers
- Cost/Income down to 48.2% from 50.2% in 9M10
- 9.2% increase in Operating margin (+11.0% excluding exchange rate impact)
- Increase in Net adjustments to loans in line with expectations
- 6.2% rise in 9M11 Net Income
- 9M11 Net income at €377m, excluding the impact from extraordinary tax (€33m) in Hungary

Note: 9M10 figures restated to reflect scope of consolidation for 9M11
(1) Before integration charges and amortisation of acquisition cost
Figures may not add up exactly due to rounding differences

Banca Fideuram[1]: 9M11 Net Income at €215m excluding impairment on Greek bonds and Effect of purchase cost allocation

(€ m)	9M10 Restated	9M11	Δ%
Net interest income	91	100	9.9
Dividends and P/L on investments carried at equity	0	0	n.m.
Net fee and commission income	395	426	7.8
Profits (Losses) on trading	24	21	(12.5)
Income from insurance business	50	40	(20.0)
Other operating income (expenses)	(5)	0	(100.0)
Operating income	**555**	**587**	**5.8**
Personnel expenses	(108)	(111)	2.8
Other administrative expenses	(145)	(143)	(1.4)
Adjustments to property, equipment and intangible assets	(12)	(11)	(8.3)
Operating costs	**(265)**	**(265)**	**0.0**
Operating margin	**290**	**322**	**11.0**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(57)	(24)	(57.9)
Net adjustments to loans	0	0	n.m.
Net impairment losses on other assets	5	(110)	n.m.
Profits (Losses) on HTM and on other investments	0	7	n.m.
Income before tax from continuing operations	**238**	**195**	**(18.1)**
Taxes on income from continuing operations	(63)	(49)	(22.2)
Charges (net of tax) for integration and exit incentives	(4)	(4)	0.0
Effect of purchase cost allocation (net of tax)	(77)	(70)	(9.1)
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	4	1	(75.0)
Net income	**98**	**73**	**(25.5)**
Adjusted EVA®(2) (€ m)	**140**	**108**	

€180m excluding impairment on Greek bonds

€145m excluding impairment on Greek bonds

- 9M11 Net income at €145m excluding impairment on Greek bonds (+48.0% vs 9M10)
- Market leader with €69.7bn in Customer Financial Assets (of which €51.6bn AuM), 4,828 Private bankers and 98 branches
- As at 30.09.11 AuM accounts for 74% of Customer Financial Assets
- €1.2bn positive net inflow of Customer Financial Assets in 9M11
- Growth in Operating Margin (+11.0%) due to revenue increase driven by recurring commissions
- Cost/Income ratio at 45.1% down 2.6pp vs 9M10
- Net impairment losses on other assets mainly due to impairment on Greek bonds (€107m)
- 27.2% rise in Pre-tax income excluding impairment on Greek bonds

Note: 9M10 figures restated to reflect scope of consolidation for 9M11
(1) Including Fideuram Vita
(2) Before integration charges and amortisation of acquisition cost
Figures may not add up exactly due to rounding differences

ISP is among the most solid international banking Groups

- **Sustainable and resilient profitability even in an adverse market environment**
- **High liquidity and strong retail funding capability, solid foundation to face 2012**
- **Sound asset quality and reduction in Cost of credit**
- **Strong capital base and low leverage compared to peers**
- **The results from the recent EBA stress test and exercise confirm that Intesa Sanpaolo is among the most solid European banking Groups with no need for additional capital**

Appendix

Methodological note (1/2)

- For comparison purposes, 2010 and 1H11 Balance Sheet and P&L results have been restated to take into account the consolidation of Banca Sara (already consolidated at Balance Sheet level as at 30.06.11) and Banca Monte Parma
- With reference to the divisional figures, Banca Monte Parma results entirely attributed to the Banca dei Territori division

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 registration of deferred tax assets and the recognition of the substitute tax relating goodwill detaxation, 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) €100m 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) €102m charges from purchase cost allocation, net of tax

Methodological note (2/2)

2011 main non-recurring items include:

- **1Q11: 1) €6m integration charges and related tax savings resulting in net integration charges of €4m, 2) €86m charges from purchase cost allocation, net of tax and 3) €11m of extraordinary tax relating to the Group's subsidiary in Hungary**
- **2Q11: 1) €18m integration charges and related tax savings resulting in net integration charges of €12m, 2) €85m charges from purchase cost allocation, net of tax, 3) €11m of extraordinary tax relating to the Group's subsidiary in Hungary, 4) €272m capital gain from the sale of 4% of Prada registered under profits on trading and related taxes, resulting in a net capital gain of €253m, 5) €154m capital gain from the disposal of the remaining quota of Findomestic registered under profits on trading and related taxes/minority interests resulting in a net capital gain of €128m, 6) €146m capital gain from the sale of branches to Crédit Agricole registered under profits on investments held to maturity and on other investments, and related taxes/minority interests, resulting in a net capital gain of €145m, 7) €132m impairment of Telco shareholding, registered under profits on investments held to maturity and on other investments, 8) €25m from impairment on Greek bonds with maturity by 2020 under net impairment losses on other assets, and related taxes, resulting in net charges of €17m and 9) €57m charges from IRAP rate change**
- **3Q11: 1) €16m integration charges and related tax savings resulting in net integration charges of €12m, 2) €83m charges from purchase cost allocation, net of tax, 3) €11m of extraordinary tax relating to the Group's subsidiary in Hungary, 4) €1,100m fiscal benefit from the registration of deferred tax assets and the recognition of the substitute tax relating to detaxation of intangibles, recorded under taxes on income from continuing operations, 5) €650m charges for exit incentives and related tax savings following the Union agreement reached on 29.07.11 resulting in net charges of €471m, 6) €593m impairment on Greek bonds under net impairment losses on other assets, and related taxes, resulting in net charges of €424m and 7) €20m charges from IRAP rate increase**

Quarterly P&L Analysis

(€ m)	2Q10	3Q10	4Q10	1Q11	2Q11	3Q11
	Restated					
Net interest income	2,442	2,453	2,408	2,392	2,368	2,479
Dividends and P/L on investments carried at equity	26	(5)	11	7	34	26
Net fee and commission income	1,404	1,328	1,517	1,395	1,410	1,322
Profits (Losses) on trading	(4)	126	120	280	541	(74)
Income from insurance business	151	173	126	120	165	50
Other operating income (expenses)	2	(4)	14	11	(3)	(3)
Operating income	**4,021**	**4,071**	**4,196**	**4,205**	**4,515**	**3,800**
Personnel expenses	(1,365)	(1,364)	(1,430)	(1,372)	(1,375)	(1,324)
Other administrative expenses	(786)	(751)	(898)	(721)	(766)	(752)
Adjustments to property, equipment and intangible assets	(148)	(142)	(170)	(149)	(153)	(159)
Operating costs	**(2,299)**	**(2,257)**	**(2,498)**	**(2,242)**	**(2,294)**	**(2,235)**
Operating margin	**1,722**	**1,814**	**1,698**	**1,963**	**2,221**	**1,565**
Goodwill impairment	0	0	0	0	0	0
Net provisions for risks and charges	(100)	(32)	(148)	(14)	(80)	(18)
Net adjustments to loans	(808)	(713)	(895)	(682)	(823)	(695)
Net impairment losses on other assets	(38)	(5)	(47)	(17)	(57)	(635)
Profits (Losses) on HTM and on other investments	1	0	262	14	19	7
Income before tax from continuing operations	**777**	**1,064**	**870**	**1,264**	**1,280**	**224**
Taxes on income from continuing operations	(315)	(416)	(280)	(496)	(464)	894
Charges (net of tax) for integration and exit incentives	(27)	(11)	(18)	(4)	(12)	(483)
Effect of purchase cost allocation (net of tax)	(100)	(102)	(102)	(86)	(85)	(83)
Income (Loss) after tax from discontinued operations	663	0	3	0	0	0
Minority interests	4	(25)	32	(17)	22	(25)
Net income	**1,002**	**510**	**505**	**661**	**741**	**527**

