1H13 Results

ISP: Solid, Capable, Committed, Delivering

August 2, 2013

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Q2: Macroenvironment

- **Italian political situation is stabilizing**; **Letta's Government** seeking right balance of **fiscal discipline** and **growth**
- Consumer and business **sentiment** showing **first signs of improvement in Italy**
- In the US higher interests and ebullient economy make **M/LT appreciation of the US$ plausible, to the benefit of Eurozone and Italian exports**
- **ECB determined to support economic recovery** and **smooth volatility**
- **Italy's GDP growth in 2013 revised downward to -1.8/-2.0%**

Altogether, some improvements after the unsettling developments in Q1 (Cyprus, Italian political uncertainty)

Q2: European Banking Environment

- **Signs of mild improvement in NPL inflows**, however too soon to claim a clear trend reversal given the prolonged, deep recessionary environment
- **Time lag between real economy recovery** and **credit quality improvement**
- **Margins at historical low**
- **Upcoming "asset quality review"** and **"stress test exercise"** likely to put **European banks' balance sheets** under further **pressure**
- **Need for capital increases not unlikely** in a value destroying environment
- **New phase of domestic and pan-European consolidation** possible

?

ISP Strategy Focus in a Challenging Environment

Priority #1	■ **Enhance capital strength**
Priority #2	■ Further **strengthen LLP** anticipating impact of "asset quality review" and "stress test exercise"
Priority #3	■ Ensure **redundant liquidity**
Priority #4	■ **De-risk the bank:** – Maintain very low leverage – Reduce Loan to Deposit ratio
Priority #5	■ Compensate lower NII with **higher commissions**: – Shift to Wealth Management in Retail Banking – New Asset Light strategy in C&IB
Priority #6	■ Drive **down structural costs**

H1 Highlights

Priorities	Achievements
1. Enhance **capital strength**	■ Common Equity ratio (after pro quota dividends equivalent to last year[1]) at **11.0%, up 60bps** since 1H12 and 40bps since YE12
2. **Strengthen provisioning ahead** of "asset quality review" and "stress test exercise"	■ Already best-in-class NPL coverage ratio **increased 150bps** since YE12
3. Ensure redundant **liquidity**	■ LSR and NSFR well above **100%** (Basel 3 targets)
4. **De-risk** the bank	■ Low leverage at **17.9x** versus 19.1x at YE12 ■ Loan to deposit ratio **down to 96%** from 105% at YE11
5. Compensate lower NII with **higher commissions**	■ Net fees and commissions **up 15.2%** versus 1H12
6. Drive down **structural costs**	■ Cost/Income at **50.1%** ■ Operating costs **down 7.7%** versus 1H12

(1) €416mm in 1H13 assuming the half-yearly quota of €832mm cash dividend paid in 2013 for 2012

Focus on Impact of Decisions to Address Specific Macro Challenges

Q1

Key decisions	Impact
▪ Built an additional ~€20bn[1] extraordinary **liquidity** cushion with ~0% yield	▪ **~€100mm** opportunity cost
▪ Increase in **NPL** coverage by **60bps**	▪ **~€150mm**

Q1 opportunity cost ~€250mm pre-tax, ~€170mm net

Q2

Key decisions	Impact
▪ **"Normalized" investments** and **liquidity position**: – €12bn **LTRO payback (completed June 26th)** – More focus on **Wealth Management** products (~€7bn shift of which ~€2bn in Q2) – ~€1.5bn **bond buyback** (executed in July)	▪ **~€90mm** opportunity cost on liquidity ▪ **~€35mm** of additional commissions in Q2 ▪ **€113mm** one-off pre-tax profit pocketed from bond buyback (to be booked in Q3)
▪ Further increase in **NPL** coverage by **90bps** (+150bps since YE12)	▪ **€~300mm** of additional charge (€450mm in H1)

Q2 opportunity cost ~€390mm pre-tax, ~€280mm net

H1 opportunity cost ~€640mm pre-tax, ~€450mm net

(1) Held in cash instruments

H1 Summary: Rock Solid Balance Sheet and Quality Results in a Challenging Environment

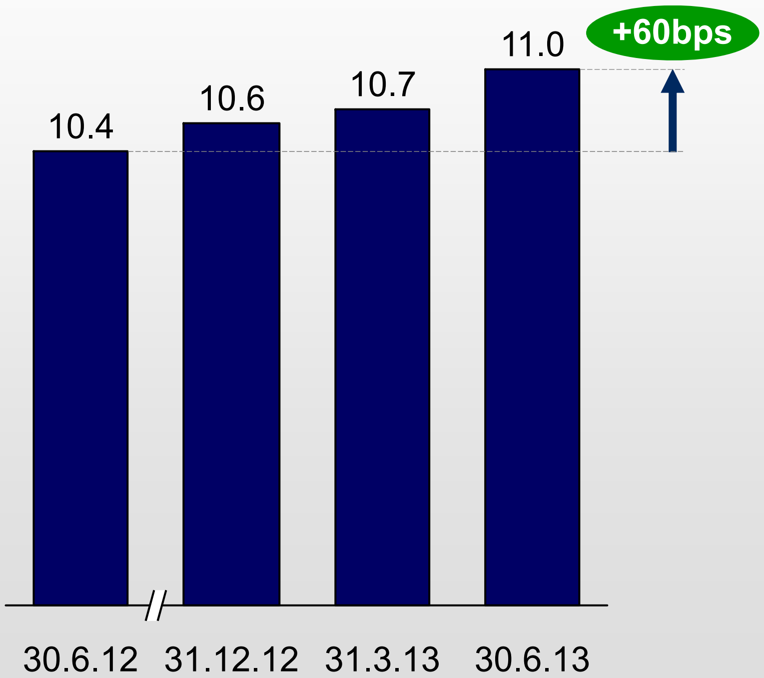
- Strong balance sheet further strengthened: one of the few banks in the world already Basel 3 compliant
  - Strengthened capital base vs YE12
    - Pro-forma Common Equity ratio after dividends at 11.0% (up 40bps vs YE12 and up 30bps vs 1Q13)
    - Core Tier 1 ratio after dividends at 11.7%, up 50bps vs YE12 and up 40bps vs 1Q13; Core Tier 1 at 11.1% considering new computation rules of insurance-related assets
  - Strong liquidity position and funding capability
    - Unencumbered eligible assets at €85bn, up €18bn vs YE12
    - LCR and NSFR already well above Basel 3 targets, even after €12bn LTRO payback
  - Loan to Deposit ratio at 96% (-2p.p. vs 1Q13)
  - Deliberately low and decreasing leverage (17.9x vs 19.1x at the end of 2012)
  - NPL coverage ratio at 44.2% (up 150bps vs YE12 and up 90bps vs 1Q13). Total coverage of doubtful loans (including collateral and guarantees) at 123%
- Quality results in a challenging environment
  - Net income at €422mm (of which €116mm in 2Q13)
  - Net interest income evolution stabilizing/slightly positive in 2Q13 after 5 quarters of decline
  - Strong and sustained increase in net fees and commissions: +15.2% vs 1H12 (+7.4% vs 1Q13)
  - Continued aggressive reduction of structural costs (-7.7% vs 1H12), leading to a 50.1% C/I
- €1.5bn bond buyback executed in July, with €113mm pre-tax profit pocketed for Q3

Contents

Rock Solid Capital Base: 6 Consecutive Quarters of Steady Improvement

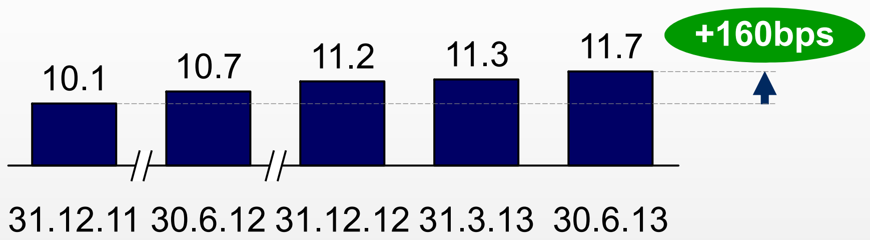
Common Equity ratio(1)

%, after pro quota dividends(2)



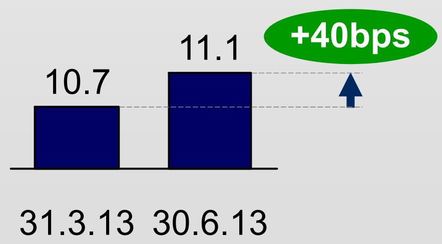
Core Tier 1 ratio (not considering new computation rules of insurance-related assets(3))

%, after pro quota dividends(2)



Core Tier 1 ratio considering new computation rules of insurance-related assets(3)

%, after pro quota dividends(2)



(1) Pro-forma fully phased-in Basel 3 (30.6.12, 31.12.12, 31.3.13 and 30.6.13 financial statements considering the total absorption of DTA related to goodwill realignment and the expected absorption before 2019 of DTA on losses carried forward); including estimated benefits from optimization of sources and capital requirements and from sovereign risk shock absorption (~59bps)

(2) Ratio after pro-quota dividends (€416mm in 1H13 assuming the half-yearly quota of €832mm cash dividend paid in 2013 for 2012)

(3) Until year-end 2012, Basel 2 transitional regulations applied by the Bank of Italy allowed banks to deduct their insurance investments, made prior to July 20th 2006, from their total regulatory capital. Effective January 1st 2013, this no longer applies and banks are now required to deduct 50% of these investments from Tier 1 and 50% from Tier 2

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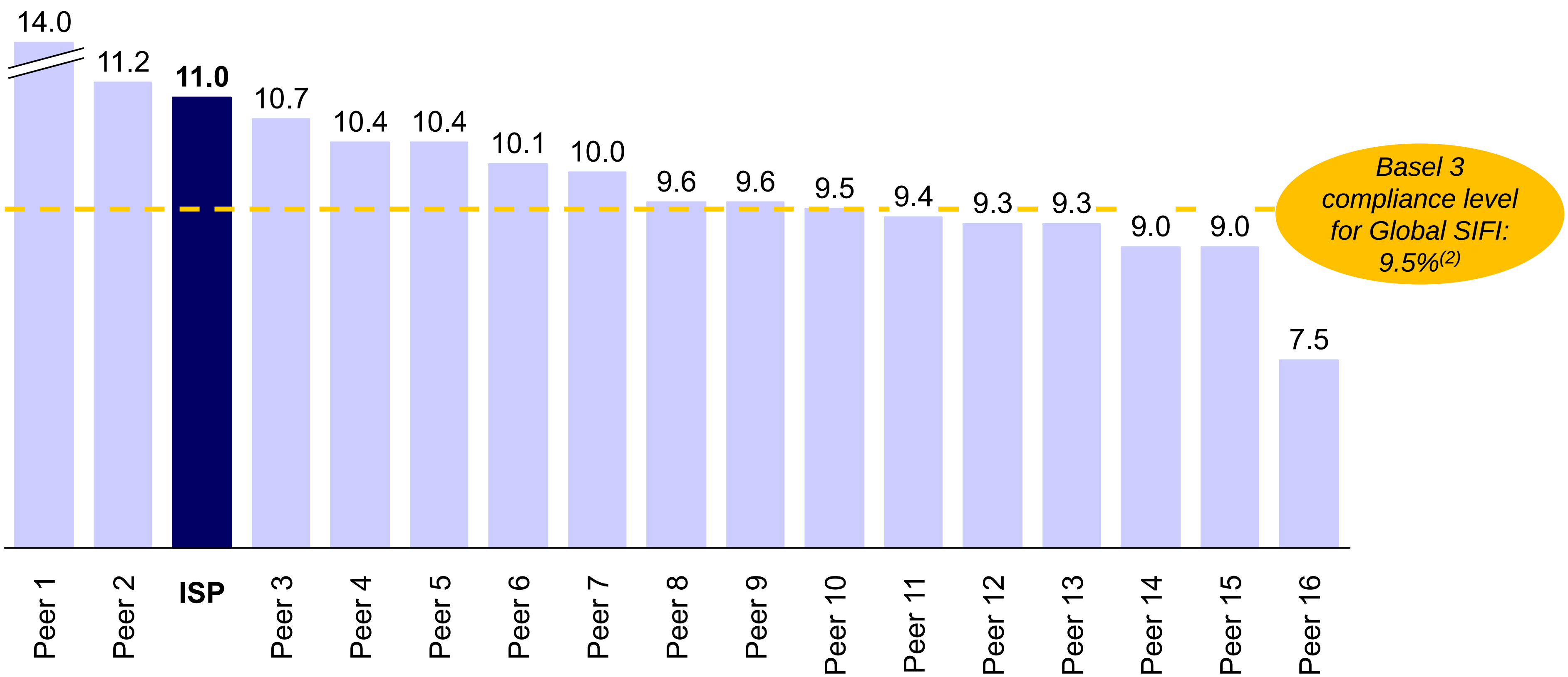
Best-in-Class Capital Position

Estimated Fully-loaded Basel 3 pro-forma Common Equity ratio(1)
%

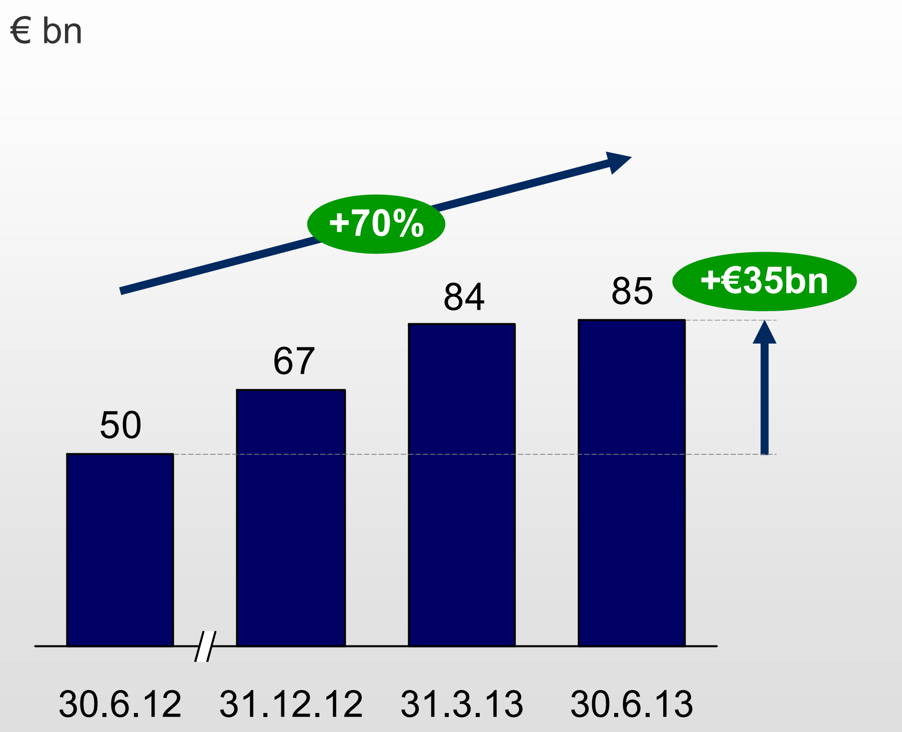


(1) Sample: Barclays, BNP Paribas, Credit Suisse, Deutsche Bank, Nordea, Santander, Société Générale and UBS (1H13 pro-forma data); BPCE, Commerzbank, HSBC, ING and UniCredit (1Q13 pro-forma data); Standard Chartered (2012 pro-forma data); BBVA (2013E pro-forma data); Crédit Agricole SA (1Q13 Group pro-forma data). Data may not be fully comparable due to different estimates hypothesis. Source: Investors' Presentations, Press Releases, Conference Calls

(2) Maximum level assuming a Common Equity ratio of 9.5% (4.5% Core Tier 1 + 2.5% conservation buffer + 2.5% actual maximum Global SIFI buffer)

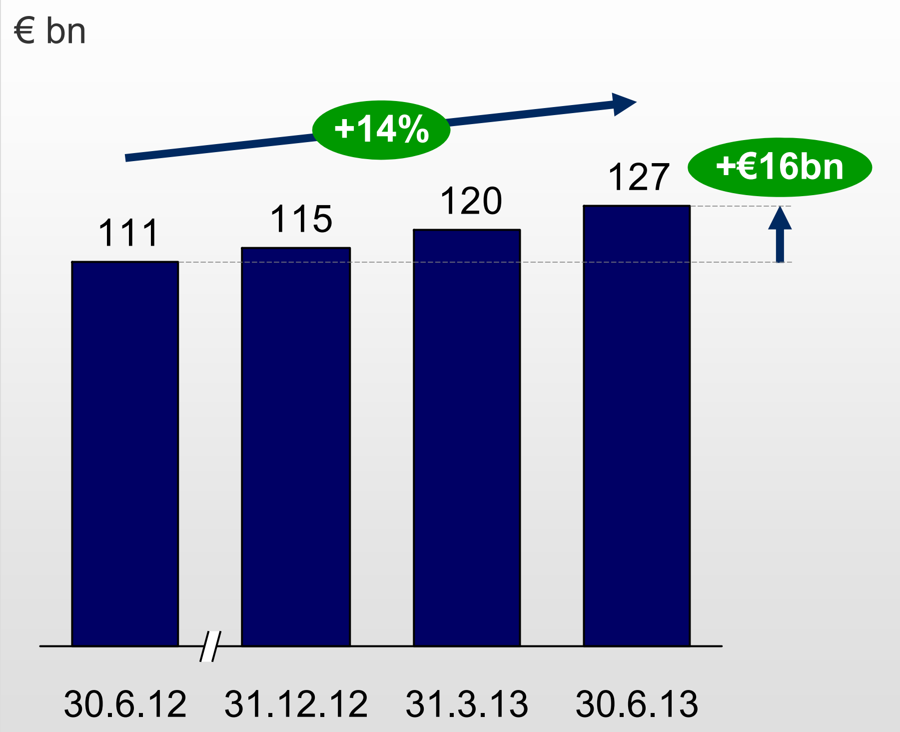
Strong Liquidity Position Even After €12bn LTRO Payback

Unencumbered eligible assets with Central Banks(1) (net of haircuts)



2013 wholesale maturing bonds already entirely covered

Liquid assets(2)

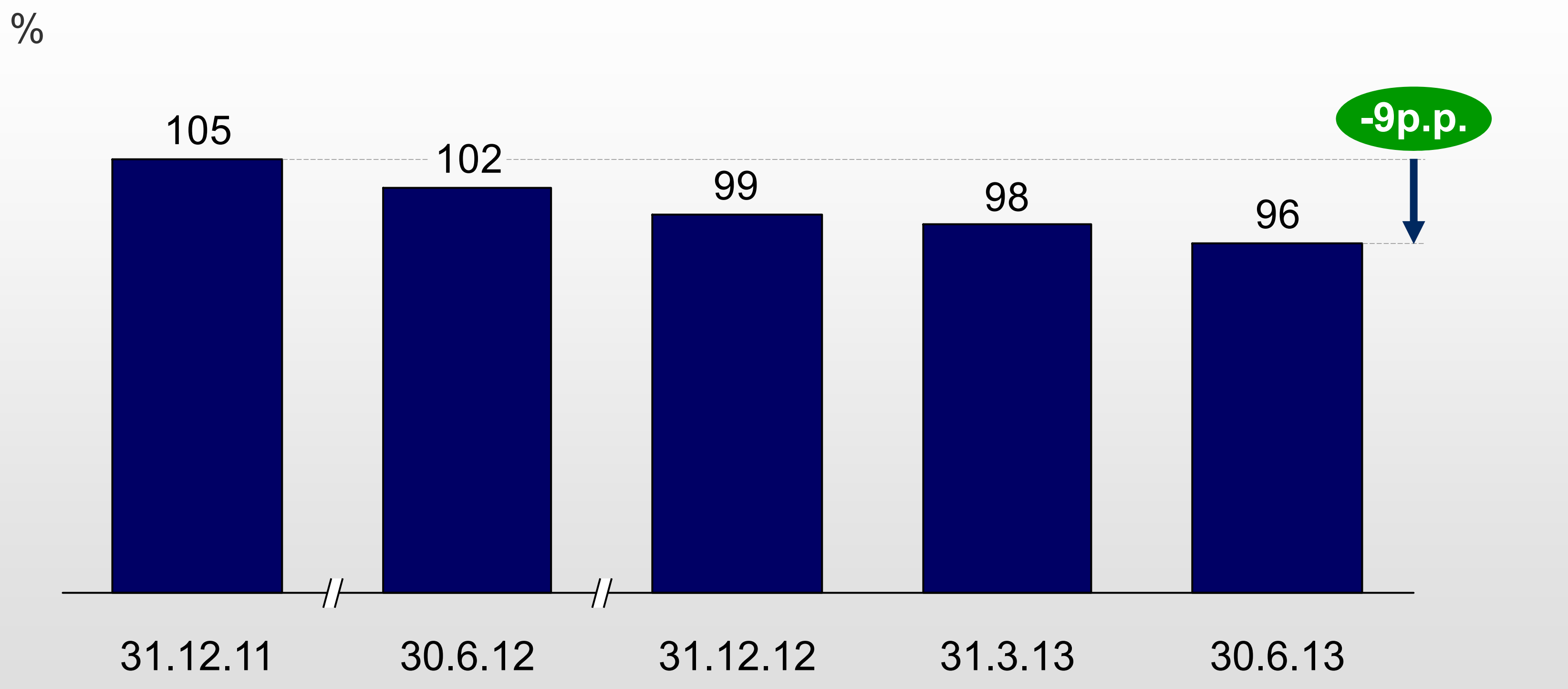


LCR and NSFR well above Basel 3 targets

(1) Eligible assets freely available, excluding asset used as collateral and including eligible assets received as collateral
(2) Stock of own-account eligible assets, including asset used as collateral and excluding eligible assets received as collateral

Sustained Reduction in Loan to Deposit Ratio…

Loan to Deposit ratio[1]

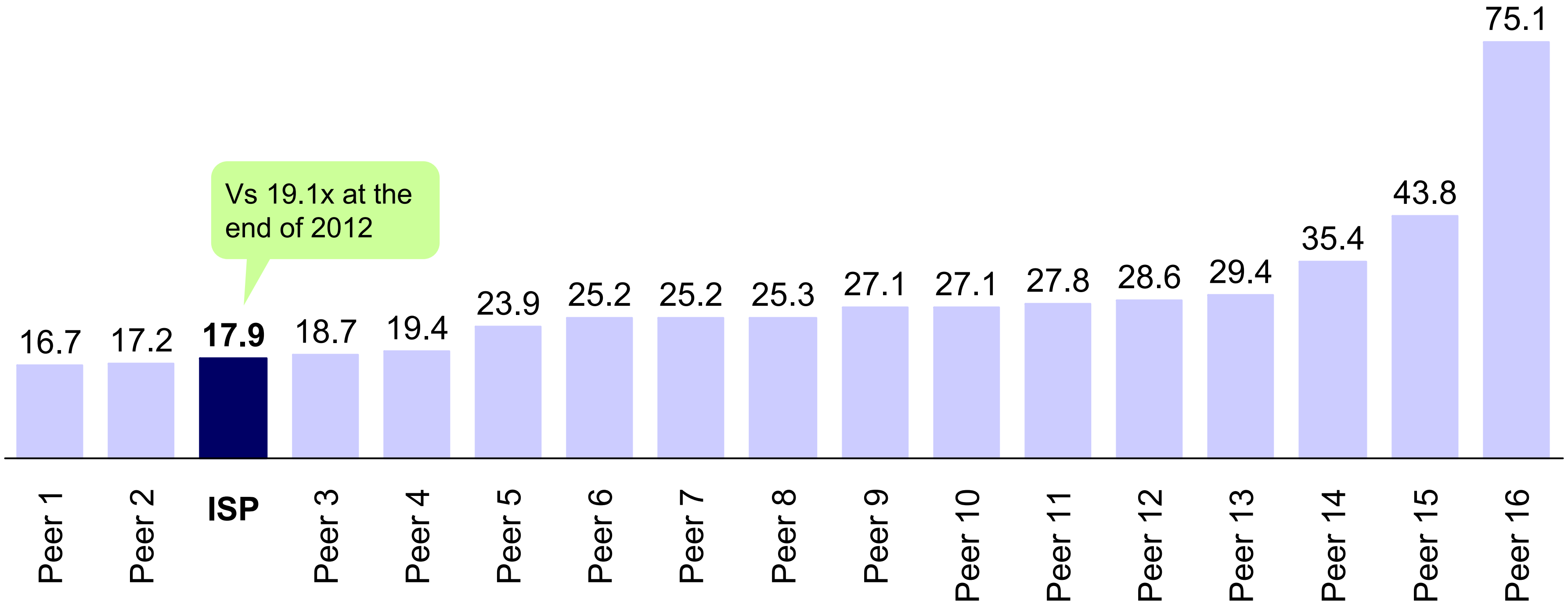


…continuing to address a key market concern on Italian Banks

(1) Loans to Customers/Direct Deposits from Banking Business

Deliberately Low and Decreasing Leverage

Total Tangible Assets/Tangible net Shareholders' Equity(1)(2)



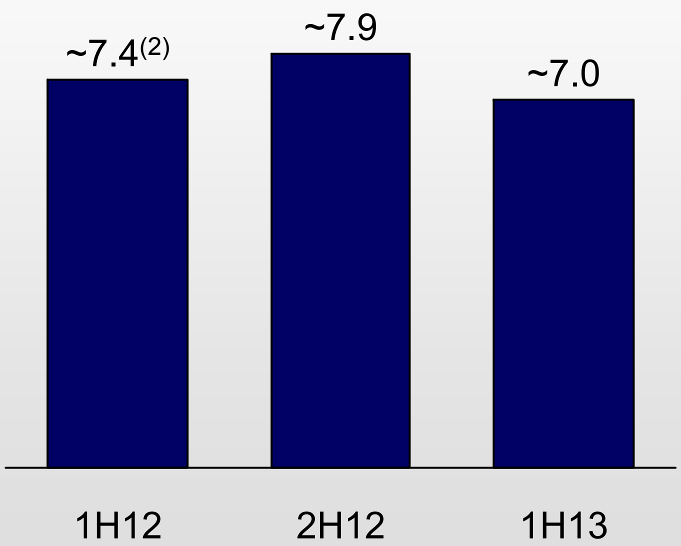
Decisive shift in business model: focus on "asset light" in C&IB and Wealth Management in Retail Banking

(1) Sample: Barclays, BBVA, BNP Paribas, Credit Suisse, Deutsche Bank, Nordea, Santander, Société Générale and UBS (data as of 30.6.13); BPCE, Commerzbank, Crédit Agricole SA, ING and UniCredit (data as of 31.3.13); HSBC and Standard Chartered (data as of 31.12.12)
(2) Net Shareholders' Equity including Net Income – net of interim dividends paid or to be paid – and excluding Goodwill and other Intangibles

Credit Trends: Signs of Improvement…

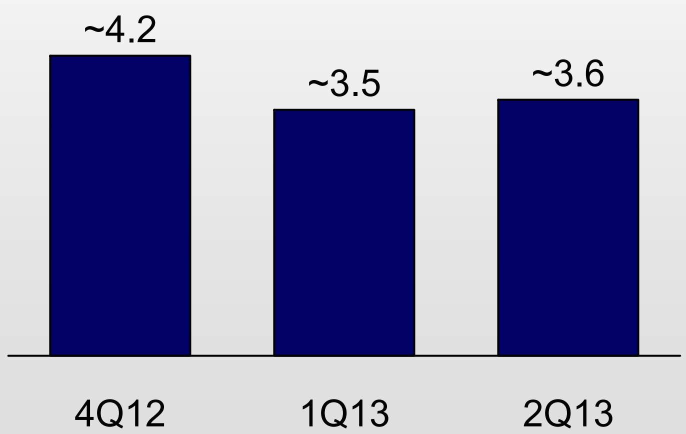
H1 better than past 2 semesters…

Total NPL inflow from performing loans(1)
Half-year and yearly comparison, € bn



…Q2 broadly stable vs Q1

Total NPL inflow from performing loans(1)
Quarterly comparison, € bn



…But conservative approach required: GDP shrinking expected throughout 2013

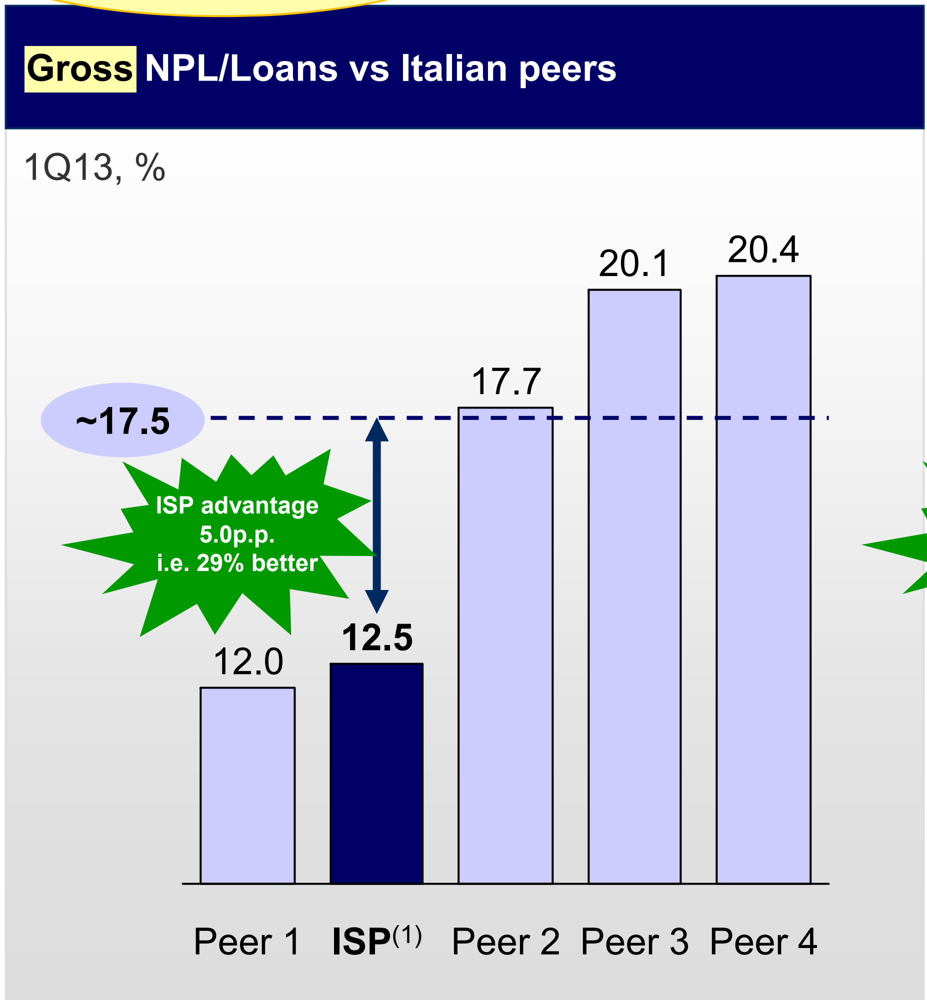
NPLs will stay high

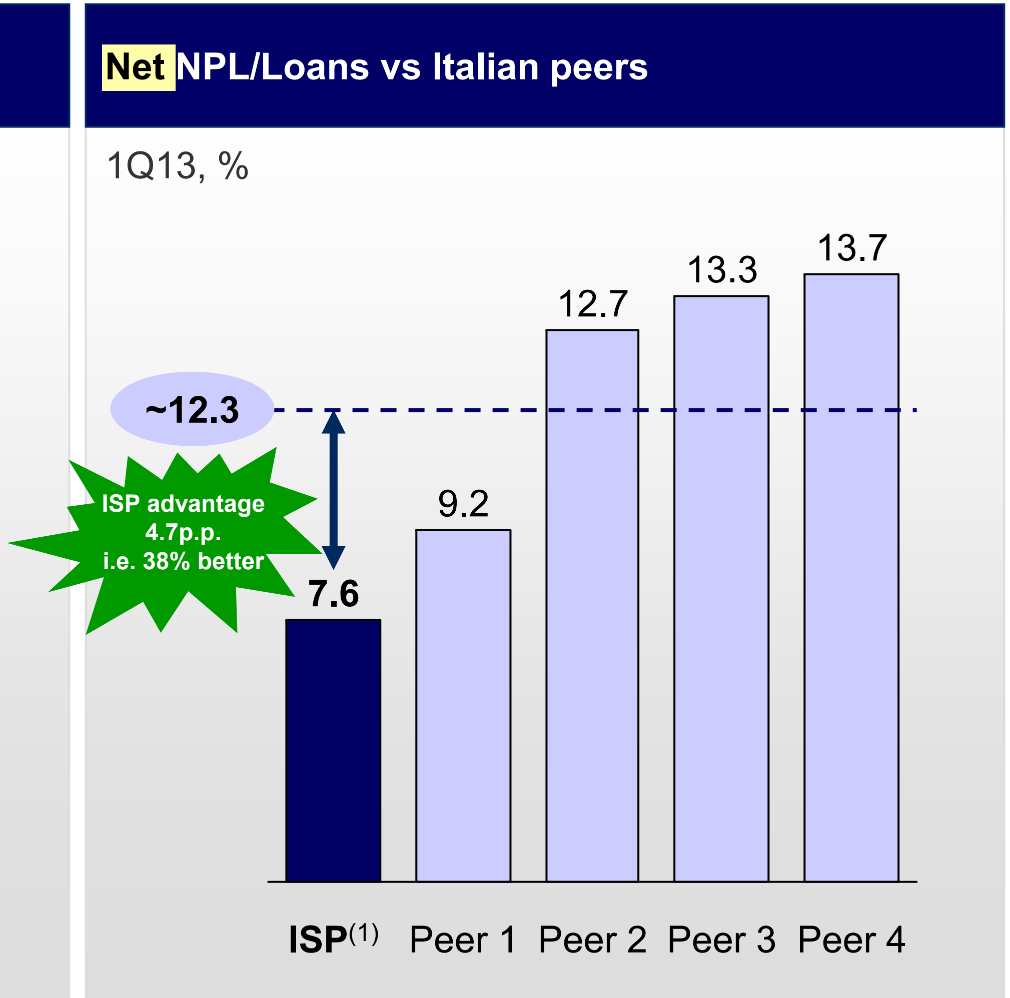
(1) Inflow to NPL (Doubtful Loans, Substandard Loans, Restructured and Past Due) from performing loans
(2) Excluding effect of regulatory changes to Past Due classification criteria introduced by Bank of Italy (90 days in 2012 vs 180 until 31.12.11)

Conservative Approach in Underwriting and Credit Management Gives ISP a Sustainable Competitive Advantage…

% Italian peers[(2)] average

NPL stock ratios



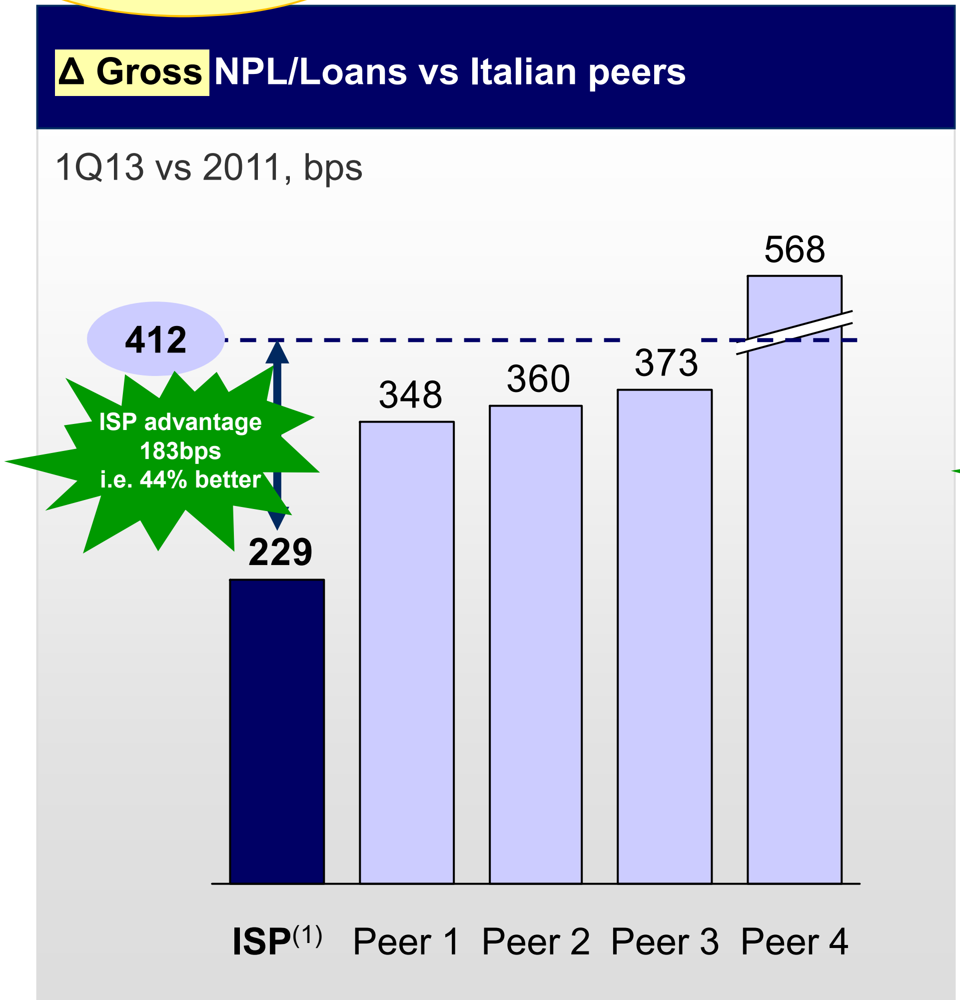


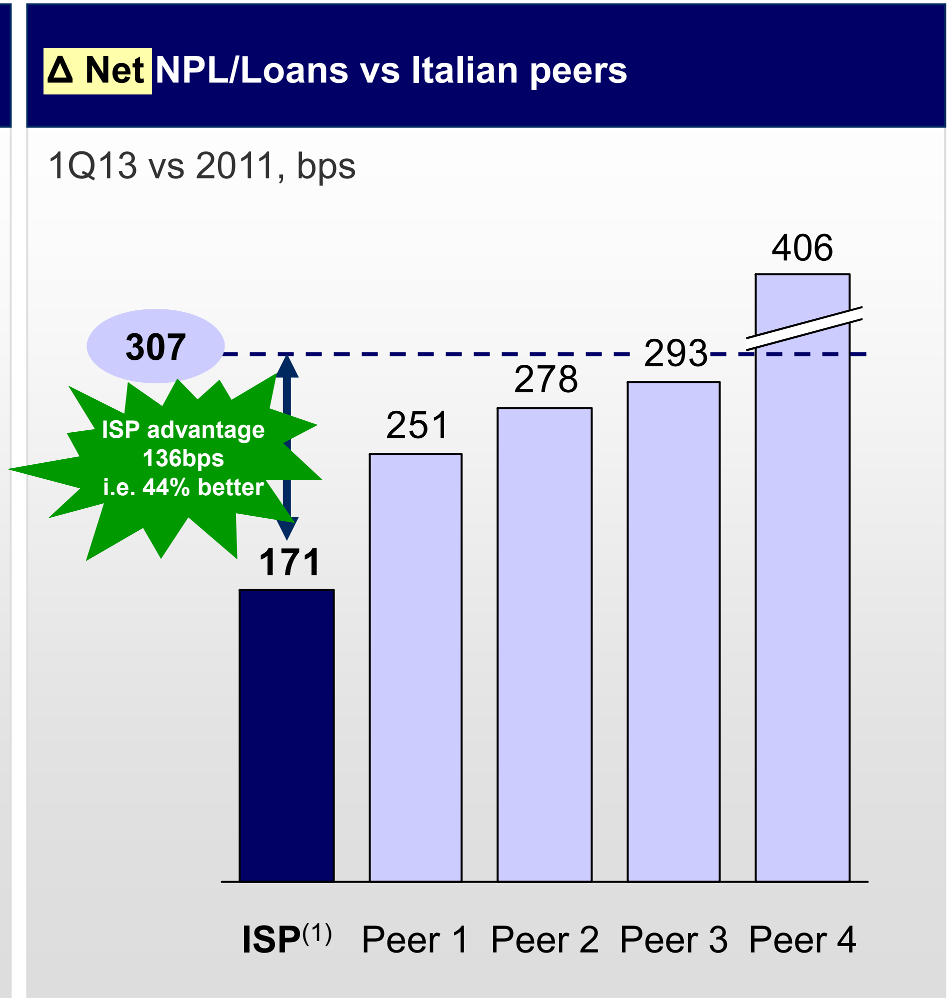
(1) Italian perimeter
(2) Sample (data as of 31.3.13): BPOP, MPS, UBI and UniCredit (Italian perimeter) – simple average
SOURCE: Balance sheet data