Note: Figures restated to reflect scope of consolidation for 3Q11

Quarterly development of Net Fee and Commission Income

Net Fee and Commission Income							
(€ m)	**1Q10**	**2Q10**	**3Q10**	**4Q10**	**1Q11**	**2Q11**	**3Q11**
Guarantees given	86	81	81	94	96	88	96
Collection and payment services	82	85	84	93	77	90	89
Current accounts	223	223	227	224	212	216	217
Credit and debit cards	108	111	117	118	107	118	120
Commercial banking activities	**499**	**500**	**509**	**529**	**492**	**512**	**522**
Dealing and placement of securities	143	116	71	126	108	116	84
Currency dealing	13	14	13	16	14	14	14
Portfolio management	293	307	305	333	314	305	291
Distribution of insurance products	186	187	175	215	204	162	147
Other	27	20	16	29	26	34	26
Management, dealing and consultancy activities	**662**	**644**	**580**	**719**	**666**	**631**	**562**
Other net fee and commission income	242	260	239	269	237	267	238
Net fee and commission income	**1,403**	**1,404**	**1,328**	**1,517**	**1,395**	**1,410**	**1,322**

Note: Figures restated, where necessary, considering the changes in the scope of consolidation

Banca dei Territori: strong growth in 3Q11 Net Income vs 2Q11

(€ m)	2Q11 Restated	3Q11	Δ%
Net interest income	1,418	1,481	4.5
Dividends and P/L on investments carried at equity	0	0	n.m.
Net fee and commission income	818	767	(6.2)
Profits (Losses) on trading	24	25	2.9
Income from insurance business	133	57	(57.1)
Other operating income (expenses)	13	1	(90.4)
Operating income	**2,405**	**2,331**	**(3.1)**
Personnel expenses	(836)	(827)	(1.1)
Other administrative expenses	(609)	(601)	(1.2)
Adjustments to property, equipment and intangible assets	(3)	(3)	(7.4)
Operating costs	**(1,448)**	**(1,431)**	**(1.2)**
Operating margin	**957**	**901**	**(5.9)**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(45)	(5)	(88.7)
Net adjustments to loans	(567)	(481)	(15.2)
Net impairment losses on other assets	(13)	(50)	271.4
Profits (Losses) on HTM and on other investments	0	(0)	n.m.
Income before tax from continuing operations	**332**	**365**	**9.9**
Taxes on income from continuing operations	(214)	(207)	(3.1)
Charges (net of tax) for integration and exit incentives	(9)	(9)	1.1
Effect of purchase cost allocation (net of tax)	(56)	(53)	(4.7)
Income (Loss) after tax from discontinued operations	(0)	0	n.m.
Minority interests	0	0	n.m.
Net income	**53**	**96**	**79.0**

€56m excluding impairment on Greek bonds

€118m excluding impairment on Greek bonds

Note: 2Q11 figures restated to reflect the scope of consolidation for 3Q11
Figures may not add up exactly due to rounding differences

- **3Q11 Net income at €118m excluding impairment on Greek bonds (+109% vs 2Q11)**
- **4.5% increase in NII vs 2Q11**
- **Decrease in Income from insurance business due to net investment result that in 3Q11 was affected by unrealised losses originating from market tensions caused by sovereign risk**
- **Decline in commissions vs 2Q11 due to the usual summer seasonal business slowdown (July and August)**
- **Stable revenues vs 2Q11 excluding Income from insurance business**
- **2.4% rise in Operating margin vs 2Q11 excluding Income from insurance business**
- **Decrease in Net adjustments to loans vs 2Q11 (-15.2%)**
- **3Q11 Net impairment losses on other assets due to impairment on Greek bonds for €31m**

Eurizon Capital: 3Q11 Net income at €18m despite difficult market environment

(€ m)	2Q11 Restated	3Q11	Δ%
Net interest income	0	0	61.2
Dividends and P/L on investments carried at equity	3	3	17.7
Net fee and commission income	63	59	(6.4)
Profits (Losses) on trading	0	0	(58.1)
Income from insurance business	0	0	n.m.
Other operating income (expenses)	0	0	60.4
Operating income	**67**	**63**	**(5.0)**
Personnel expenses	(13)	(12)	(10.3)
Other administrative expenses	(19)	(17)	(8.9)
Adjustments to property, equipment and intangible assets	(0)	(0)	(4.5)
Operating costs	**(32)**	**(29)**	**(9.4)**
Operating margin	**35**	**34**	**(0.8)**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(0)	(0)	(99.3)
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	**35**	**34**	**(0.6)**
Taxes on income from continuing operations	(7)	(7)	3.3
Charges (net of tax) for integration and exit incentives	0	0	n.m.
Effect of purchase cost allocation (net of tax)	(9)	(10)	5.6
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	(0)	(0)	47.5
Net income	**19**	**18**	**(5.4)**

- **Leading asset manager in Italy with €135bn of AuM and a Mutual fund market share of 17.3% at 30.09.11**
- **3Q11 Net income at €28m, excluding Effect of purchase cost allocation, in line with 2Q11**
- **Strong reduction in Operating costs (-9.4%) 3Q11 vs 2Q11**
- **In 3Q11 strengthened the range of Portfolio management for the Banca dei Territori Division**

Note: 2Q11 figures restated to reflect the scope of consolidation for 3Q11
Figures may not add up exactly due to rounding differences

Corporate and Investment Banking: 3Q11 Net Income at €330m

(€ m)	2Q11 Restated	3Q11	Δ%
Net interest income	482	507	5.1
Dividends and P/L on investments carried at equity	(0)	(1)	231.8
Net fee and commission income	284	245	(13.7)
Profits (Losses) on trading	370	77	(79.3)
Income from insurance business	0	0	n.m.
Other operating income (expenses)	11	1	(93.6)
Operating income	**1,147**	**828**	**(27.8)**
Personnel expenses	(98)	(82)	(15.7)
Other administrative expenses	(136)	(118)	(13.1)
Adjustments to property, equipment and intangible assets	(2)	(1)	(30.0)
Operating costs	**(235)**	**(201)**	**(14.3)**
Operating margin	**912**	**626**	**(31.3)**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(3)	(6)	86.7
Net adjustments to loans	(117)	(108)	(7.8)
Net impairment losses on other assets	(4)	(7)	67.5
Profits (Losses) on HTM and on other investments	(138)	(1)	(99.2)
Income before tax from continuing operations	**650**	**504**	**(22.4)**
Taxes on income from continuing operations	(199)	(174)	(12.5)
Charges (net of tax) for integration and exit incentives	(1)	(0)	(65.2)
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	**450**	**330**	**(26.7)**

- Stable Net income vs 2Q11 excluding Prada capital gain and Telco impairment from 2Q11
- 5.1% increase in NII vs 2Q11
- Sound performance in 3Q11 Profits on trading despite market tensions (2Q11 benefitted from €272m Prada capital gain)
- Strong reduction in Operating costs (-14.3%)
- Operating margin down 2.2% vs 2Q11 excluding Prada capital gain from 2Q11
- 7.8% decrease in Net adjustments to loans
- 2Q11 Losses on HTM and on other investments include €132m Telco impairment