…ISP "Advantage" in NPL Stock is Even Larger in a Dynamic Perspective…

NPL growth

bps Italian peers(2) average





(1) Italian perimeter. Excluding doubtful loans disposal: Δ Gross NPL/Loans at 269bps; Δ Net NPL/Loans at 178bps
(2) Sample (data as of 31.3.13): BPOP, MPS, UBI and UniCredit (Italian perimeter) – simple average
SOURCE: Balance sheet data

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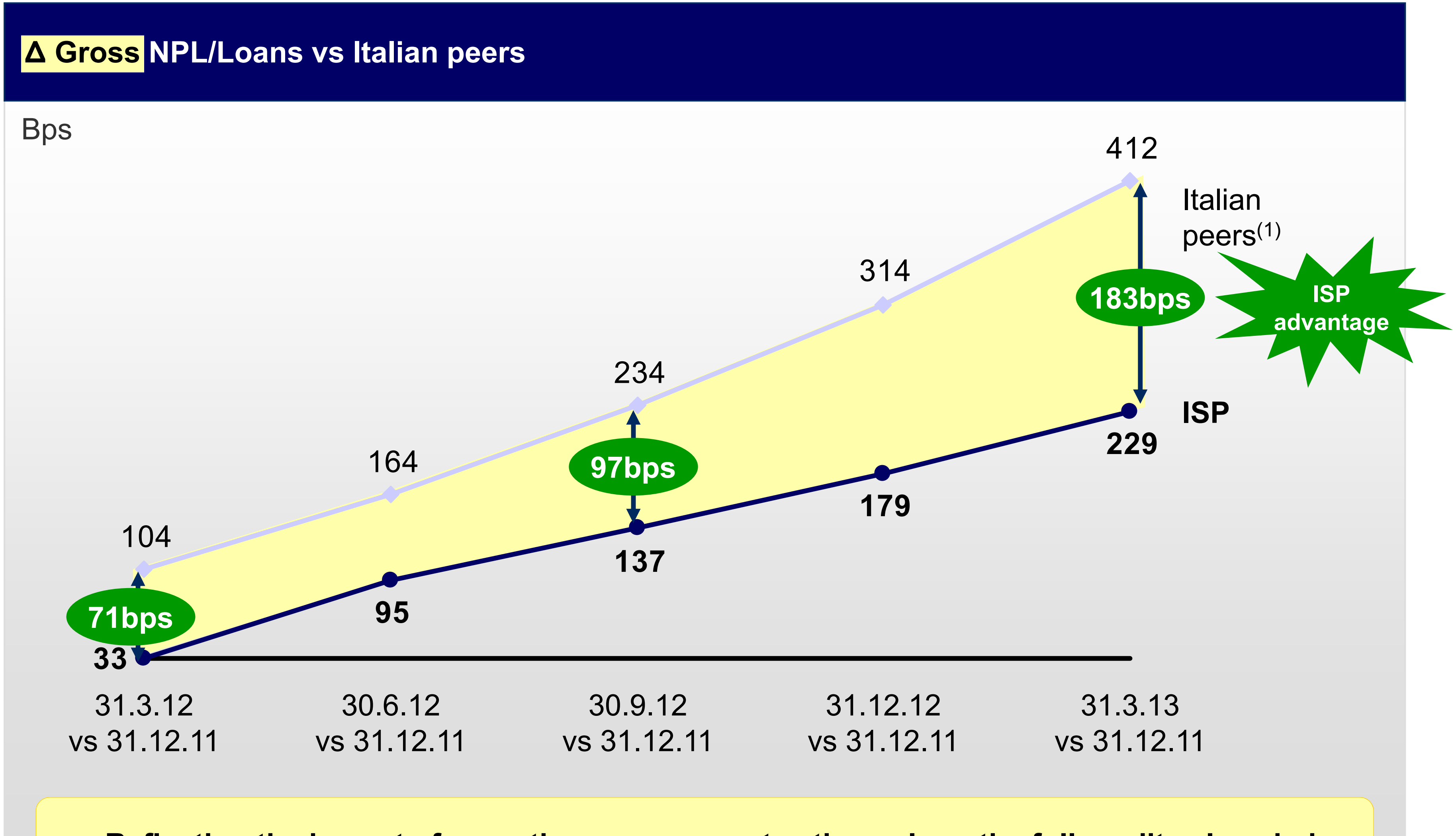
…ISP "Advantage" Growing Over Time



…Reflecting the impact of proactive management actions along the full credit value chain

(1) Sample (data as of 31.3.13): BPOP, MPS, UBI and UniCredit (Italian perimeter) – simple average
SOURCE: Balance sheet data

Despite Lower NPLs, Better Credit Trends and Higher NPL Coverage, ISP Has Built Up an Additional Provisions Buffer…

Despite…

- …**lower incidence of NPLs** (29% better than peers)(1)…

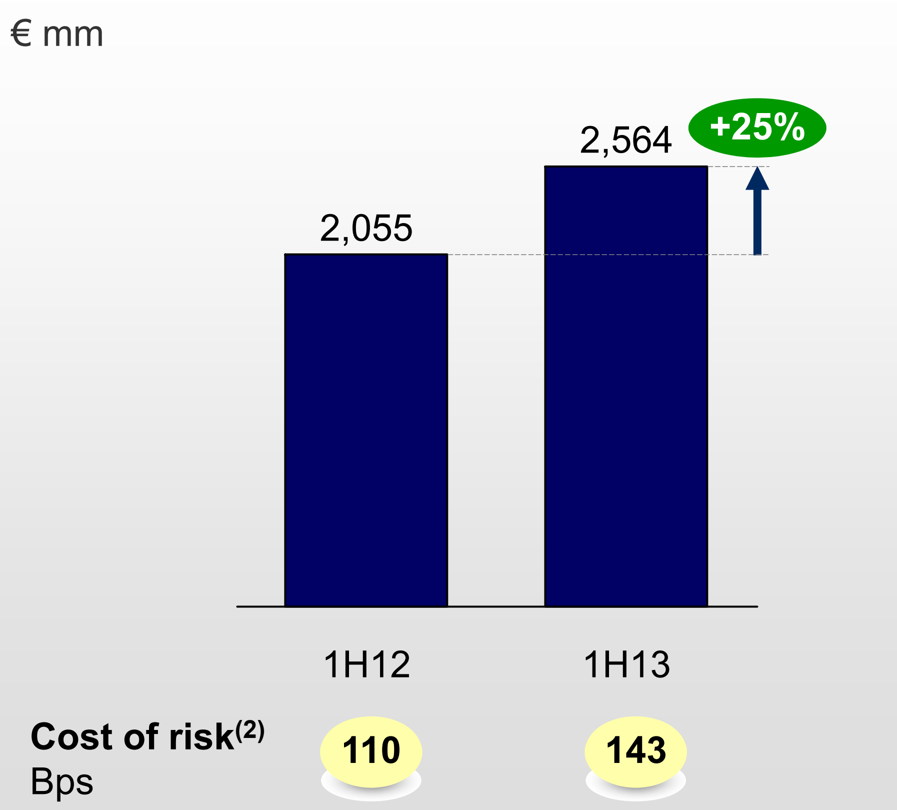
+

- …**lower growth of NPLs** (44% better than peers)(1)…

+

- …**higher coverage** (+9p.p. vs peers)(1)…

…further strengthened Loan Loss Provisions



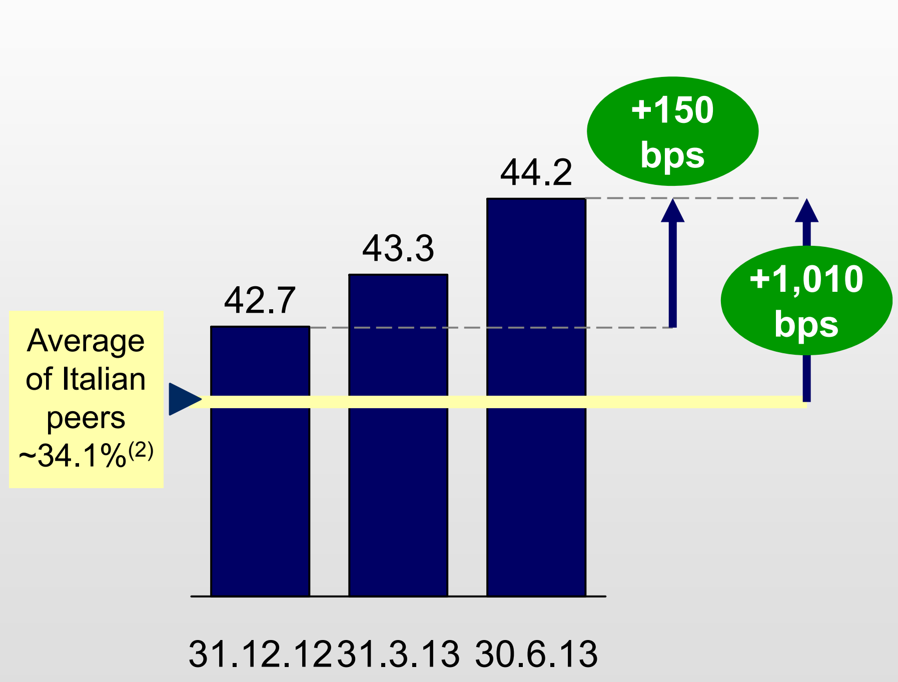
Strong positioning ahead of the upcoming "asset quality review" and "stress test exercise"

(1) 1Q13 data
(2) Net LLP/Loans

…Translating in Further Increased NPL Coverage, Far Above Peers…

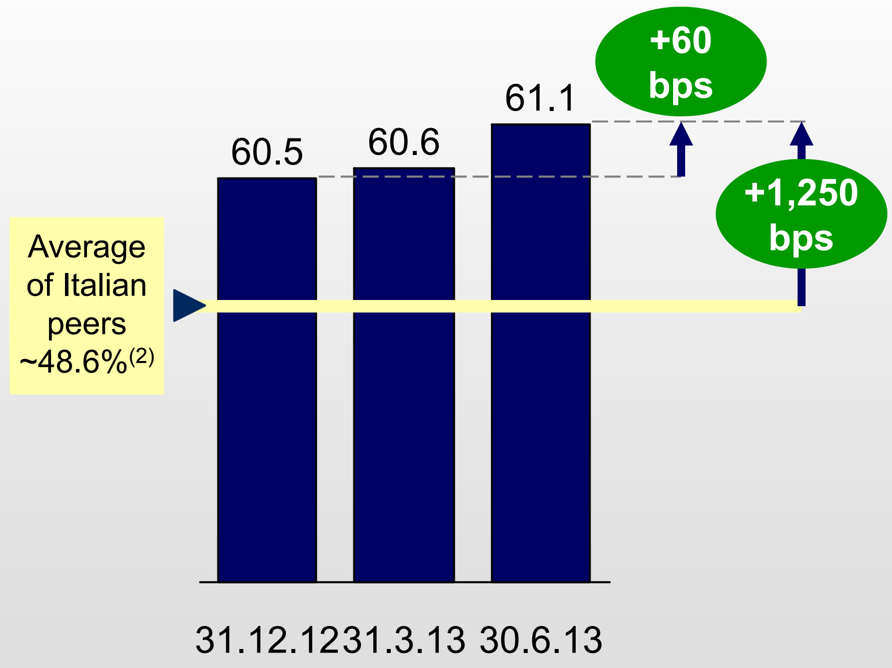
Strengthened NPL coverage…

NPL coverage ratio[1]
%



…with a high level against Doubtful Loans

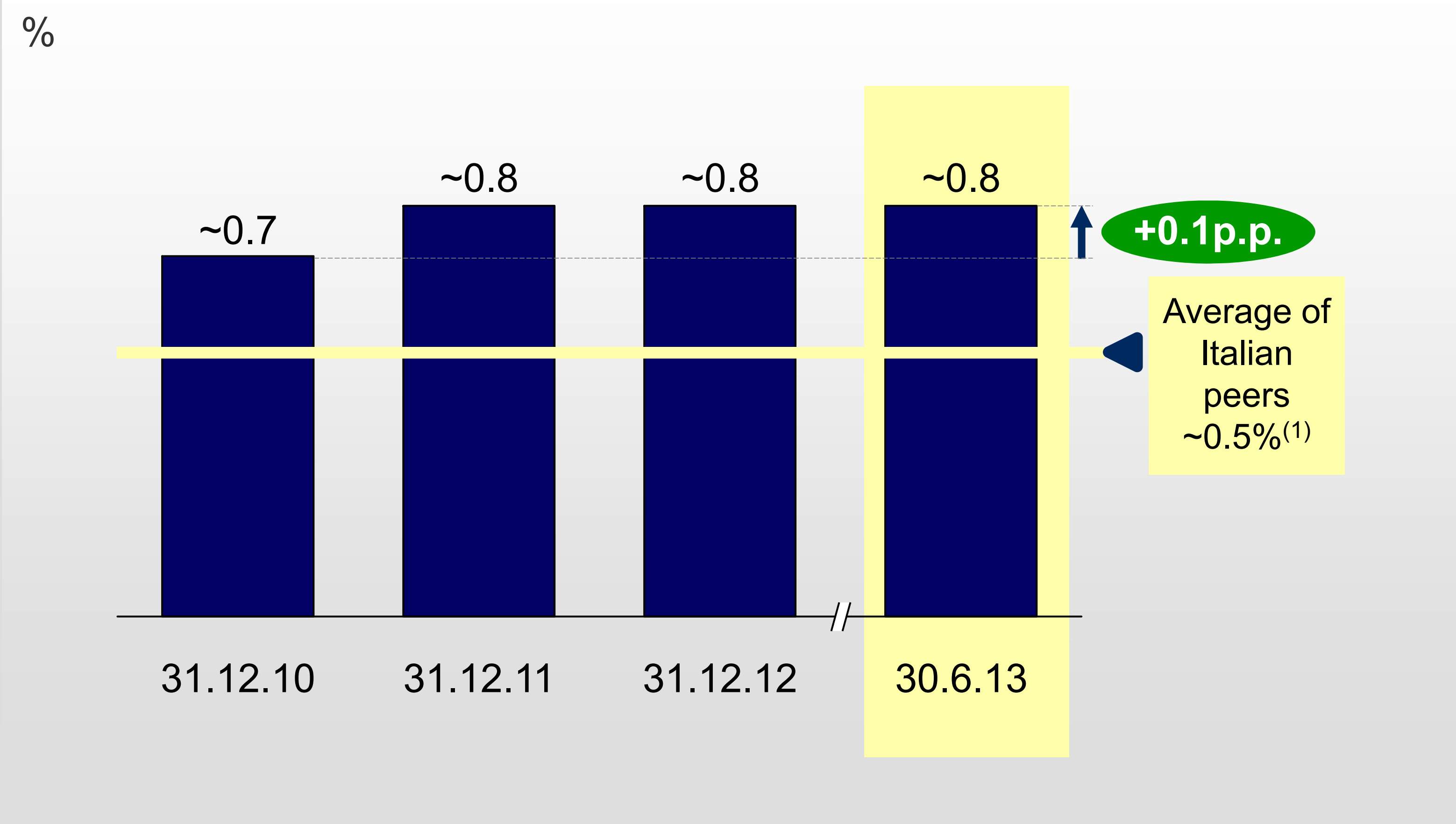
Doubtful Loans coverage ratio[3]
%



(1) Specific LLP stock/Gross NPL; NPL: Doubtful Loans (sofferenze), Substandard Loans (incagli), Restructured (ristrutturati) and Past due (scaduti e sconfinanti)
(2) Sample: BPOP, MPS, UBI and UniCredit (data as of 31.3.13)
(3) Specific LLP stock/Gross Doubtful Loans

…In Addition, ISP Enjoys the Highest Coverage Ratio on Performing Loans

Performing Loans coverage

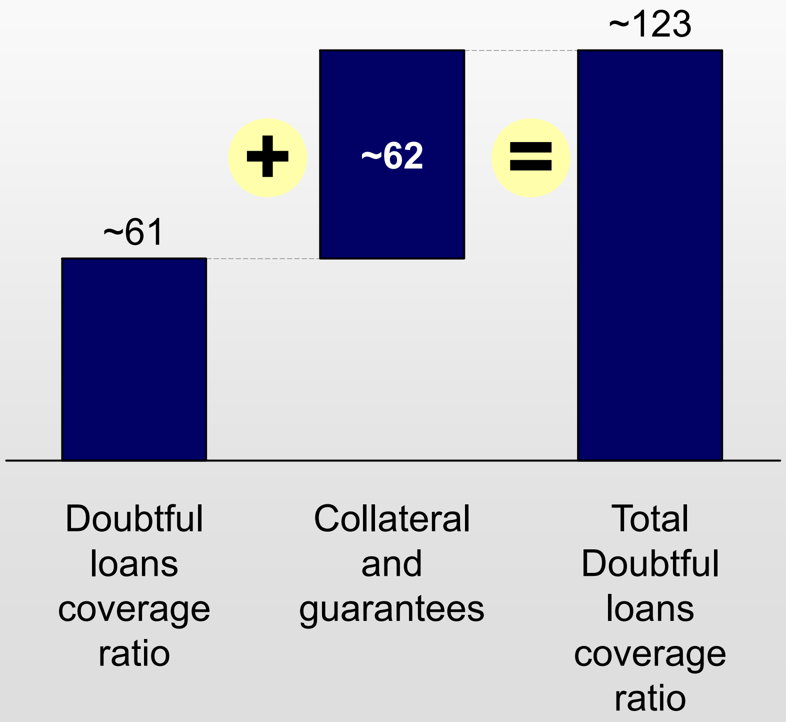


(1) Sample: BPOP, MPS, UBI and UniCredit (data as of 31.3.13)

Collateral and Guarantees Raise Doubtful Loans Coverage to 123%; Quality of Coverage Confirmed by Strong Recovery Performance

Total Doubtful Loans coverage (including collateral and guarantees)

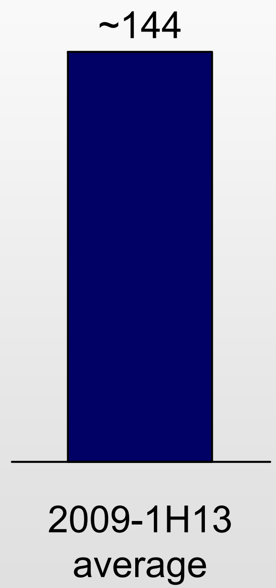
30.6.13, %



Recovery rate

Doubtful loans recovery/ Net book value[1]

%

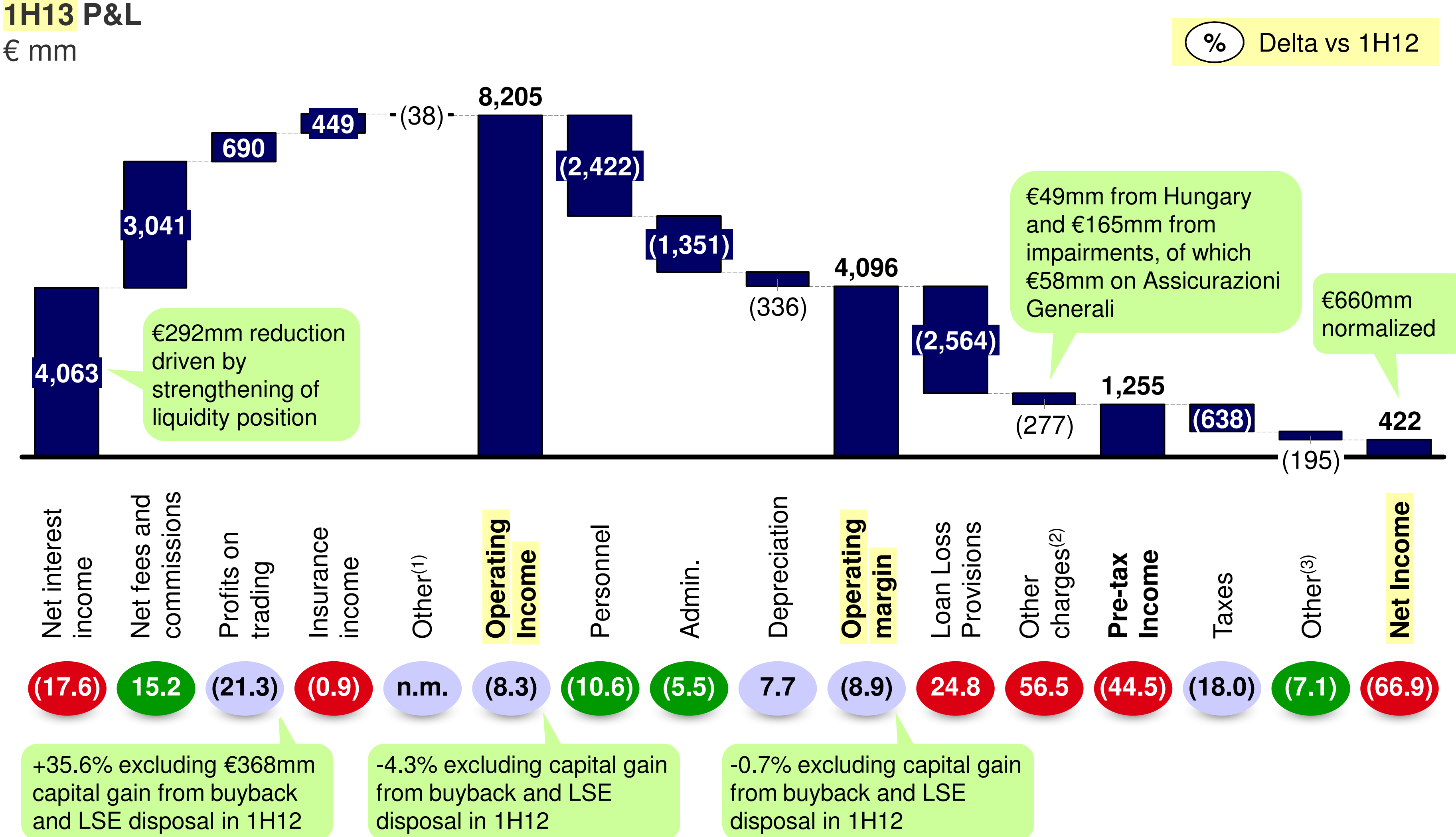


(1) Excluding the effect of Doubtful Loans disposal

Contents

1H13 Results Reflect the Challenging External Environment and ISP's Conservative Provisioning

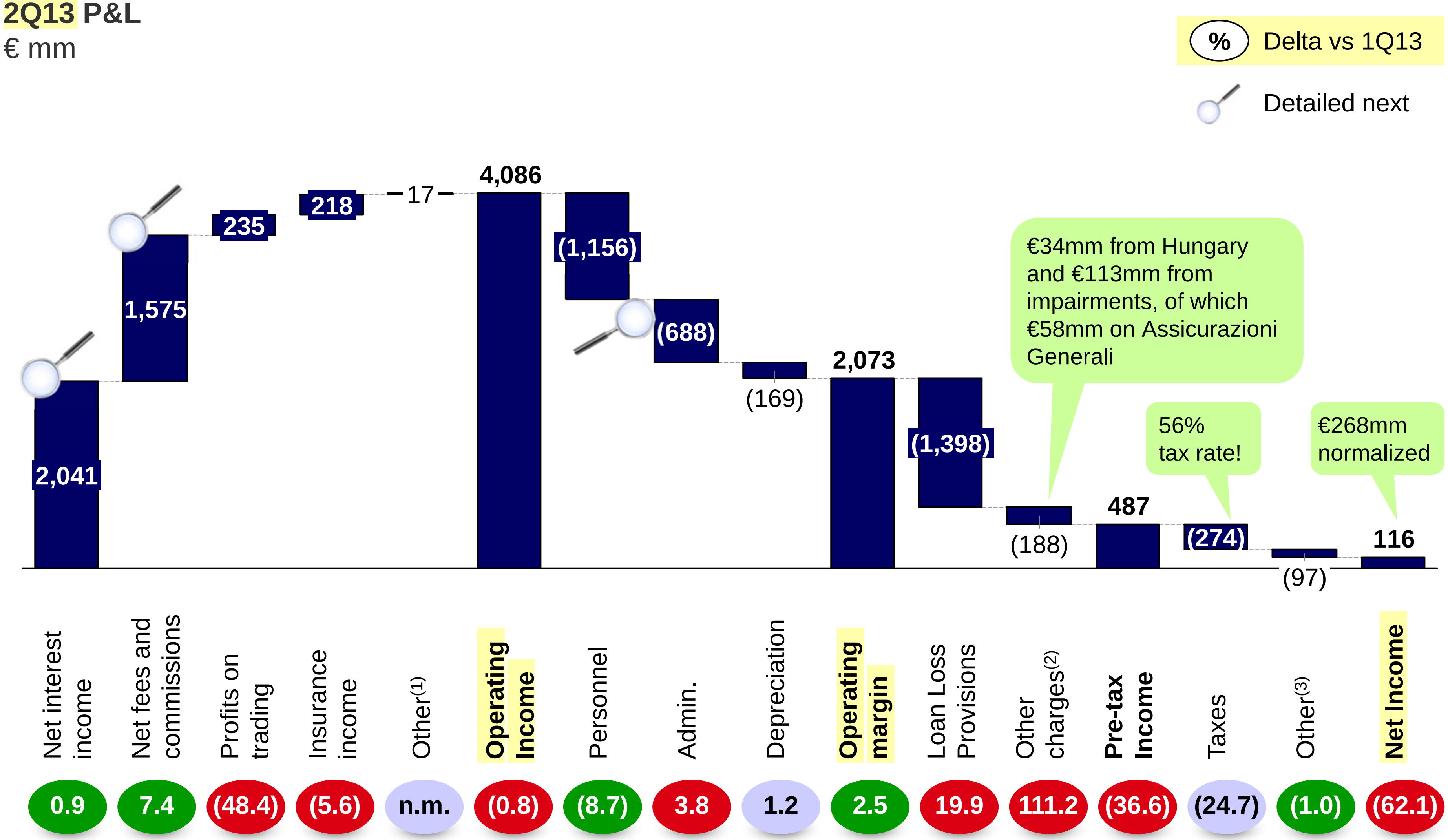
1H13 P&L
€ mm



(1) Dividends and Other operating income (expenses)
(2) Net impairment losses on assets, Profits (Losses) on HTM and on other investments, Provisions for risks and charges
(3) Income (Loss) after tax from discontinued operations, Minority interests, Intangible amortization (after tax), Charges for integration and personnel exit incentives (after tax)

Q2: Strong Improvement in Net Fees and Commissions and Further Reduction of Costs

2Q13 P&L
€ mm



(1) Dividends and Other operating income (expenses)
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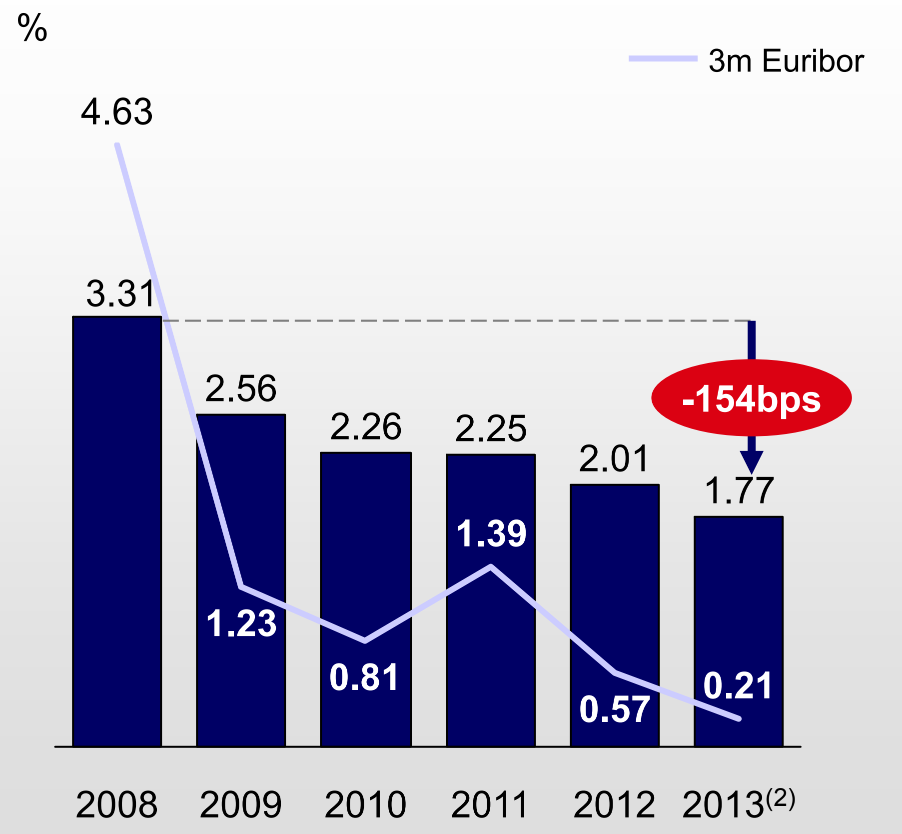
(3) Income (Loss) after tax from discontinued operations, Minority interests, Intangible amortization (after tax), Charges for integration and personnel exit incentives (after tax)

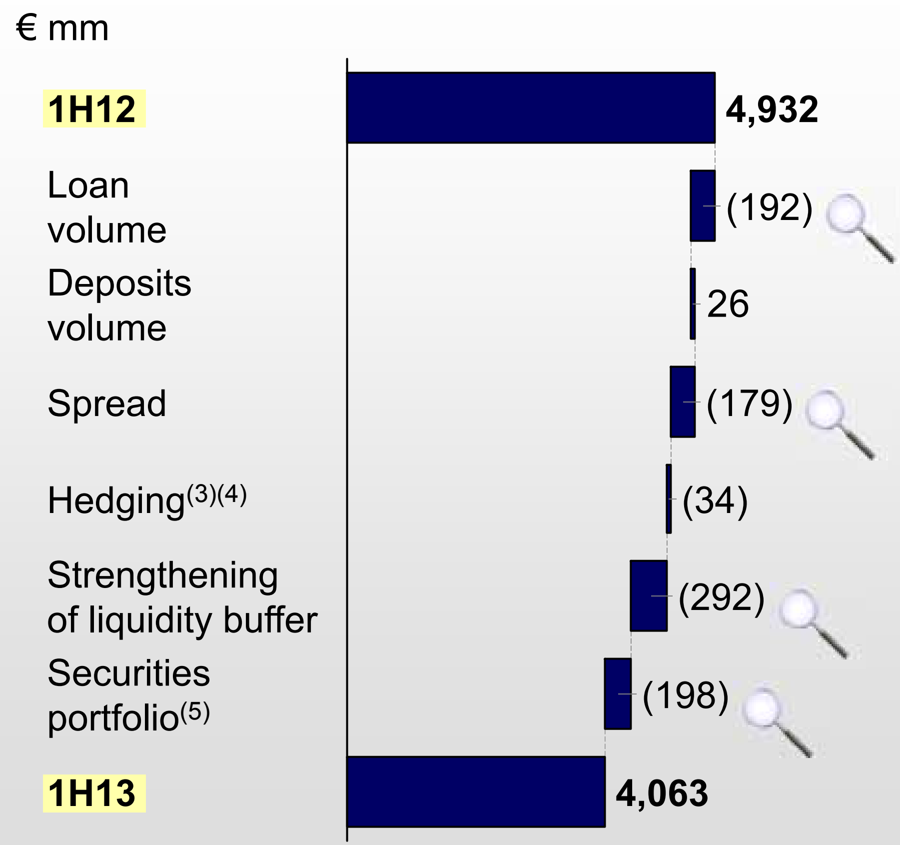
Net Interest Income Development Driven by Declining Market Rates and ISP's Conservative Stance on Liquidity

Interest spread[1] of the Italian market



Interest rates at historical minimum level… potential for a rebound

Net Interest Income comparison (1H13 vs 1H12)



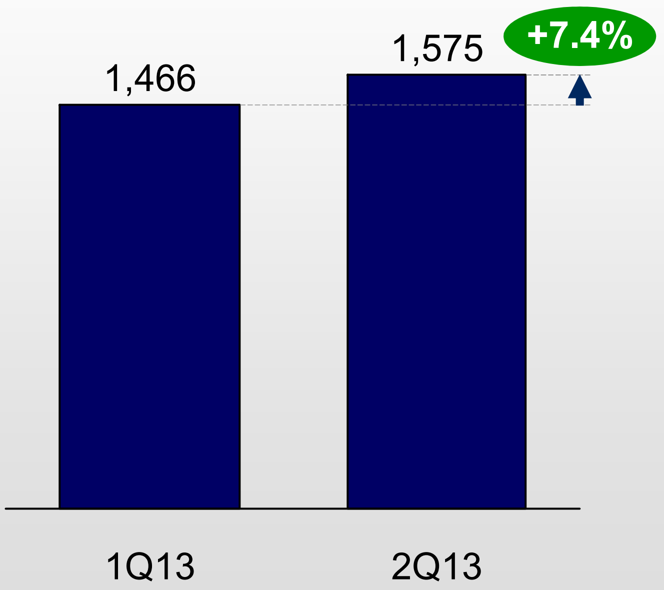
Net interest income slightly up in Q2 after 5 quarters of decline

(1) Difference between interest carrying assets – interest bearing liabilities (2) Estimates (3) ~€560mm benefit from hedging in 1H13, of which ~€270mm in 2Q13
(4) Core deposits (5) Mainly Italian government bonds

Strong and Sustained Increase in Net Fees and Commissions…

Quarterly Comparison

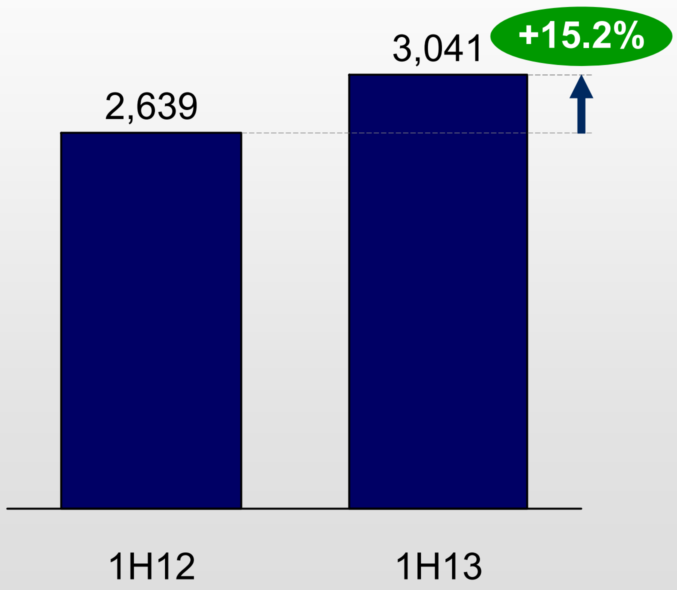
Net Fees and Commissions
€ mm



~€3.6bn increase in managed assets vs 31.3.13

Yearly Comparison

Net Fees and Commissions
€ mm

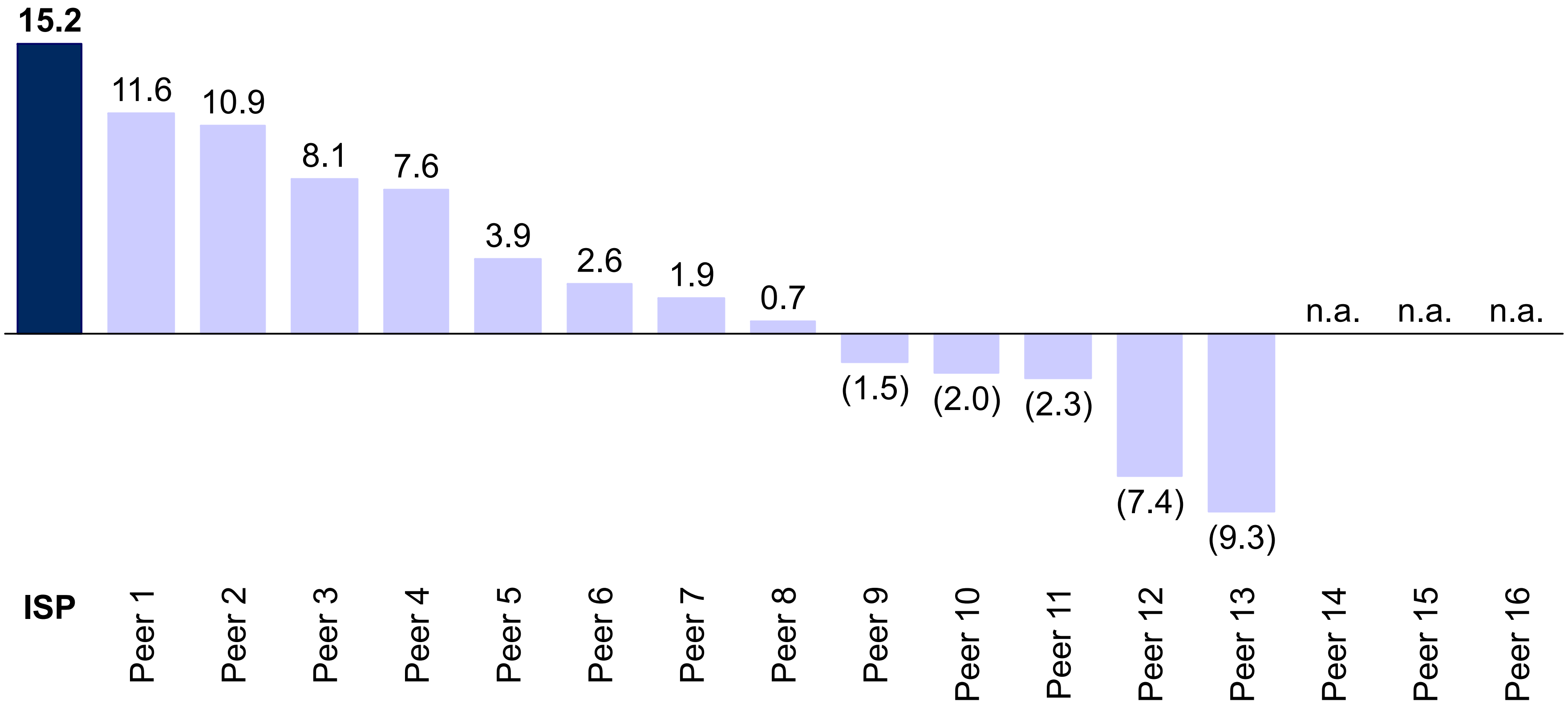


~€20.6bn increase in managed assets vs 30.6.12

…reflecting decisive shift in business model: focus on "asset light" in C&IB and Wealth Management in Retail Banking…