Note: 2Q11 figures restated to reflect scope of consolidation for 3Q11
Data includes results of Proprietary trading
Figures may not add up exactly due to rounding differences

Public Finance: 3Q11 Net Income at €21m excluding impairment on Greek bonds

(€ m)	2Q11 Restated	3Q11	Δ%
Net interest income	70	67	(4.5)
Dividends and P/L on investments carried at equity	0	0	n.m.
Net fee and commission income	12	13	10.7
Profits (Losses) on trading	8	(26)	n.m.
Income from insurance business	0	0	n.m.
Other operating income (expenses)	0	0	(47.2)
Operating income	**90**	**55**	**(39.4)**
Personnel expenses	(9)	(9)	3.7
Other administrative expenses	(10)	(11)	10.7
Adjustments to property, equipment and intangible assets	(0)	(0)	(3.1)
Operating costs	**(19)**	**(20)**	**7.4**
Operating margin	**72**	**35**	**(51.7)**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(0)	0	(100.0)
Net adjustments to loans	(15)	2	n.m.
Net impairment losses on other assets	(12)	(461)	n.m.
Profits (Losses) on HTM and on other investments	0	0	n.m.
Income before tax from continuing operations	**45**	**(424)**	**n.m.**
Taxes on income from continuing operations	(18)	111	n.m.
Charges (net of tax) for integration and exit incentives	0	0	n.m.
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	**27**	**(313)**	**n.m.**

€35m excluding impairment on Greek bonds

€21m excluding impairment on Greek bonds

Note: 2Q11 figures restated to reflect the scope of consolidation for 3Q11
Figures may not add up exactly due to rounding differences

- **3Q11 Net income at €21m excluding impairment on Greek bonds**
- **Substantially stable revenues excluding Profits (Losses) on trading**
- **€0.7bn in new loans in 3Q11**
- **3Q11 Losses on trading due to valuation effects**
- **Decline in Operating margin vs 2Q11 mostly due to Profits (Losses) on trading affected by valuation effects**
- **Net impairment losses on other assets as a result of impairment on Greek bonds**
- **3Q11 Pre-tax income at €37m excluding impairment on Greek bonds**

International Subsidiary Banks: increase in 3Q11 Operating Margin and Net Income vs 2Q11

(€ m)	2Q11 Restated	3Q11	Δ%
Net interest income	435	434	(0.4)
Dividends and P/L on investments carried at equity	5	6	22.3
Net fee and commission income	146	144	(1.2)
Profits (Losses) on trading	25	22	(13.9)
Income from insurance business	0	0	n.m.
Other operating income (expenses)	(13)	(9)	(33.8)
Operating income	**598**	**596**	**(0.2)**
Personnel expenses	(145)	(148)	1.9
Other administrative expenses	(112)	(102)	(8.2)
Adjustments to property, equipment and intangible assets	(34)	(33)	(1.1)
Operating costs	**(291)**	**(284)**	**(2.3)**
Operating margin	**307**	**312**	**1.7**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(2)	0	n.m.
Net adjustments to loans	(134)	(135)	0.9
Net impairment losses on other assets	(5)	(1)	(87.0)
Profits (Losses) on HTM and on other investments	2	1	(37.7)
Income before tax from continuing operations	**168**	**178**	**5.9**
Taxes on income from continuing operations	(41)	(48)	17.1
Charges (net of tax) for integration and exit incentives	0	0	n.m.
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	**127**	**130**	**2.2**

€130m excluding impairment on Greek bonds

- Increase in Operating margin (+1.7%) attributable to cost reduction and revenues that held up
- Stable Net adjustments to loans, in line with expectations
- 5.9% increase in Pre-tax income
- 2.2% growth in Net income vs 2Q11
- 3Q11 Net income at €141m excluding the impact from extraordinary tax (€11m) in Hungary

Note: 2Q11 figures restated to reflect the scope of consolidation for 3Q11
Figures may not add up exactly due to rounding differences

Banca Fideuram[1]: 3Q11 Net Income at €59m excluding impairment on Greek bonds and Effect of purchase cost allocation

(€ m)	2Q11 Restated	3Q11	Δ%
Net interest income	33	36	10.5
Dividends and P/L on investments carried at equity	0	0	n.m.
Net fee and commission income	141	141	(0.0)
Profits (Losses) on trading	(0)	17	n.m.
Income from insurance business	34	(13)	n.m.
Other operating income (expenses)	(0)	(1)	177.7
Operating income	**207**	**180**	**(13.0)**
Personnel expenses	(38)	(36)	(6.9)
Other administrative expenses	(49)	(48)	(3.0)
Adjustments to property, equipment and intangible assets	(4)	(4)	7.5
Operating costs	**(91)**	**(87)**	**(4.3)**
Operating margin	**116**	**93**	**(19.9)**
Goodwill impairment	0	0	n.m.
Net provisions for risks and charges	(14)	(2)	(88.4)
Net adjustments to loans	0	0	n.m.
Net impairment losses on other assets	(7)	(103)	n.m.
Profits (Losses) on HTM and on other investments	7	0	(100.0)
Income before tax from continuing operations	**102**	**(12)**	**n.m.**
Taxes on income from continuing operations	(28)	8	n.m.
Charges (net of tax) for integration and exit incentives	0	(4)	n.m.
Effect of purchase cost allocation (net of tax)	(22)	(23)	5.0
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	1	0	(100.0)
Net income	**53**	**(31)**	**n.m.**

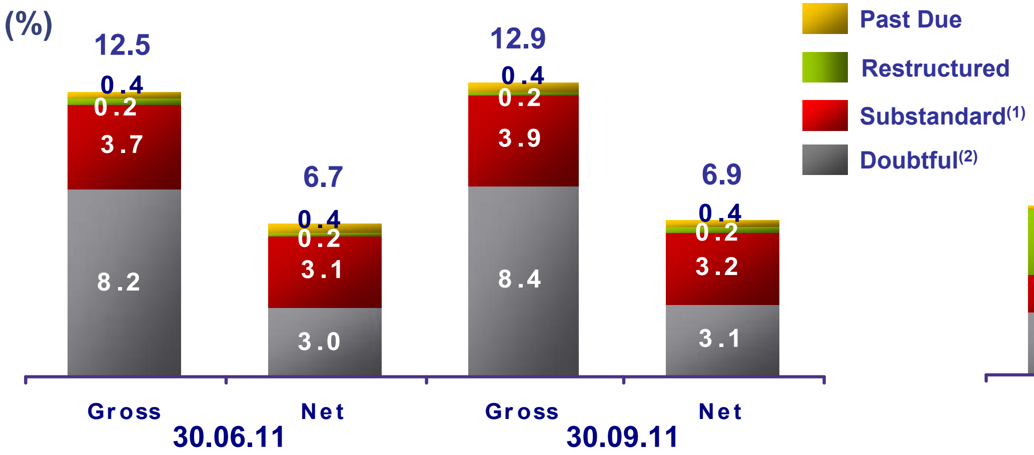
€36m excluding impairment on Greek bonds

- Market leader with €69.7bn in Customer Financial Assets (of which €51.6bn AuM), 4,828 Private bankers and 98 branches
- €0.3bn positive net inflow of Customer Financial Assets in 3Q11, due to Assets under administration
- 11.6% revenue growth, excluding Income from insurance business affected by unrealised losses in 3Q11
- 4.3% reduction in Operating costs
- 29.3% increase in Operating margin, excluding Income from insurance business
- 3Q11 Net impairment losses on other assets include €101m impairment on Greek bonds
- 3Q11 Pre-tax income at €88m excluding impairment on Greek bonds
- 3Q11 Net income at €59m, excluding Effect of purchase cost allocation and impairment on Greek bonds