…Resulting in Market-leading YoY Improvement

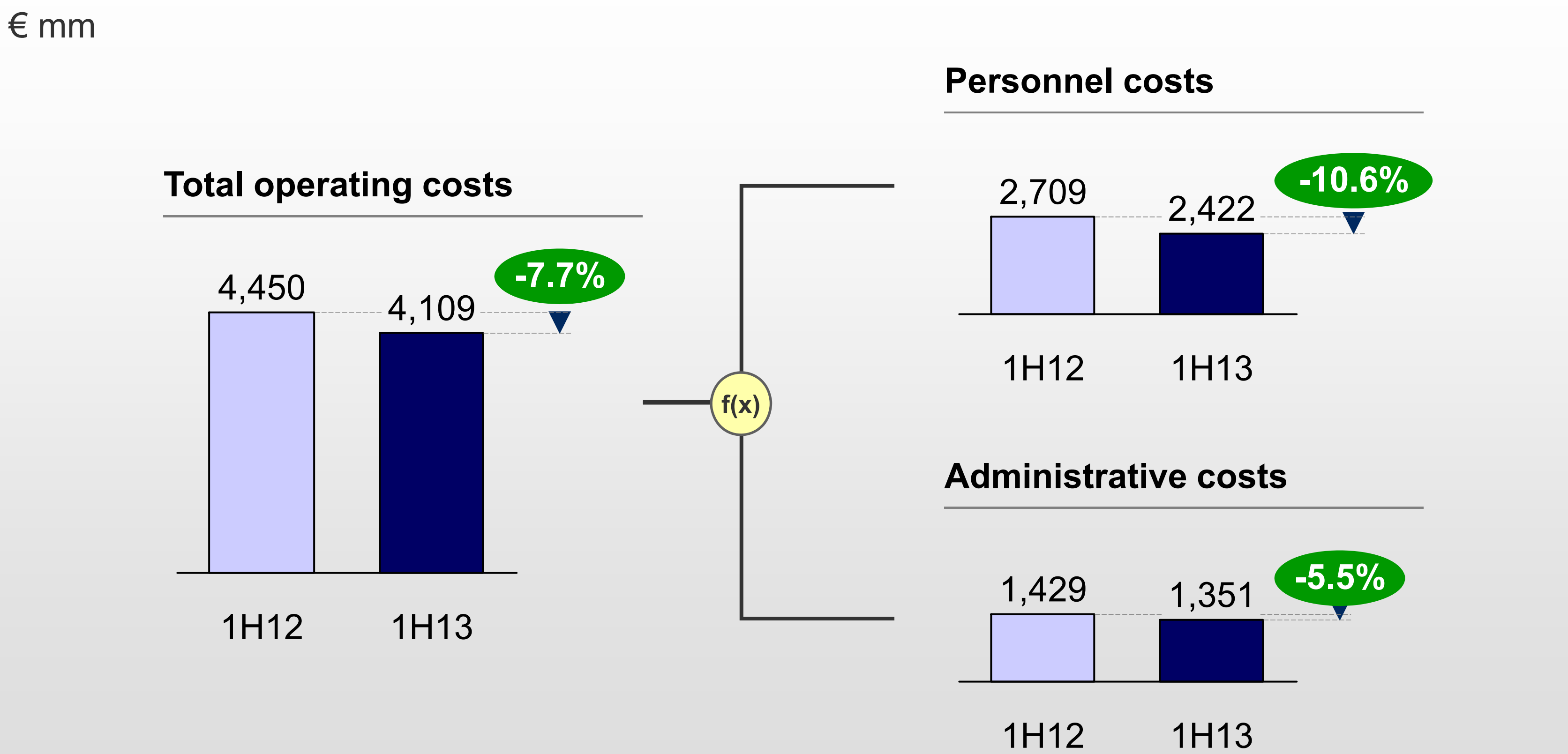
1H13 vs 1H12 delta Net Fees and Commissions(1)
%



(1) Sample: Barclays, BBVA, BNP Paribas, Credit Suisse, Deutsche Bank, Nordea, Santander, Société Générale and UBS (data as of 30.6.13); Commerzbank, HSBC and UniCredit (data as of 31.3.13); Standard Chartered (data as of 31.12.12); BPCE, Crédit Agricole SA and ING (data not available)

Aggressive Cost Cutting Continues…

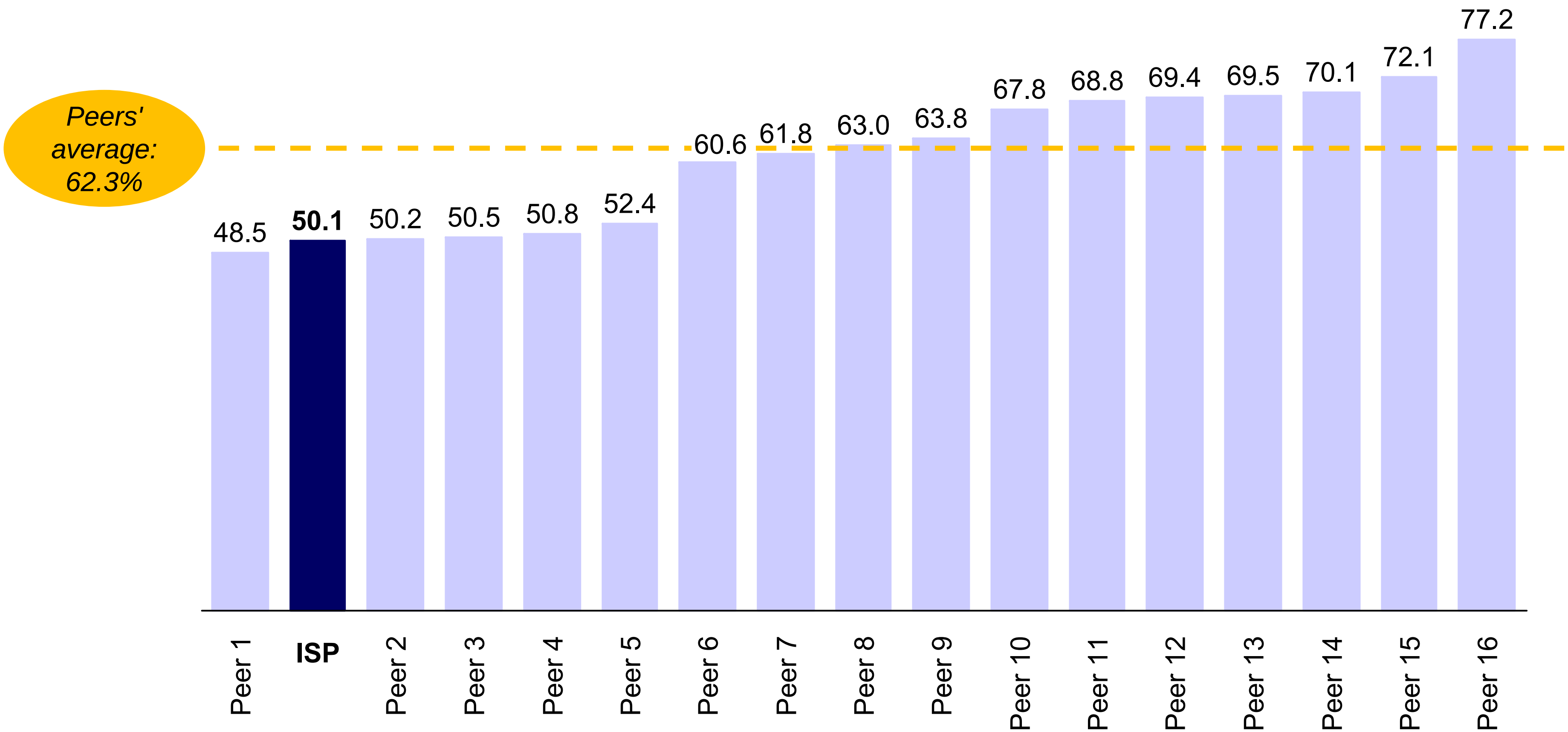
Operating costs



- **~€341mm net cost reduction vs 1H12 (~€430mm considering inflation)**
- **~6,600 staff reduction in the past 18 months and further staff exits already agreed with labor unions**

…Leading to a Best-in-class Cost/Income Ratio

Cost/Income(1)
%



(1) Sample: Barclays, BBVA, BNP Paribas, Credit Suisse, Deutsche Bank, Nordea, Santander, Société Générale and UBS (data as of 30.6.13); BPCE, Commerzbank, Crédit Agricole SA, HSBC, ING and UniCredit (data as of 31.3.13); Standard Chartered (data as of 31.12.12)

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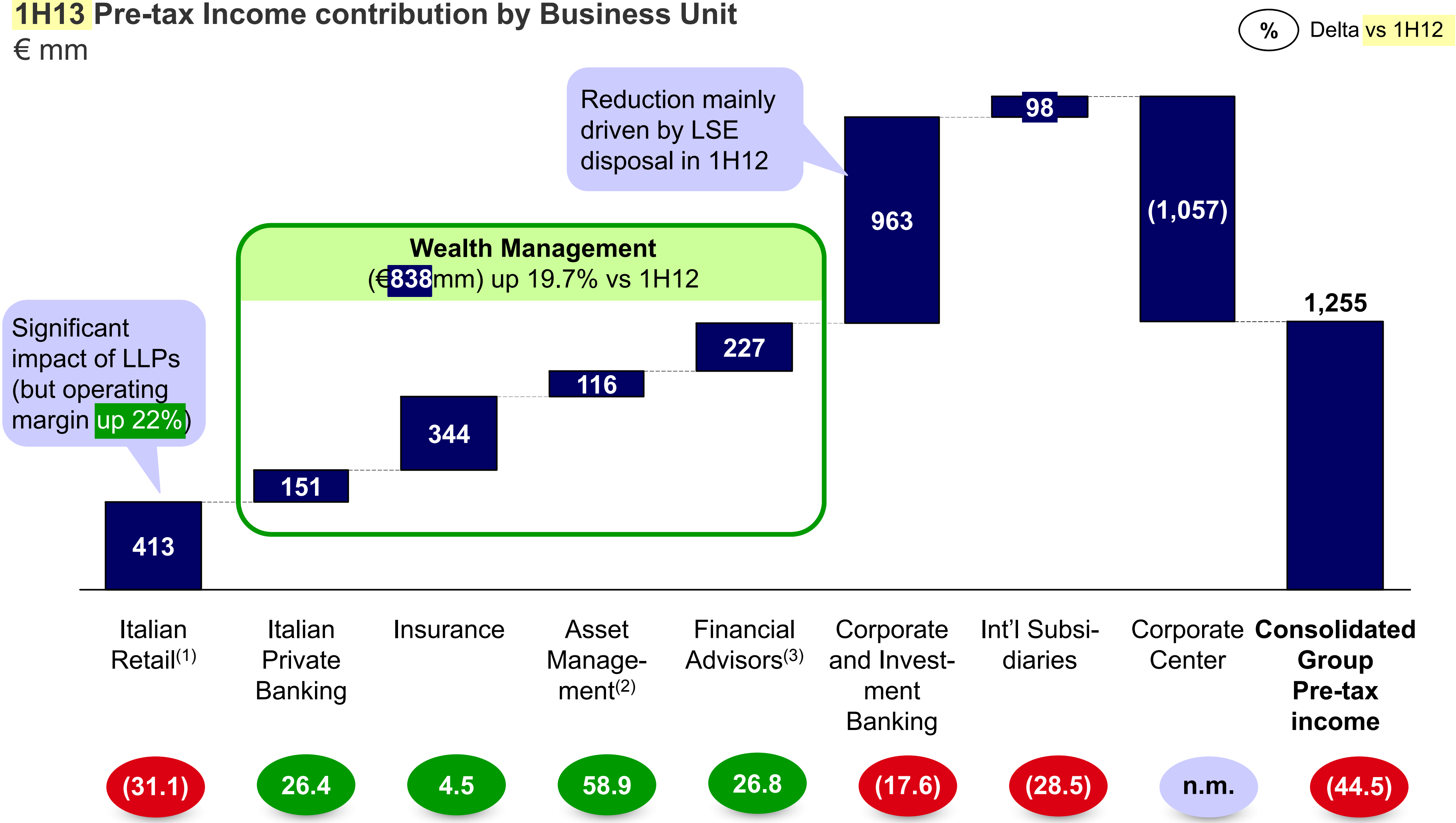
Positive Results from All Business Units in H1, with Increasing Contribution from Wealth Management

1H13 Pre-tax Income contribution by Business Unit
€ mm



(1) Banca dei Territori excluding Private Banking and Insurance
(2) Eurizon Capital
(3) Banca Fideuram and Fideuram Vita
Note: Figures may not add up exactly due to rounding differences. Figures do not yet take into account the change in the scope of the Banca dei Territori Division and the Corporate and Investment Banking Division approved by the Management Board on May 21st 2013

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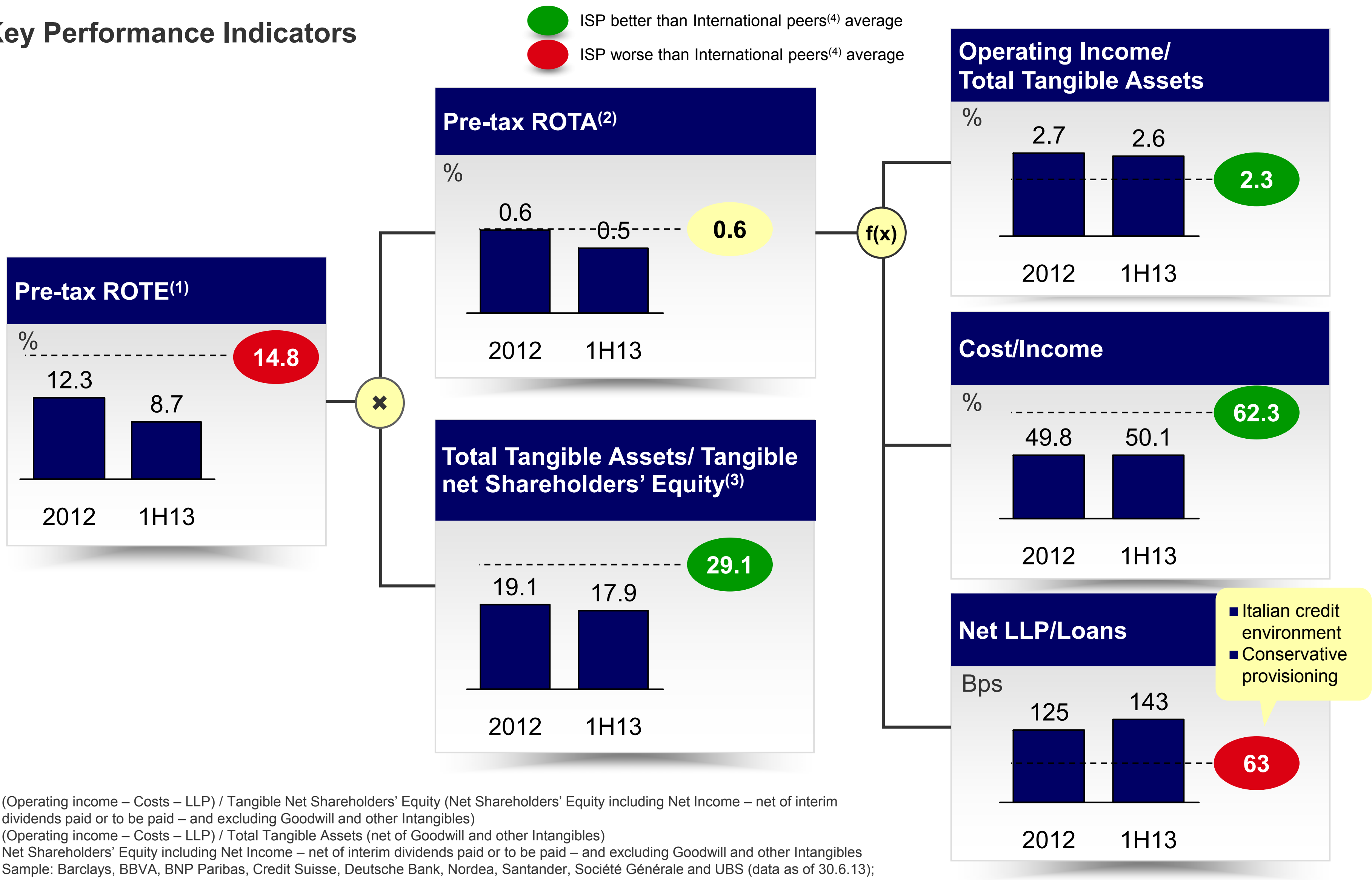
ISP Performance in Line with or Better than International Peers on Key Operating Ratios, Negatively Affected by Provisioning

Key Performance Indicators



(1) (Operating income – Costs – LLP) / Tangible Net Shareholders' Equity (Net Shareholders' Equity including Net Income – net of interim dividends paid or to be paid – and excluding Goodwill and other Intangibles)
(2) (Operating income – Costs – LLP) / Total Tangible Assets (net of Goodwill and other Intangibles)
(3) Net Shareholders' Equity including Net Income – net of interim dividends paid or to be paid – and excluding Goodwill and other Intangibles
(4) Sample: Barclays, BBVA, BNP Paribas, Credit Suisse, Deutsche Bank, Nordea, Santander, Société Générale and UBS (data as of 30.6.13); BPCE, Commerzbank, Crédit Agricole SA, HSBC (partial data, Cost/Income and Net LLP/Loans), ING and UniCredit (data as of 31.3.13); Standard Chartered (data as of 31.12.12)
Note: annualized figures where applicable

Contents

Scenario Recap

- In the **macroenvironment** there are **signs of improvements**…
- …as well as in **consumers' and business sentiment**…
- …but positive trends **still** have **to consolidate**
- Italy's **GDP** development will stay **negative/neutral** throughout 2013
- The ongoing recession has a direct **impact** on **credit quality**…
- …and, at any rate, the time lag effect will **influence NPL** levels for a while, **even after** the **recovery starts**
- **"Asset quality review"**, **"stress test exercise"** and **country ratings** will add **pressure** and pose new challenges to the banking sector
- **Additional capital requirements** and a new phase of **industry consolidation** at domestic level for small-medium size banks and at pan-European level for larger players is **expected by many**

ISP Strategy

- ISP continues to **focus** on...
  - **Balance sheet strength**
  - **De-risking**
  - **Efficiency**
  - **Fees and commissions growth**
- … in order to
  - **Stay away from capital increases**
  - **Protect dividend** generation capacity
  - **Anticipate** impact of **"asset quality review"** and **"stress test exercise"**
  - **Be in a strong negotiating position** if a phase of **pan-European banking consolidation** occurs

H1 Highlights

Priorities	Achievements
1. Enhance **capital strength**	■ Common Equity ratio (after pro quota dividends equivalent to last year[1]) at **11.0%, up 60bps** since 1H12 and 40bps since YE12
2. **Strengthen provisioning ahead** of "asset quality review" and "stress test exercise"	■ Already best-in-class NPL coverage ratio **increased 150bps** since YE12
3. Ensure redundant **liquidity**	■ LSR and NSFR well above **100%** (Basel 3 targets)
4. **De-risk** the bank	■ Low leverage at **17.9x** versus 19.1x at YE12 ■ Loan to deposit ratio **down to 96%** from 105% at YE11
5. Compensate lower NII with **higher commissions**	■ Net fees and commissions **up 15.2%** versus 1H12
6. Drive down **structural costs**	■ Cost/Income at **50.1%** ■ Operating costs **down 7.7%** versus 1H12

(1) €416mm in 1H13 assuming the half-yearly quota of €832mm cash dividend paid in 2013 for 2012

Conclusions on ISP

- **Solid and "nice" bank**
- **Well prepared** for:
  - Future tests
  - Potential adverse scenarios
- **Strong negotiating position** in a possible pan-European **consolidation phase**
- Inexpensive investment opportunity as a "rich" and **attractive entry point to Europe**

1H13 Results

Detailed Information

August 2, 2013

INTESA SANPAOLO

Key P&L Figures

	1H13 (€ mm)	Δ vs 1H12
Operating income	8,205	(8.3%)
Operating costs	(4,109)	(7.7%)
Cost/Income	50.1%	+0.3pp
Operating margin	4,096	(8.9%)
Pre-tax income	1,255	(44.5%)
Net income	422	(66.9%)

Operating income: (4.3%) excluding extraordinary items(1)

Operating margin: (0.7%) excluding extraordinary items(1)

(1) €368mm capital gain on Tier 1 notes buy-back and London Stock Exchange stake sale realised in 1H12

Key Balance Sheet Figures

	30.6.13 (€ mm)	Δ vs 31.12.12 (%)
Loans to Customers	358,404	(4.8)
Customer Financial Assets[1]	787,049	(1.0)
of which Direct Deposits from Banking Business	372,252	(2.1)
of which Direct Deposits from Insurance Business and Technical Reserves	85,960	5.1
of which Indirect Customer Deposits	414,254	0.1
- Assets under Management	*243,087*	*5.0*
- Assets under Administration	*171,167*	*(6.1)*
RWA	287,333	(3.8)

Decline due to funding with Institutional clients

(1) Net of duplications between Direct Deposits and Indirect Customer Deposits

Contents

H1 vs H1: Results Reflect the Difficult Environment and ISP's Conservative Provisioning

€ mm

	1H12	1H13	Δ%
Net interest income	4,932	4,063	(17.6)
Dividends and P/L on investments carried at equity	55	(41)	n.m.
Net fee and commission income	2,639	3,041	15.2
Profits (Losses) on trading	877	690	(21.3)
Income from insurance business	453	449	(0.9)
Other operating income	(12)	3	n.m.
Operating income	**8,944**	**8,205**	**(8.3)**
Personnel expenses	(2,709)	(2,422)	(10.6)
Other administrative expenses	(1,429)	(1,351)	(5.5)
Adjustments to property, equipment and intangible assets	(312)	(336)	7.7
Operating costs	**(4,450)**	**(4,109)**	**(7.7)**
Operating margin	**4,494**	**4,096**	**(8.9)**
Net provisions for risks and charges	(71)	(64)	(9.9)
Net adjustments to loans	(2,055)	(2,564)	24.8
Net impairment losses on assets	(98)	(215)	119.4
Profits (Losses) on HTM and on other investments	(8)	2	n.m.
Income before tax from continuing operations	**2,262**	**1,255**	**(44.5)**
Taxes on income from continuing operations	(778)	(638)	(18.0)
Charges (net of tax) for integration and exit incentives	(24)	(33)	37.5
Effect of purchase cost allocation (net of tax)	(149)	(147)	(1.3)
Goodwill impairment (net of tax)	0	0	n.m.
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	(37)	(15)	(59.5)
Net income	**1,274**	**422**	**(66.9)**

(4.3%) excluding extraordinary items[1]

(0.7%) excluding extraordinary items[1]

Note: figures may not add up exactly due to rounding differences
(1) €368mm capital gain on Tier 1 notes buy-back and London Stock Exchange stake sale realised in 1H12

H1 vs H1: €660mm Net Income Excluding Main Non-recurring Items

€ mm

1H12 Net Income (after tax data)		1H13 Net Income (after tax data)	
Net Income	**1,274**	**Net Income**	**422**
Charges for integration and exit incentives	+24	Charges for integration and exit incentives	+33
Amortisation of acquisition cost	+149	Amortisation of acquisition cost	+147
Telco impairment	+9	Assicurazioni Generali impairment	+58
Capital gain on London Stock Exchange	(105)		
Capital gain on Tier 1 notes buy-back	(183)		
Taxation non-recurring impact	(173)		
Adjusted Net Income	**995**	**Adjusted Net Income**	**660**

Q2 vs Q1: Increase in Operating Margin

€ mm

	1Q13	2Q13	Δ%
Net interest income	2,022	2,041	0.9
Dividends and P/L on investments carried at equity	(43)	2	n.m.
Net fee and commission income	1,466	1,575	7.4
Profits (Losses) on trading	455	235	(48.4)
Income from insurance business	231	218	(5.6)
Other operating income (expenses)	(12)	15	n.m.
Operating income	**4,119**	**4,086**	**(0.8)**
Personnel expenses	(1,266)	(1,156)	(8.7)
Other administrative expenses	(663)	(688)	3.8
Adjustments to property, equipment and intangible assets	(167)	(169)	1.2
Operating costs	**(2,096)**	**(2,013)**	**(4.0)**
Operating margin	**2,023**	**2,073**	**2.5**
Net provisions for risks and charges	(26)	(38)	46.2
Net adjustments to loans	(1,166)	(1,398)	19.9
Net impairment losses on other assets	(68)	(147)	116.2
Profits (Losses) on HTM and on other investments	5	(3)	n.m.
Income before tax from continuing operations	**768**	**487**	**(36.6)**
Taxes on income from continuing operations	(364)	(274)	(24.7)
Charges (net of tax) for integration and exit incentives	(12)	(21)	75.0
Effect of purchase cost allocation (net of tax)	(74)	(73)	(1.4)
Goodwill impairment (net of tax)	0	0	n.m.
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	(12)	(3)	(75.0)
Net income	**306**	**116**	**(62.1)**

Note: figures may not add up exactly due to rounding differences

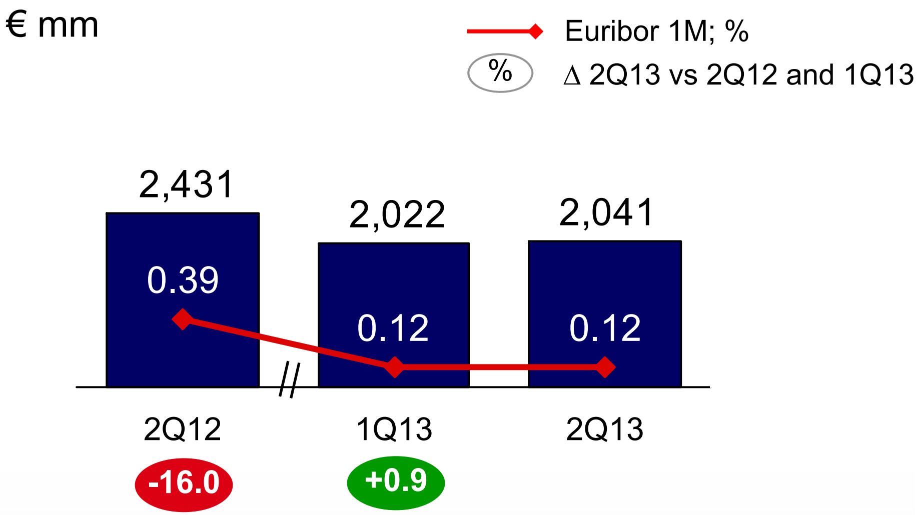
Q2 vs Q1: €268mm Net Income Excluding Main Non-recurring Items

€ mm

1Q13 Net Income (after tax data)		2Q13 Net Income (after tax data)	
Net Income	**306**	**Net Income**	**116**
Charges for integration and exit incentives	+12	Charges for integration and exit incentives	+21
Amortisation of acquisition cost	+74	Amortisation of acquisition cost	+73
		Assicurazioni Generali impairment	+58
Adjusted Net Income	**392**	**Adjusted Net Income**	**268**

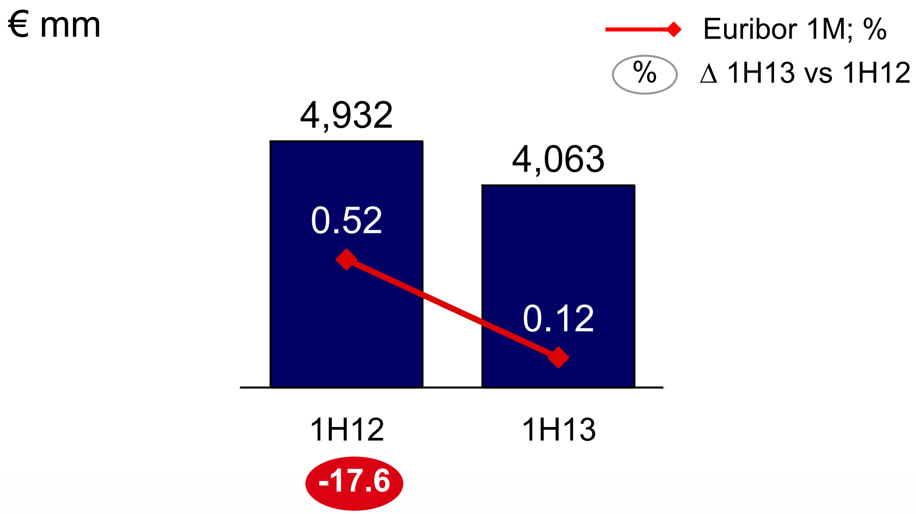
Net Interest Income: Increase in Q2 after Five Consecutive Quarters of Decline

Quarterly Analysis



- **Slight increase vs 1Q13 despite stable market rates at historic lows**
- **2Q13 not yet fully benefitting from the re-investment of the ~€20bn liquidity buffer**
- **Almost stable Direct deposits from banking business vs 1Q13 (-0.4%)**
- **Decrease in average Performing loans to customers vs 1Q13 (-2.2%)**

Yearly Analysis



- **Decrease due to mark-down reduction (caused by the decline in market rates), selective deleveraging and strengthening of liquidity buffer**
- **5.0% growth in average Direct deposits from banking business**
- **5.2% decrease in average Performing loans to Customers mainly due to Hungary, Public Finance, Large and International Corporate, International Financial Institutions clients and SMEs, primarily driven by the focus on loan portfolio quality and EVA® generation**

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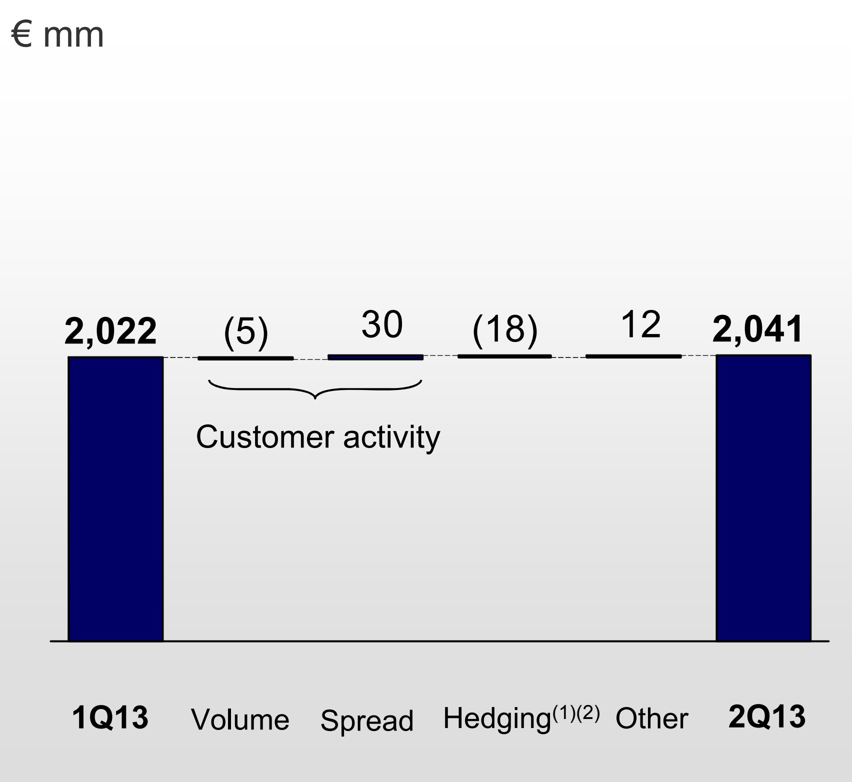
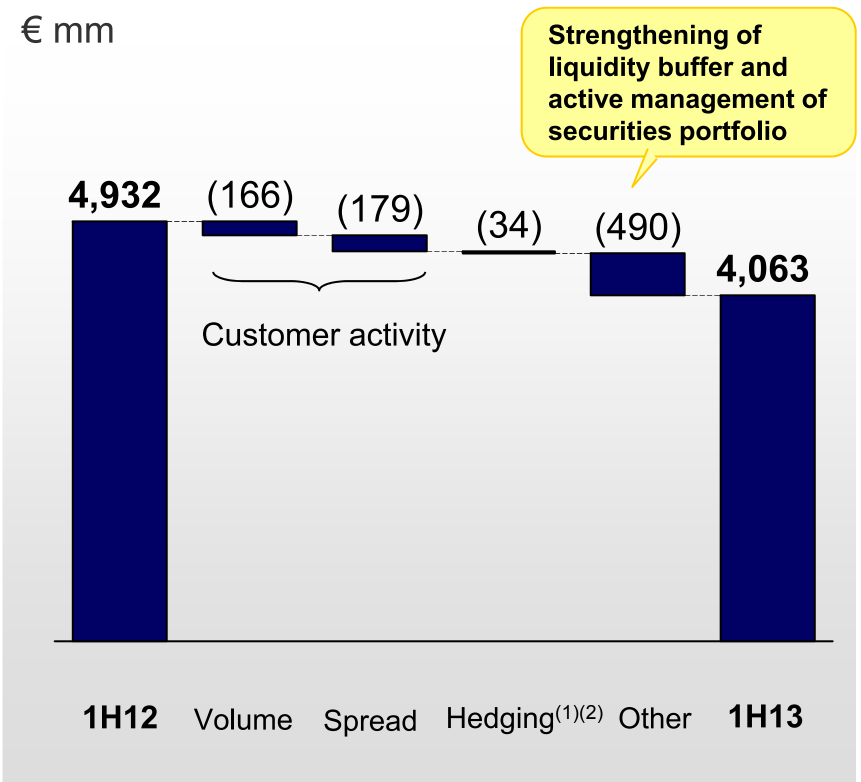
Net Interest Income: Impacted by Liquidity Buffer

Quarterly Analysis



Yearly Analysis



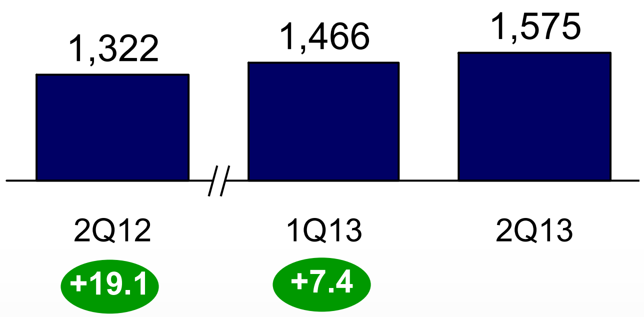
(1) ~€560mm benefit from hedging in 1H13, of which ~€270mm in 2Q13
(2) Core deposits

Net Fee and Commission Income: Strong and Sustained Growth

Quarterly Analysis

€ mm

% Δ 2Q13 vs 2Q12 and 1Q13

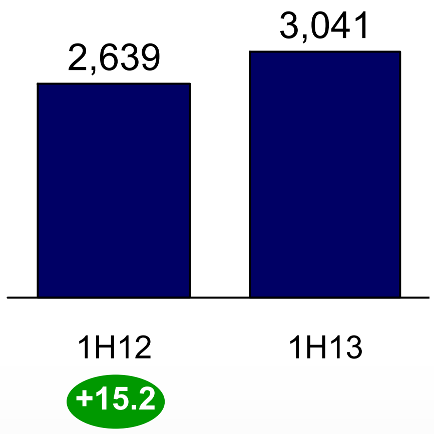


- Slight increase in commissions from Commercial banking activities vs 1Q13 (+0.7%; +€4mm)
- Strong growth in commissions from Management, dealing and consultancy activities vs 1Q13 (+16.2%; +€108mm) owing to AuM and insurance products
- €3.6bn increase in AuM stock in 2Q13

Yearly Analysis

€ mm

% Δ 1H13 vs 1H12



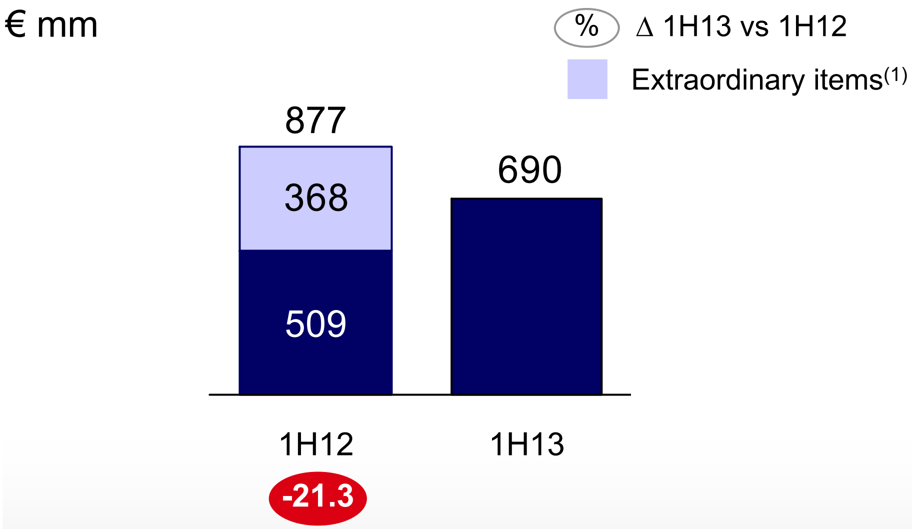
- Solid increase in commissions from Commercial banking activities (+9.0%; +€91mm) almost entirely due to current accounts
- Strong growth in commissions from Management, dealing and consultancy activities (+25.0%;+€289mm) owing to AuM and insurance products
- €20.6bn increase in AuM stock vs 1H12