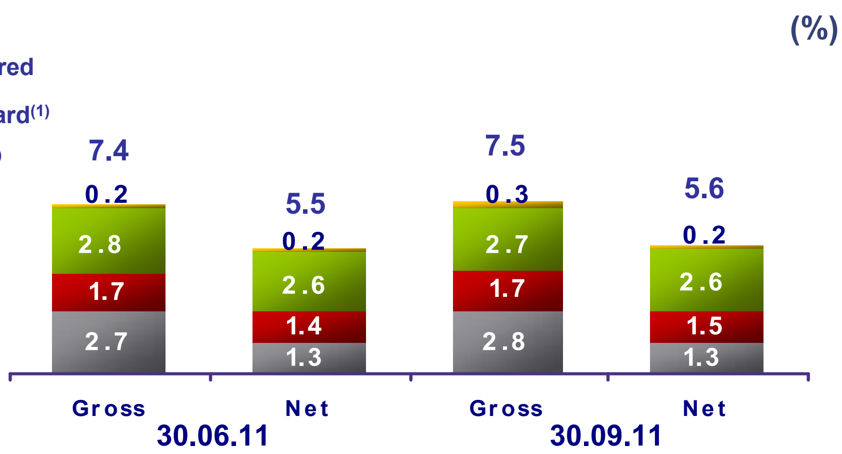
Note: 2Q11 figures restated to reflect scope of consolidation for 3Q11
(1) Including Fideuram Vita
Figures may not add up exactly due to rounding differences

Non-performing Loans/Loans per Business Unit

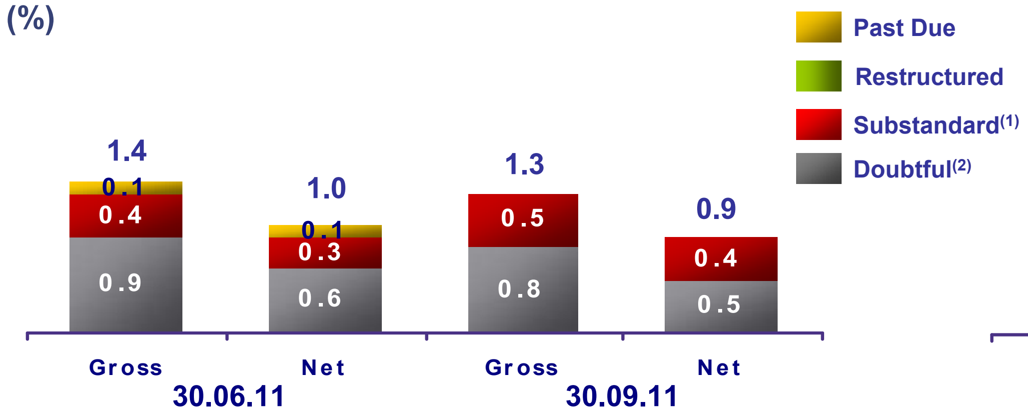
Banca dei Territori Division



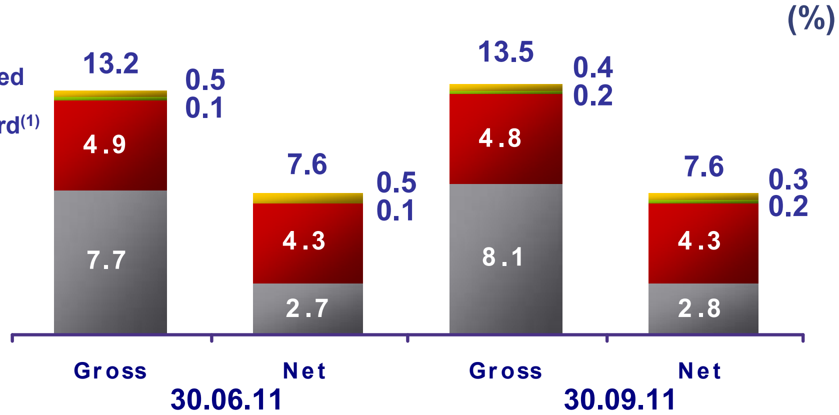
Corporate and Investment Banking Division



Public Finance



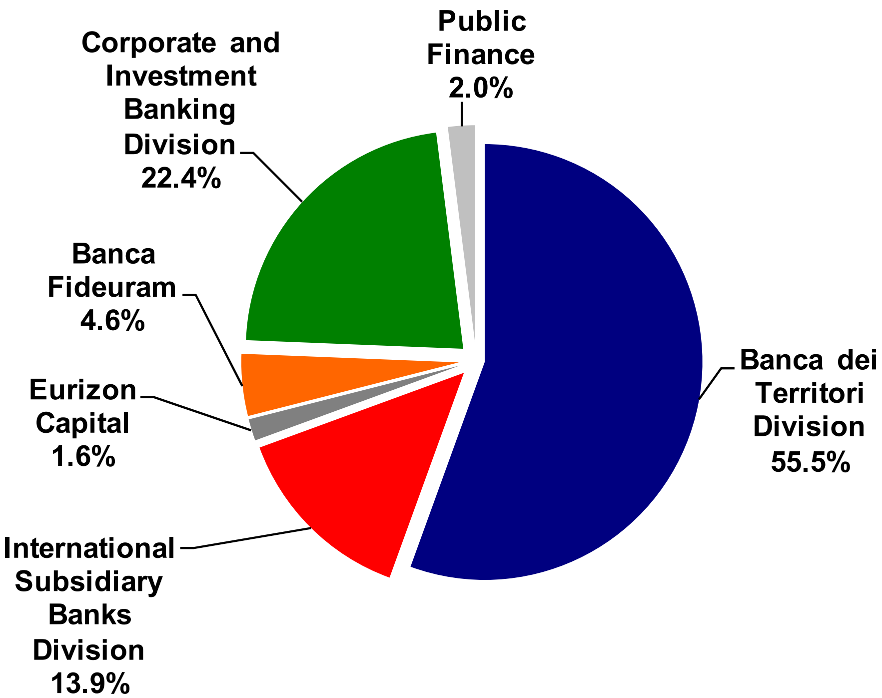
International Subsidiary Banks Division



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

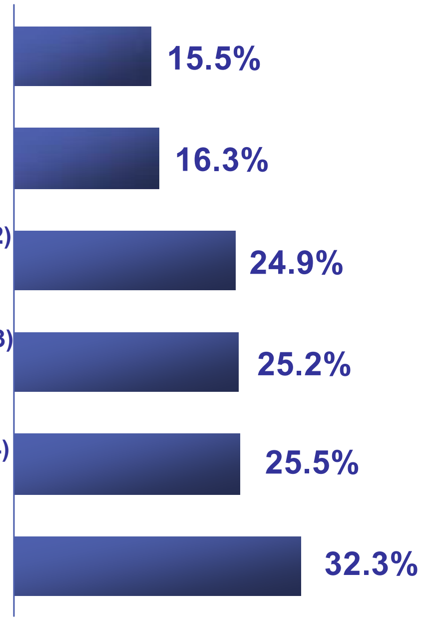
Focus on strength in the domestic market

9M11 Operating Income Breakdown by business area[1]



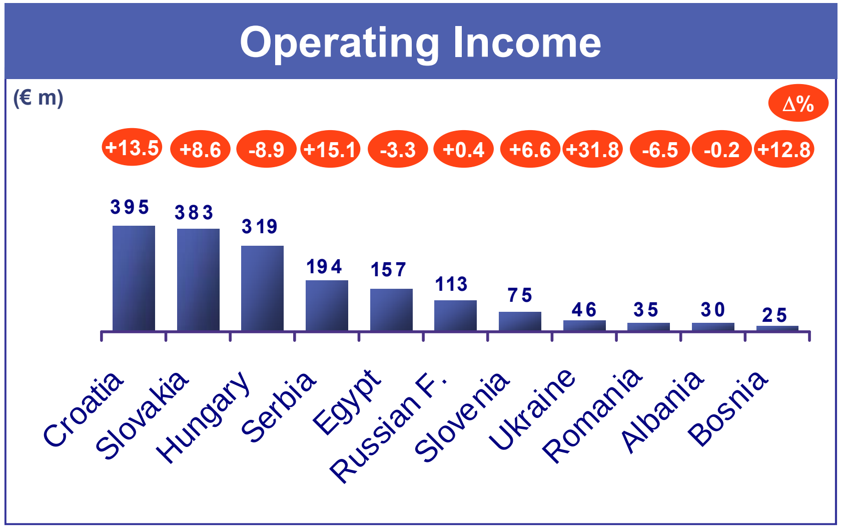
Leadership in Italy (data as at 30.09.11)

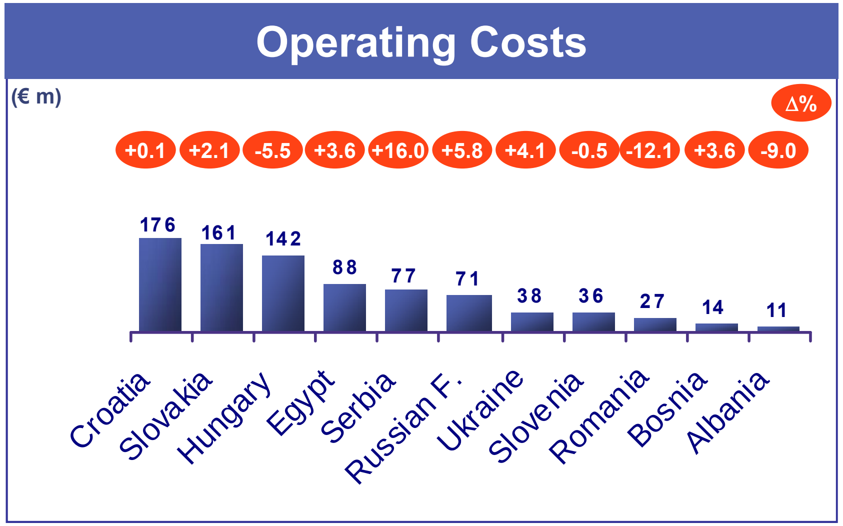
Ranking	Market share	
1	Loans	15.5%
1	Deposits	16.3%
1	Pension Funds[2]	24.9%
1	Bancassurance[3]	25.2%
1	Asset Management[4]	25.5%
1	Factoring	32.3%

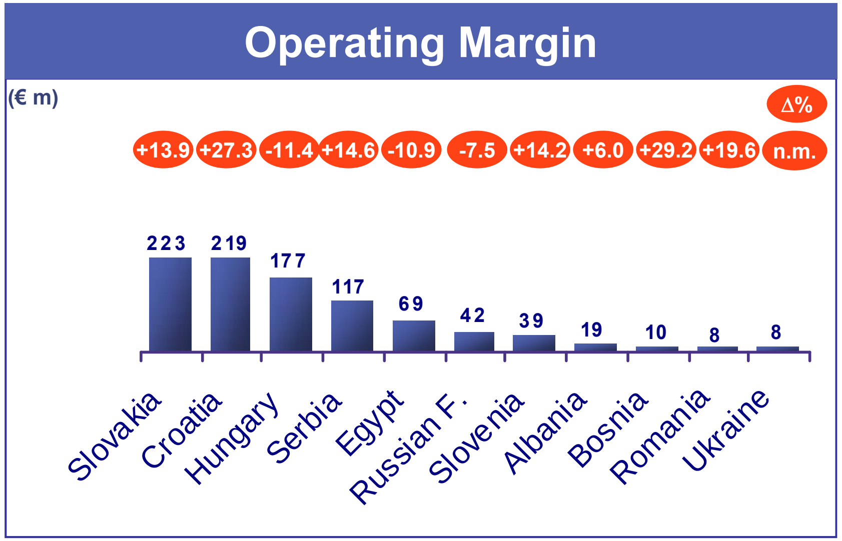


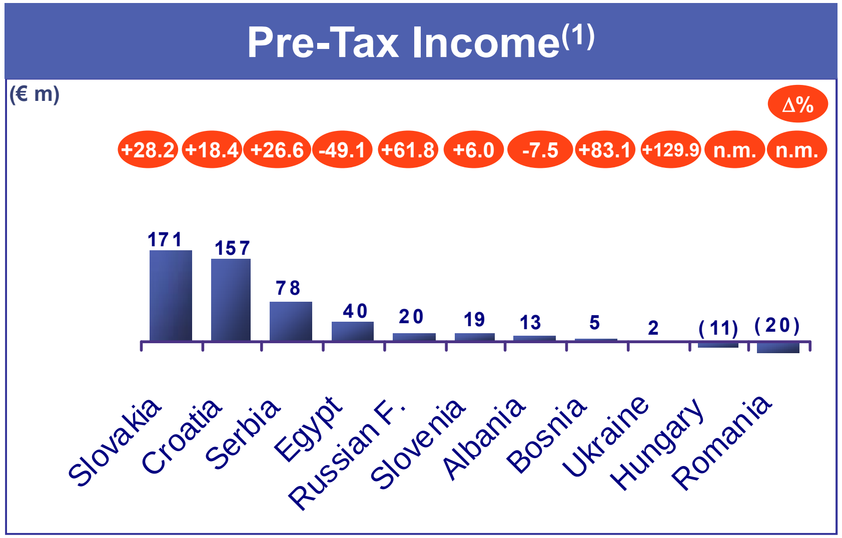
(1) Excluding Corporate Centre
(2) Data as at 31.12.10
(3) New Business
(4) Mutual funds; data as at 30.06.11