Profits on Trading: A Solid First Half

Quarterly Analysis

- **€74mm increase (+46.0%) vs 2Q12**

Yearly Analysis



- **€181mm growth (+35.6%) excluding extraordinary items(1) booked in 1H12**

€113mm capital gain on €1.5bn senior note buy-back realised in July to be recorded in Q3

(1) Capital gains on Tier 1 notes buy-back and London Stock Exchange stake sale

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Profits on Trading: Positive Performance in All Activities

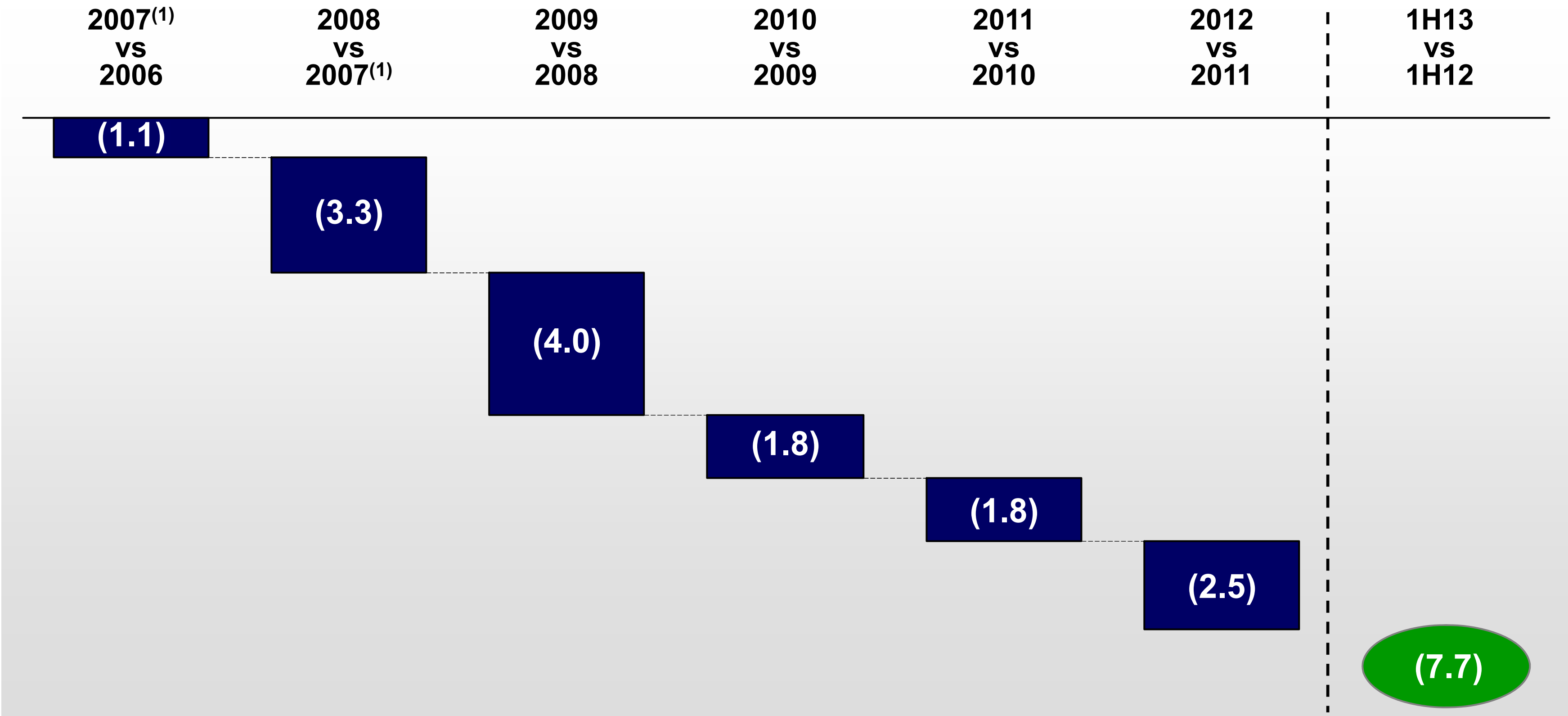
€ mm

	2Q12	1Q13	2Q13	1H12	1H13
Total	**161**	**455**	**235**	**877**	**690**
of which:					
Customers	**65**	**84**	**87**	**179**	**171**
Capital markets & Financial assets AFS	**89**(1)	**142**	**10**	**191**(1)	**152**
Proprietary Trading and Treasury (excluding Structured credit products)	**2**	**199**	**101**	**483**(2)	**300**
Structured credit products	**5**	**30**	**37**	**25**	**67**

Note: figures may not add up exactly due to rounding differences.
(1) Of which €94mm capital gain on sale of London Stock Exchange stake
(2) Of which €274mm capital gain on €1.2bn Tier 1 notes buy-back

Operating Costs: Accelerated Pace of Reduction and High Efficiency

Evolution of Operating Costs
%



Cost/Income: 50.1%

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

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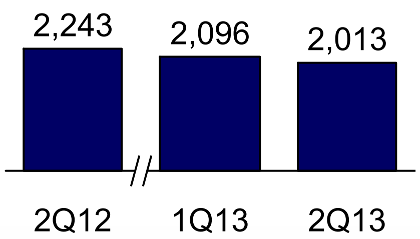
Operating Costs: €341mm Reduction on a Yearly Basis

Quarterly Analysis

% Δ 2Q13 vs 2Q12 and 1Q13

Operating Costs

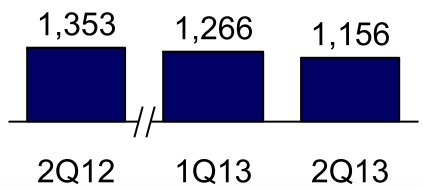
€ mm



-10.3 -4.0

Personnel Expenses

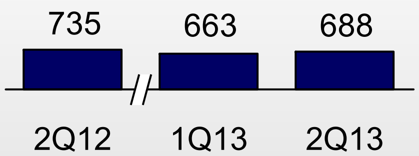
€ mm



-14.6 -8.7

Other Administrative Expenses

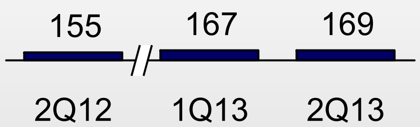
€ mm



-6.4 +3.8

Adjustments

€ mm



+9.0 +1.2

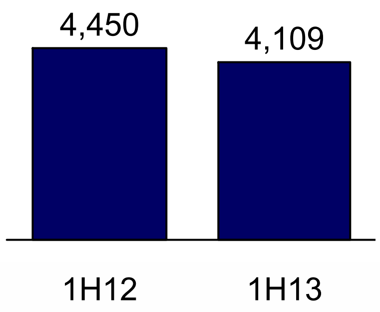
- Other administrative expenses down 6.4% vs 2Q12
- ~450 headcount reduction in 2Q13

Yearly Analysis

% Δ 1H13 vs 1H12

Operating Costs

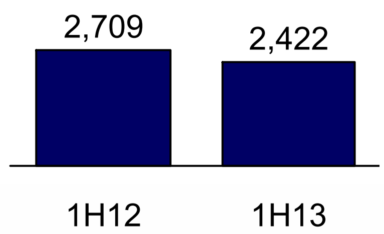
€ mm



-7.7

Personnel Expenses

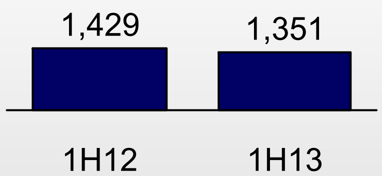
€ mm



-10.6

Other Administrative Expenses

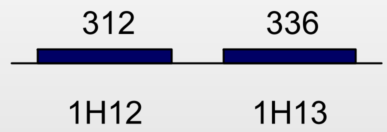
€ mm



-5.5

Adjustments

€ mm



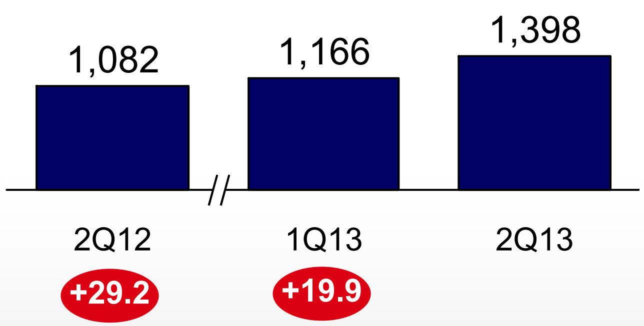
+7.7

- ~€430mm Operating costs reduction taking inflation into account
- ~4,650 headcount reduction on a yearly basis (~6,600 in 18 months)

Net Adjustments to Loans: Conservative Provisioning

Quarterly Analysis

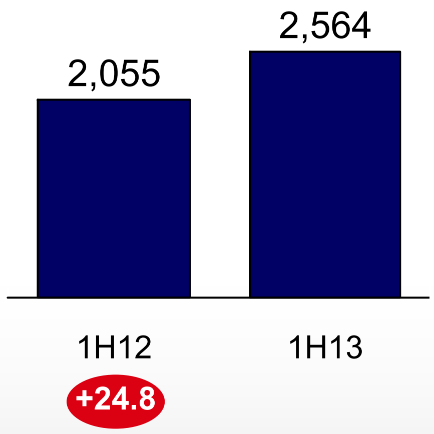
€ mm — % Δ 2Q13 vs 2Q12 and 1Q13



- Non-performing loans coverage up ~90bps in 2Q13 (44.2% vs 43.3% in 1Q13)
- ~€100mm provisions due to Hungary in 2Q13

Yearly Analysis

€ mm — % Δ 1H13 vs 1H12



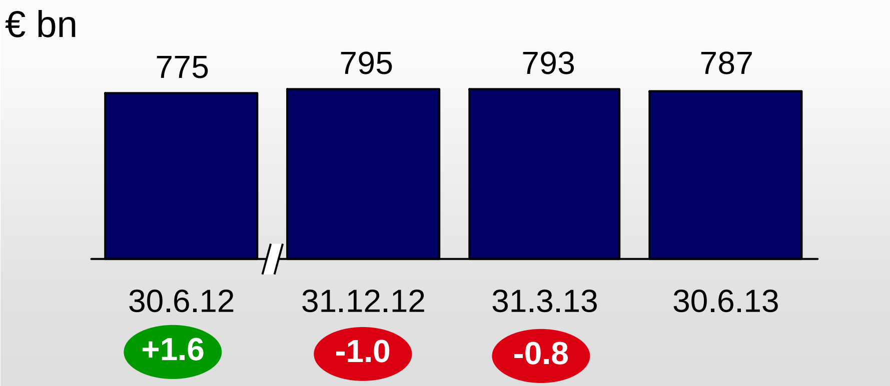
- Non-performing loans coverage up ~150bps vs 1H12 and YE12 (44.2% vs 42.7%)
- Performing loans coverage stable at ~0.8%
- Annualised Cost of credit at 143bps

Contents

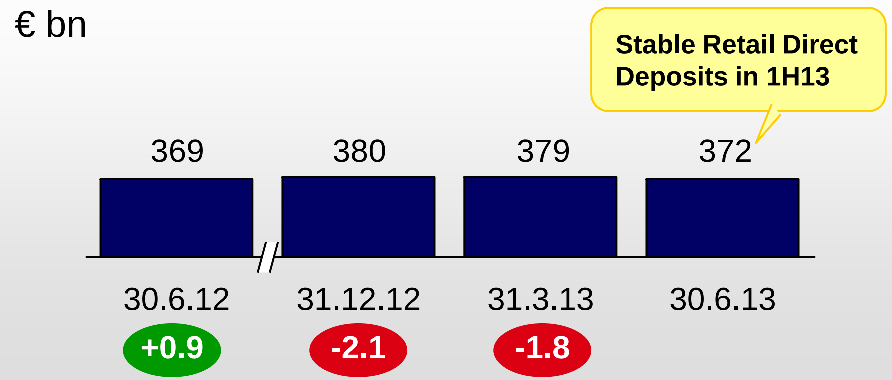
Growth in Customer Financial Assets on a Yearly Basis

% Δ 30.6.13 vs 30.6.12, 31.12.12 and 31.3.13

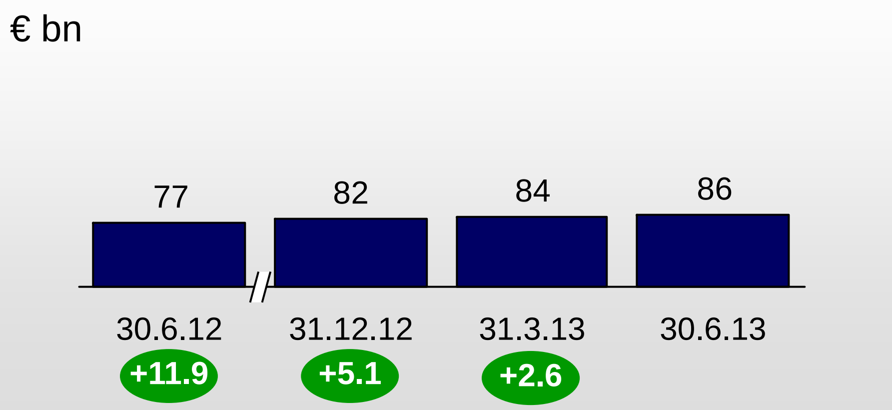
Customer Financial Assets[1]



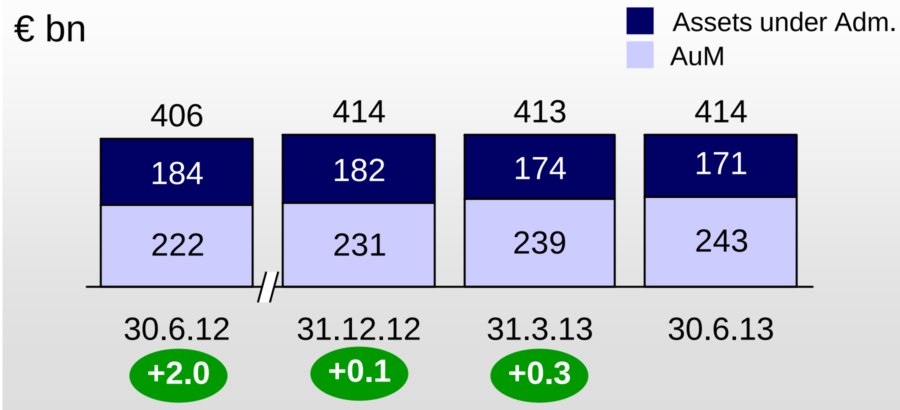
Direct Deposits from Banking Business



Direct Deposits from Insurance Business and Technical Reserves



Indirect Customer Deposits



Note: figures may not add up exactly due to rounding differences
(1) Net of duplications between Direct Deposits and Indirect Customer Deposits

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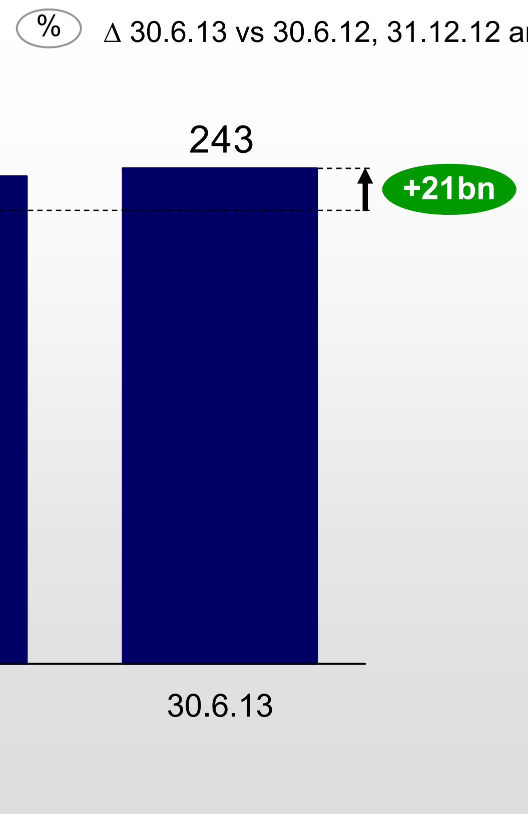
Strong and Sustained Growth in Assets under Management

Assets under Management

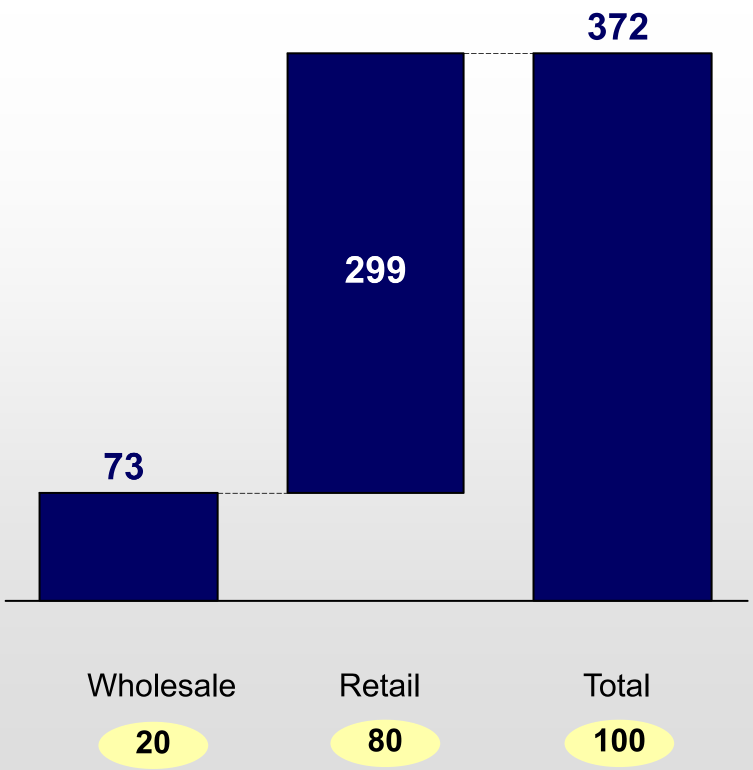
€ bn



Stable and Reliable Source of Funding from Retail Branch Network

Breakdown of Direct Deposits from Banking Business
€ bn as of 30.6.13

% Percentage of Total



	Wholesale	Retail
Current accounts and deposits	4	201
Repos and securities lending	7	-
Bonds	48(1)	81
Certificates of deposit + Commercial papers	6	1
Subordinated liabilities	8	5
Other deposits	-	12

+€10bn in 1H13 of which +€2bn in Q2

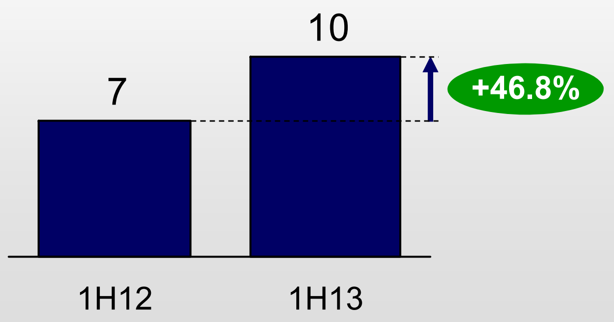
Retail Direct Deposits up €7bn on a yearly basis and stable vs 31.12.12 and 31.3.13