International Subsidiary Banks: figures by country 9M11 vs 9M10









(1) Income before tax from continuing operations

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

(Figures as at 30.09.11)	Hungary	Slovakia	Slovenia	Croatia	Serbia	Bosnia	Albania	Romania	Russian F.	Ukraine	Total CEE	Egypt	Total
Oper. Income (€ m)	319	383	75	395	194	25	30	35	113	46	1,614	157	1,771
% of Group total	***2.5%***	***3.1%***	***0.6%***	***3.2%***	***1.5%***	***0.2%***	***0.2%***	***0.3%***	***0.9%***	***0.4%***	***12.9%***	***1.3%***	***14.1%***
Net Income (€ m)	(52)	136	15	126	70	5	13	(17)	17	0	313	30	343
% of Group total	***n.m.***	***7.0%***	***0.8%***	***6.5%***	***3.6%***	***0.3%***	***0.7%***	***n.m.***	***0.9%***	***0.0%***	***16.2%***	***1.6%***	***17.8%***
Customer Deposits (€ bn)	5.1	9.3	1.4	6.2	2.5	0.4	0.8	0.5	0.8	0.3	27.3	3.7	31.0
% of Group total	***1.3%***	***2.4%***	***0.4%***	***1.6%***	***0.6%***	***0.1%***	***0.2%***	***0.1%***	***0.2%***	***0.1%***	***7.0%***	***0.9%***	***7.9%***
Customer Loans (€ bn)	6.9	7.0	1.9	6.8	2.6	0.5	0.3	0.8	1.6	0.4	28.7	2.3	31.1
% of Group total	***1.8%***	***1.8%***	***0.5%***	***1.8%***	***0.7%***	***0.1%***	***0.1%***	***0.2%***	***0.4%***	***0.1%***	***7.5%***	***0.6%***	***8.1%***
Total Assets (€ bn)	9.1	11.3	2.3	10.0	3.7	0.7	0.9	1.2	2.0	0.6	41.8	4.7	46.5
% of Group total	***1.4%***	***1.7%***	***0.4%***	***1.5%***	***0.6%***	***0.1%***	***0.1%***	***0.2%***	***0.3%***	***0.1%***	***6.3%***	***0.7%***	***7.0%***
Shareholder's Equity (€ m)	913	1,080	269	1,263	600	71	97	169	233	137	4,833	382	5,215
% of Group total	***1.6%***	***1.9%***	***0.5%***	***2.2%***	***1.0%***	***0.1%***	***0.2%***	***0.3%***	***0.4%***	***0.2%***	***8.4%***	***0.7%***	***9.1%***
Book value (€ m)	927	1,237	317	1,322	863	99	210	196	274	137	5,581	1,364	6,945
- of which goodwill/intangibles	*44*	*222*	*59*	*112*	*302*	*29*	*122*	*28*	*72*	*12*	*1,001*	*983*	*1,985*

- **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 30.09.11)	Hungary	Slovakia	Slovenia	Croatia	Serbia	Bosnia	Albania	Romania	Russian F.	Ukraine	Total CEE	Egypt	Total
Performing loans (€ bn)	5.8	6.7	1.8	6.4	2.4	0.5	0.3	0.7	1.5	0.3	**26.4**	2.3	**28.6**
of which:													
Retail local currency	5%	55%	44%	13%	9%	5%	3%	22%	4%	47%	**24%**	41%	**25%**
Retail foreign currency	37%	0%	1%	37%	19%	39%	16%	61%	1%	29%	**22%**	0%	**20%**
Corporate local currency	17%	39%	54%	17%	12%	24%	15%	6%	60%	15%	**27%**	34%	**27%**
Corporate foreign currency	41%	7%	2%	33%	60%	32%	66%	11%	36%	9%	**28%**	25%	**28%**
Doubtful loans(1)(€ m)	273	104	63	146	49	13	37	69	45	55	**854**	21	**875**
Substandard and Restructured(2) (€ m)	845	129	70	250	70	12	9	60	5	23	**1,473**	20	**1,493**
Performing loans coverage	0.8%	1.7%	1.0%	1.3%	2.0%	2.3%	4.4%	1.2%	0.5%	1.4%	**1.4%**	3.0%	**1.5%**
Doubtful loans(1) coverage	72%	60%	57%	67%	71%	67%	34%	44%	76%	58%	**66%**	90%	**68%**
Substandard and Restructured loans(2) coverage	11%	32%	29%	22%	26%	29%	25%	26%	38%	8%	**18%**	38%	**18%**
Cost of credit(3) (bps; annualised)	375	96	115	121	195	123	210	484	183	156	**197**	177	**196**

- **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

Estimated impact on Core Tier 1 ratio from fully phased-in Basel 3 (2019 parameters on 30.09.11 financial statements)

As at 30.09.11, considering the acquisition of Banca Monte Parma and the expected DTA absorption before fully phased-in Basel 3	~€ bn	~bps
DTA on losses carried forward [1]	(0.1)	(3)
Minorities exceeding requirements	(0.6)	(17)
Reserve-shortfall deduction doubling from 50% to 100%	(0.5)	(15)
Savings shares [2]	-	-
Others [3]	(1.2)	(39)
New deductions from common equity as per cap (a)	**(2.4)**	**(74)**
Offsetting of current Core Tier1 deductions as per cap (b)	**1.2**	**37**
Other DTA [4]	1.8	
Equity investment in Banca d'Italia	0.6	
Investments in banking and financial companies	0.6	
Investments in insurance companies	3.0	
Amount exceeding cap (c)	**(1.6)**	**(49)**
Total estimated impact on Core Tier1 (d=a+b+c)	**(2.8)**	**(86)**
RWA from DTA and investments not exceeding cap (e)	**11.3**	**(32)**
Additional RWA due to securitisation	0.3	
Additional RWA due to market risks	5.0	
Additional RWA due to counterparty risks (CVA)	5.9	
Total additional RWA (f)	**11.2**	**(29)**
Total estimated impact on RWA (g=e+f)	**22.5**	**(61)**
Total estimated impact on Core Tier1 ratio (d+g)		**(147)**

- **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**
- **8.7% pro-forma Core Tier 1 ratio as at 30.09.11 after total estimated impact from fully phased-in Basel 3**

~(80)bps considering the benefit from optimisation of sources and need of capital envisaged in the period of 2011-2013/2015 Business Plan

(1) Equal to €0.6bn as at 30.09.11
(2) Assuming the pertinent current paid-in surplus is transferred to other reserves
(3) Others = -€0.7bn from cancellation of filter on AFS EU Govies and -€0.6bn 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
Figures may not add up exactly due to rounding differences

Total exposure[1] by Country: international exposure at 23% of total

(€ m)	DEBT SECURITIES – Banking Business – L&R	DEBT SECURITIES – Banking Business – AFS	DEBT SECURITIES – Banking Business – HTM	DEBT SECURITIES – Banking Business – CFV [2]	DEBT SECURITIES – Banking Business – HFT	DEBT SECURITIES – Banking Business – Total	DEBT SECURITIES – Insurance Business	DEBT SECURITIES – Total	LOANS
EU Countries	**19,231**	**26,157**	**2,446**	**597**	**13,913**	**62,343**	**39,081**	**101,424**	**357,368**
Austria	130	33	13		61	237	81	318	413
Belgium		35			143	178	76	254	601
Bulgaria									55
Cyprus	19					19		19	159
Czech Republic	77	43			1	120		120	470
Denmark	199	2			119	320	44	363	101
Estonia									2
Finland		59			2	61	26	88	57
France	680	505		14	543	1,743	1,562	3,304	4,650
Germany	165	262	20	39	634	1,121	2,700	3,821	2,734
Greece	356	166			9	531	130	661	220
Hungary	345	875	21		77	1,318		1,318	6,682
Iceland	127				3	130		130	24
Ireland	30	151		67	9	258	406	664	964
Italy	11,624	21,291	1,056	239	10,406	44,617	30,864	75,482	313,827
Latvia	25					25		25	59
Liechtenstein							11	11	
Lithuania		20			5	25		25	5
Luxembourg	739	5			6	750	429	1,179	2,236
Malta									146
The Netherlands	673	348	44	127	394	1,587	1,054	2,641	2,736
Norway	308	23			174	505	14	519	218
Poland	120	20			177	317	14	331	109
Portugal	1,124	58	7		17	1,206	123	1,329	280
Romania	10	140			3	153		153	871
Slovakia		1,311	1,151		15	2,476		2,476	6,576
Slovenia		143			1	145		145	2,099
Spain	1,807	344	118		290	2,559	694	3,254	3,402
Sweden	252	17			194	463	51	514	347
United Kingdom	421	306	16	109	628	1,480	801	2,282	7,325
North African Countries	**19**	**129**	**20**		**958**	**1,127**		**1,127**	**2,409**
Algeria									51
Egypt		129	20		958	1,108		1,108	2,331
Libya									13
Morocco	19					19		19	1
Tunisia									13
Japan	**1**				**252**	**253**	**8**	**260**	**451**
Other Countries	**4,510**	**851**	**397**	**90**	**4,302**	**10,150**	**1,343**	**11,493**	**32,296**
Total consolidated figures	**23,761**	**27,137**	**2,863**	**686**	**19,425**	**73,873**	**40,432**	**114,304**	**392,524**

- **Overall exposure to Greece, Ireland, Portugal and Spain at 2.1% of total**

Debt securities of Insurance Business are classified as follows: €38,988m at AFS, €270m at CFV, €1,049m at HFT, €115m at L&R and €9m at HTM

(1) Exposure to sovereign risks (central and local governments), banks and other customers, for which details are reported in slides 39, 70 and 71. Book Value of Debt Securities and Net Loans as at 30.09.11

(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
	Banking Business						Insurance Business	Total	
	L&R	AFS	HTM	CFV (2)	HFT	Total			
EU Countries	**5,293**	**2,959**	**271**	**442**	**3,266**	**12,232**	**5,068**	**17,299**	**20,532**
Austria	121	8	11		6	146	5	151	165
Belgium					135	135	16	151	208
Bulgaria									
Cyprus									
Czech Republic	50					50		50	3
Denmark	199	2			113	314	41	355	55
Estonia									
Finland		12				12		12	15
France	401	407		14	442	1,265	707	1,972	3,030
Germany	73	61	10	39	69	252	502	754	1,117
Greece		4				4		4	14
Hungary	25				40	65		65	83
Iceland					1	1		1	21
Ireland		14		67	8	90	277	367	207
Italy	1,559	1,836	186	85	1,494	5,159	1,754	6,913	9,974
Latvia									
Liechtenstein									
Lithuania									
Luxembourg	500					500	345	845	936
Malta									
The Netherlands	74	126	41	127	242	609	361	971	301
Norway	305	23			97	425	14	439	39
Poland	46					46		46	27
Portugal	857	8	7		15	887	101	988	13
Romania									58
Slovakia		9	10			19		19	1
Slovenia		45			1	46		46	134
Spain	747	141			190	1,078	302	1,380	510
Sweden	252	2			182	436	12	448	31
United Kingdom	87	261	7	109	228	692	630	1,321	3,592
North African Countries									**122**
Algeria									
Egypt									106
Libya									5
Morocco									
Tunisia									10
Japan							**8**	**8**	**52**
Other Countries	**319**	**104**	**41**	**90**	**1,165**	**1,719**	**1,076**	**2,795**	**9,251**
Total consolidated figures	**5,613**	**3,064**	**311**	**532**	**4,431**	**13,950**	**6,151**	**20,102**	**29,957**

Debt securities of Insurance Business are classified as follows: €5,212m at AFS, €12m at CFV, €881m at HFT, €45m at L&R and €2m at HTM

(1) Book Value of Debt Securities and Net Loans as at 30.09.11

(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
	Banking Business						Insurance Business	Total	
	L&R	AFS	HTM	CFV [2]	HFT	Total			
EU Countries	**5,593**	**1,119**	**143**		**1,407**	**8,262**	**2,145**	**10,407**	**313,784**
Austria	9	20				30	12	42	248
Belgium							6	6	394
Bulgaria									55
Cyprus									159
Czech Republic	27	15				42		42	441
Denmark					5	5	2	8	46
Estonia									2
Finland		47			1	48		48	25
France	165	95			53	313	530	843	1,620
Germany	7	11	10		31	59	185	244	1,617
Greece	172					172	39	211	206
Hungary	20				2	22		22	6,447
Iceland	127					127		127	3
Ireland	30	4				34	12	46	757
Italy	3,044	423			1,156	4,623	550	5,174	281,823
Latvia									
Liechtenstein							11	11	
Lithuania									5
Luxembourg	239	5			6	250	20	271	1,300
Malta									146
The Netherlands	599	219	3		33	855	332	1,187	2,436
Norway	3				18	20		20	180
Poland	1					1	5	7	82
Portugal	268	19			1	288	8	296	232
Romania									800
Slovakia			2			2		2	6,472
Slovenia		5				5		5	1,886
Spain	550	197	118		38	902	250	1,152	2,356
Sweden		13			3	16	10	25	316
United Kingdom	334	45	10		59	448	172	620	3,733
North African Countries		**13**	**8**			**21**		**21**	**2,249**
Algeria									12
Egypt		13	8			21		21	2,225
Libya									8
Morocco									1
Tunisia									3
Japan	**1**					**1**		**1**	**399**
Other Countries	**3,685**	**187**			**1,063**	**4,935**	**218**	**5,153**	**21,894**
Total consolidated figures	**9,280**	**1,319**	**151**		**2,470**	**13,220**	**2,362**	**15,582**	**338,326**

Debt securities of Insurance Business are classified as follows: €2,269m at AFS, €56m at CFV, €27m at HFT, €3m at L&R and €7m at HTM
(1) Book Value of Debt Securities and Net Loans as at 30.09.11
(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

Structured credit products portfolio: summary

Net exposure[1] (€ m)	31.12.10		30.09.11		30.09.11 Income statement[2] Profits (losses) on trading (€ m)
	Total	*of which trading*	Total	*of which trading*	
US Subprime	27	24	27	24	4
"Contagion" area	165	76	143	77	1
- Multisector CDOs	*12[3]*	*-3[3]*	*21[3]*	*11[3]*	*-5*
- Alt-A	*49*	*0*	*37*	*0*	*0*
- TruPS	*79*	*79*	*66*	*66*	*6*
- Prime CMOs	*25*	*0*	*19*	*0*	*0*
Monoline	17	17	12	12	-7
Super senior Corporate Risk	672	672	161	161	8
European ABS/CDO	1,852	607	1,772	626	4
Other	1,005	89	686	10	7
- Non-monoline packages	*70*	*70*	*21*	*21*	*1*
- US funded ABS/CDOs	*785*	*0*	*659*	*0*	*0*
- Funded ABS/CDOs Romulus	*131*	*0*	*17*	*0*	*0*
- Other unfunded positions	*19*	*19*	*-11*	*-11*	*6*
Total	3,738	1,485	2,801	910	17

- **Fair value sensitivity of the structured credit products book: -€6m[4] for +25bps of credit spreads**

(1) The "Net exposure", which includes write-downs and write-backs, 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 to Loans, exposure to risk is provided by the carrying amount of the security, equal to fair value at the reclassification date, plus accrued interest calculated at the effective interest rate net of net value adjustments to the portfolio. As for "long" positions, 38% valued through mark-to-model (100% of unfunded positions, 28% of funded positions, 100% of monoline risk and of non-monoline packages), 53% through comparable approach (62% of funded positions) and 9% through effective market quotes (10% of funded positions). As for "short" positions, 70% valued through mark-to-model (100% unfunded positions and 100% of positions of funds) and 30% valued through effective market quotes (100% of CMBX-CDS hedges)

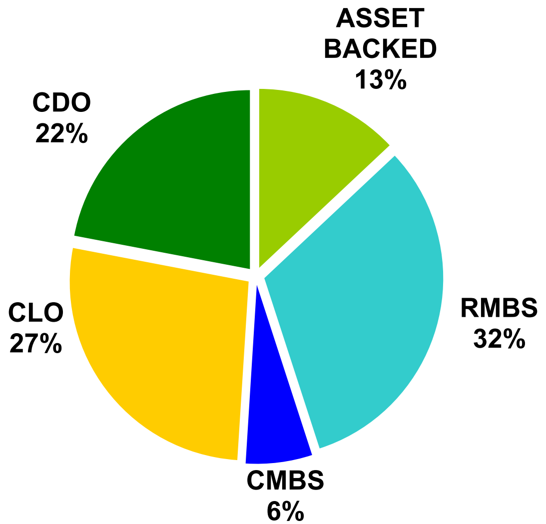
(2) Assets reclassified to the Loans portfolio showed, as at 30 September 2011, an overall impact on the income statement equal to €9m, broken down as follows: -€4m losses, deriving from the impairment of funded EU and US securities; +€13m profits on market disposal of reclassified debt securities, of which €6m ascribable to the Group company Banca IMI and €7m to the Parent Company

(3) Including Positions of funds for a net exposure of €66m as at 30.09.11 and of €64m as at 31.12.10

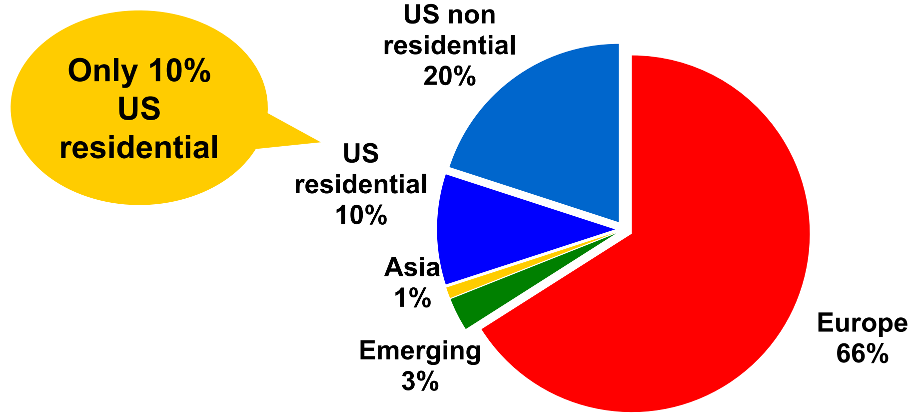
(4) -€14m considering securities reclassified to Loans and securities classified under Loans from inception

High quality Structured credit products portfolio

Products



Geographical area



- **73% Investment Grade**

Rating	%
AAA	38%
AA	19%
A	16%
BBB	7%
Altro	20%

- **46% Vintage ≤ 2005**

Vintage	%
Before 2005	11%
2005	35%
2006	28%
2007 and beyond	26%

Structured credit products portfolio: Loans as at 30.09.11

As at 30.09.11 (€ m)	Nominal value	Risk exposure(1)	Fair value	Effect from reclassification	
				Cumulated on the income statement	on Shareholders' Equity
Reclassified securities:					
-from financial assets available for sale to loans	161	160	50		110
-from financial assets held for trading to loans	1,641	1,543	1,340	203	
Total securities reclassified to loans	**1,802**	**1,703**	**1,390**	**203**	**110**
Total securities classified under loans from inception	**192**	**188**			
TOTAL LOANS	**1,994**	**1,891**	**1,390**	**203(2)**	**110**

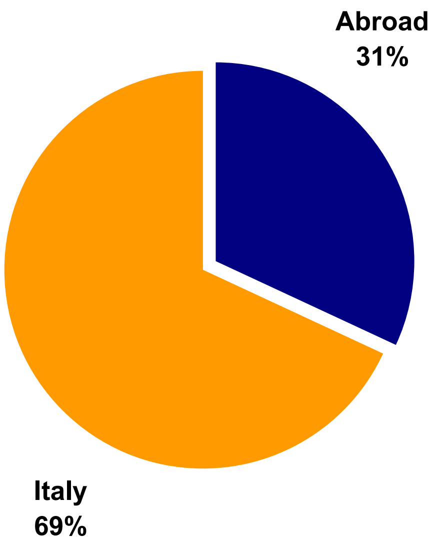
Economic effect from reclassification for 2008	**299**
Economic effect from reclassification for 2009	**7**
Economic effect from reclassification for 2010	**-117**
Economic effect from reclassification for 1Q11	**-34**
Economic effect from reclassification for 2Q11	**-3**
Economic effect from reclassification for 3Q11	**51**
CUMULATED ECONOMIC EFFECT FROM RECLASSIFICATION AS AT 30.09.2011	**203**

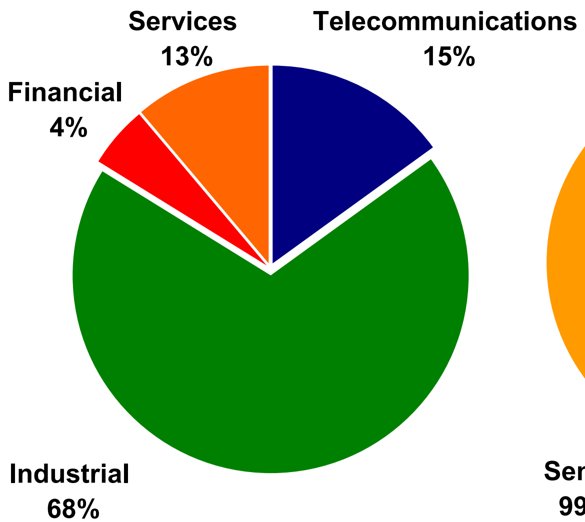
(1) For assets reclassified to Loans , the exposure to risk, including write-downs and write-backs, is provided by the carrying amount of the security, equal to fair value at the reclassification date, plus accrued interest calculated at the effective interest rate net of net value adjustments to the portfolio
(2) €14m in 9M11, of which €51m in 3Q11

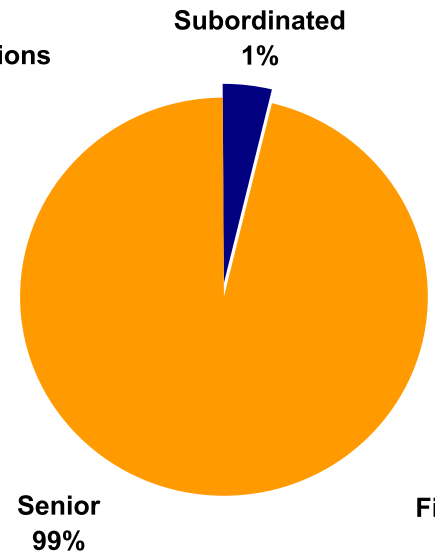
Leveraged Finance(1): contained, high quality exposure

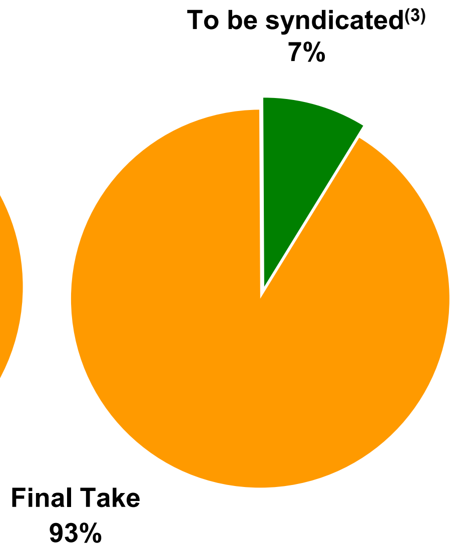
No. Transactions	Amount(2)
116	€4,330m

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

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. The Group’s ability to achieve its projected objectives or 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.

All forward-looking statements included herein are based on information available to the Company as of the date hereof. The Company 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 the Company or persons acting on its behalf are expressly qualified in their entirety by these cautionary statements.