Note: figures may not add up exactly due to rounding differences
(1) Including ~€7bn of EMTN puttable and ~€11bn of covered bonds

Strong Funding Capability: 2013 Wholesale Bond Maturities Already Entirely Covered

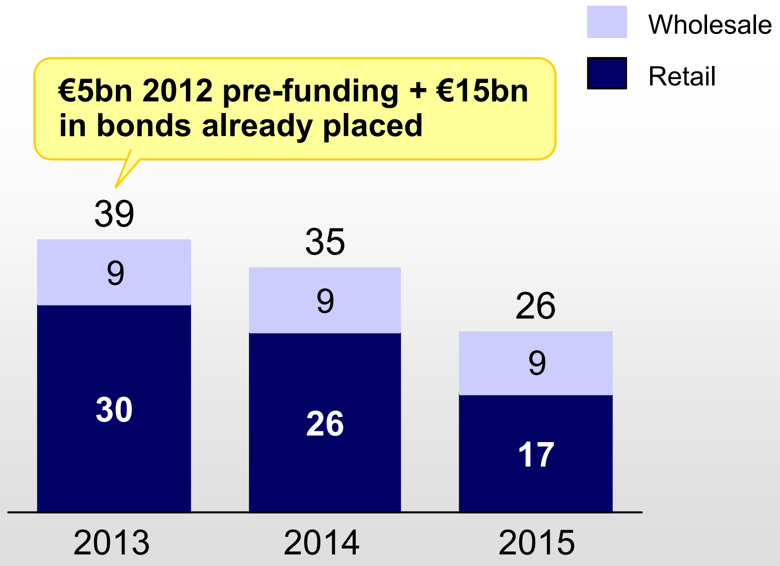
18-month Time Deposit Placements

€ bn



2013-2015 MLT Bond Maturities

€ bn



- **2013 wholesale bond maturities already entirely covered[(1)]**
- **2013 maturities in line with 2008-2012 €40bn annual average placements**

(1) Taking into account 2012 pre-funding

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Strong Funding Capability: Broad and Continued Access to International Markets

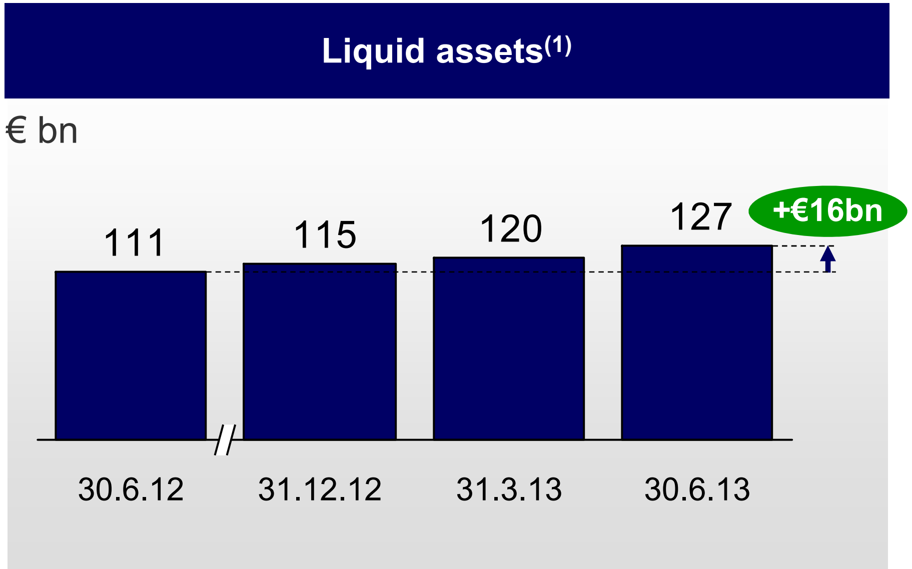
2012

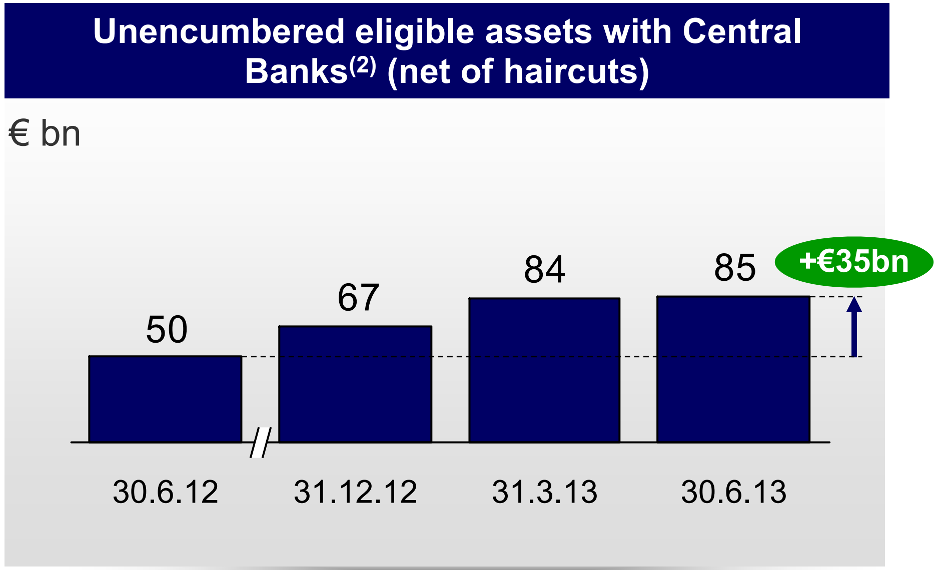
- €6bn of eurobonds and €2.25bn of covered bonds placed on the international markets (~80% demand from foreign investors; target exceeded by ~200%):
  - January: €1.5bn 18m eurobond, first senior unsecured benchmark issue from a eurozone "peripheral" bank for three months
  - February: €1bn 5y eurobond, first senior unsecured benchmark issue from a eurozone "peripheral" bank with maturity exceeding ECB's three-year LTRO
  - July: €1bn 3y eurobond, first senior unsecured benchmark issue from a eurozone "peripheral" bank since end-June EU summit
  - September: €1.25bn 4y senior unsecured benchmark eurobond and €1bn 7y benchmark covered bonds backed by residential and commercial mortgages
  - October: €1.25bn 7y eurobond, the longest maturity for a senior unsecured benchmark issue from a eurozone "peripheral" bank in the first ten months of 2012
  - November: €1.25bn 10y benchmark covered bonds mostly backed by residential and commercial mortgages

2013

- €1bn of eurobonds, €1bn of covered bonds and $3.5bn of US bonds placed on the international markets (95% demand from foreign investors; target exceeded by ~200%)
  - January:
    - $3.5bn 3y and 5y senior dual tranche bond issue on the US market, the largest public issue by a European financial issuer on the US$ market since January 2011
    - €1bn 12y benchmark covered bonds backed by residential and commercial mortgages, the longest maturity bond issued by a Southern European bank since February 2011
    - €750mm 2.5y eurobond senior unsecured issue
  - April: €250mm 2.5y eurobond senior unsecured issue (2nd tranche of the €750mm January issue)

High Liquidity: Strong Increase in Eligible Assets



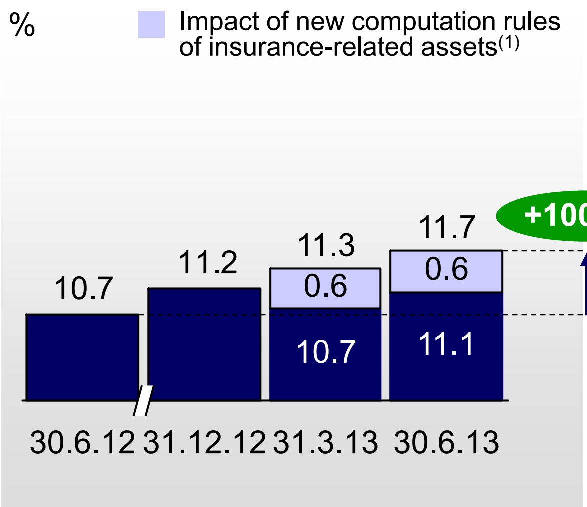


- €12bn ECB funding payback in 2Q13 (€24bn[3] ECB funding as of 30.6.13)
- LCR and NSFR well above Basel 3 requirements for 2018-2019
- Loan to Deposit ratio[4] down to 96.3%, -2.7pp vs 31.12.12 and -1.7pp vs 31.3.13

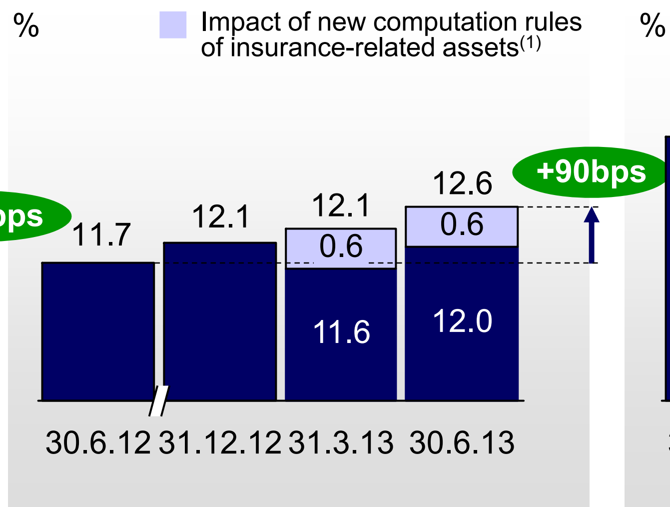
(1) Stock of own-account eligible assets, including assets used as collateral and excluding eligible assets received as collateral
(2) Eligible assets freely available, excluding assets used as collateral and including eligible assets received as collateral
(3) Entirely February 2012 three-year LTRO
(4) Loans to Customers/Direct Deposits from Banking Business

Strong Capital Base: High Capital Ratios Further Improved

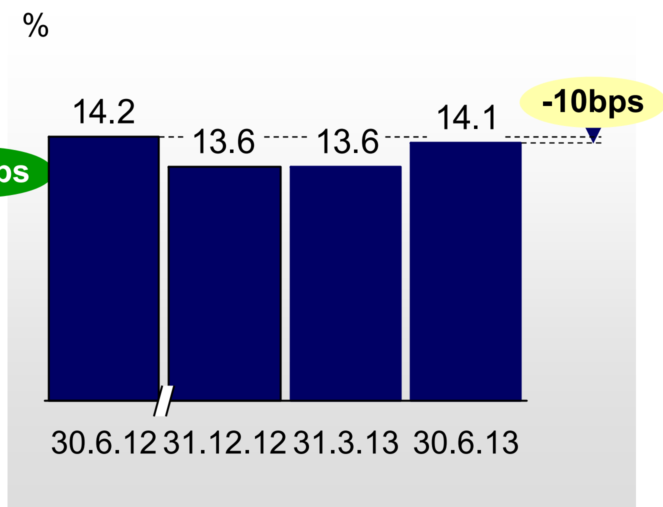
Core Tier 1 ratio



Tier 1 ratio



Total Capital ratio



- **Capital ratios after pro-quota dividends[2]**
- **11.0% pro-forma Common Equity ratio[3]**

Note: figures may not add up exactly due to rounding differences

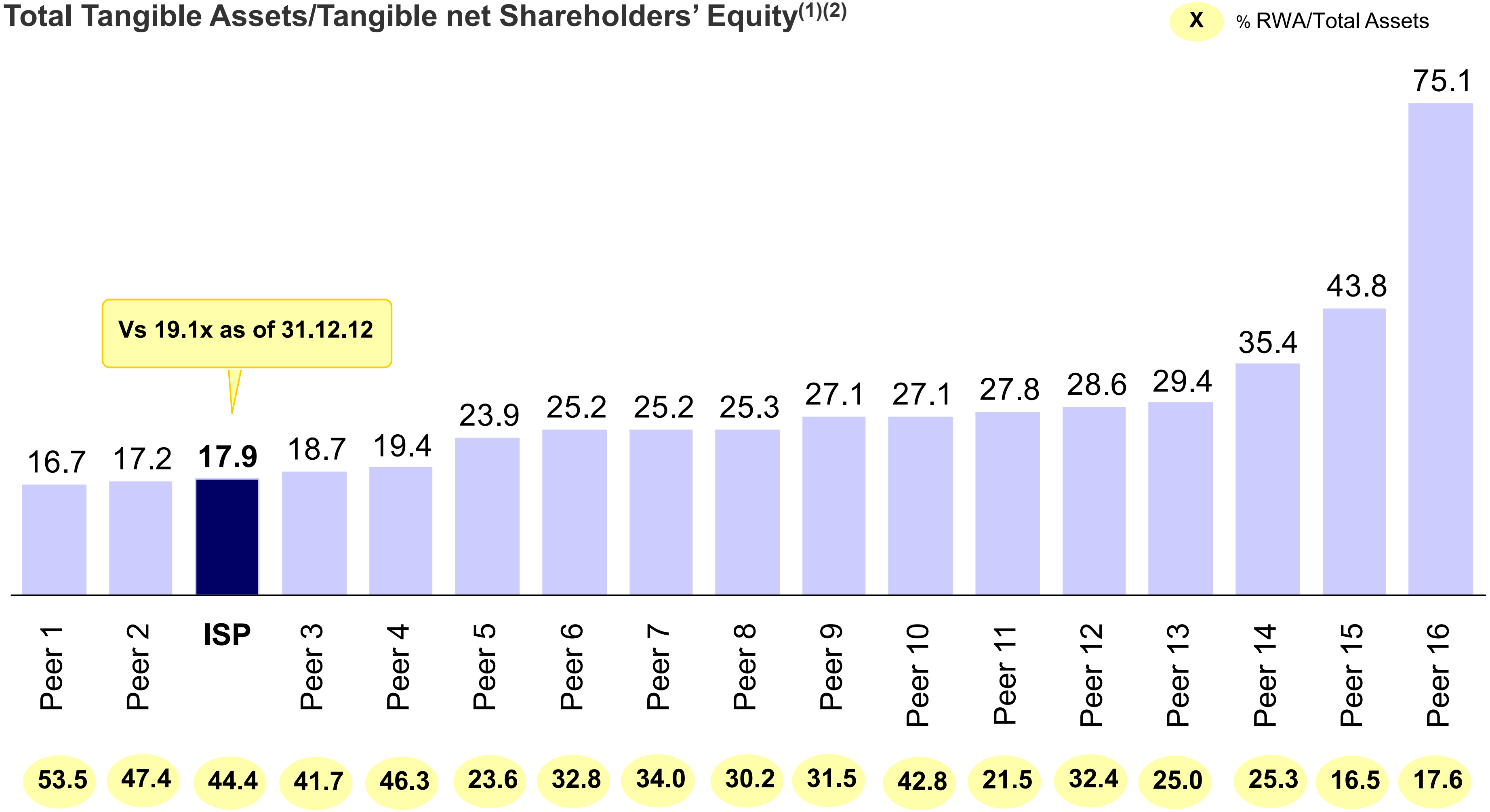
(1) Until year-end 2012, Basel 2 transitional regulations applied by the Bank of Italy allowed banks to deduct their insurance investments, made prior to July 20th 2006, from their total regulatory capital. Effective January 1st 2013, this no longer applies and banks are now required to deduct 50% of these investments from Tier 1 and 50% from Tier 2

(2) €416mm assuming the half-year quota of €832mm cash dividend paid in 2013 for 2012

(3) Fully phased-in Basel 3 (based on 30.6.13 financial statements considering the total absorption of DTA related to goodwill realignment and the expected absorption before 2019 of DTA on losses carried forward) estimated according to available information; including estimated benefits from optimization of sources and capital requirements and from sovereign risk shock absorption (~59bps)

Deliberate Low Leverage Strategy in a Volatile Environment

Total Tangible Assets/Tangible net Shareholders' Equity(1)(2)

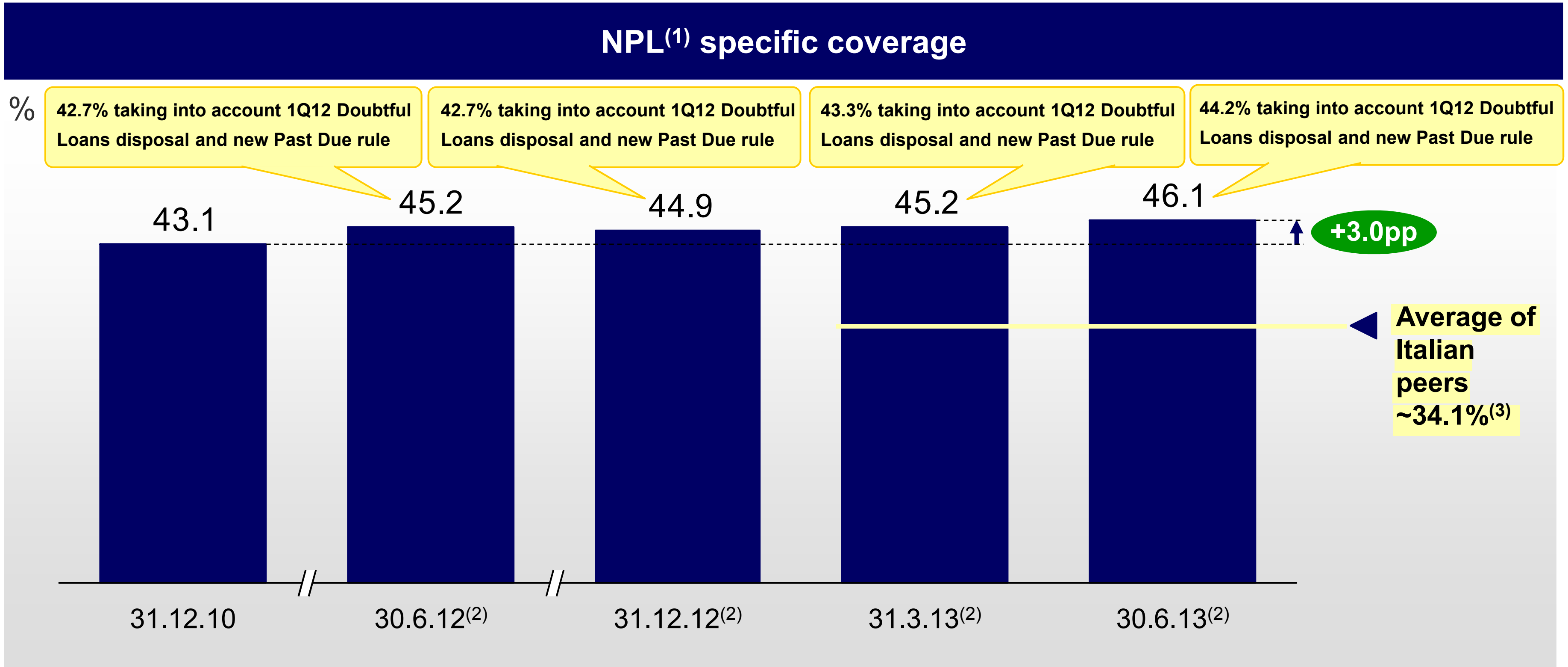


(1) Sample: HSBC and Standard Chartered (data as of 31.12.12); BPCE, Commerzbank, Crédit Agricole SA, ING and UniCredit (data as of 31.3.13); Barclays, BBVA, BNP Paribas, Credit Suisse, Deutsche Bank, Nordea, Santander, Société Générale and UBS (data as of 30.6.13)
(2) Net Shareholders' Equity including Net Income - net of interim dividends paid or to be paid - and excluding Goodwill and other Intangibles

Contents

INTESA SANPAOLO

Non-performing Loans: Solid and Further Increased Coverage

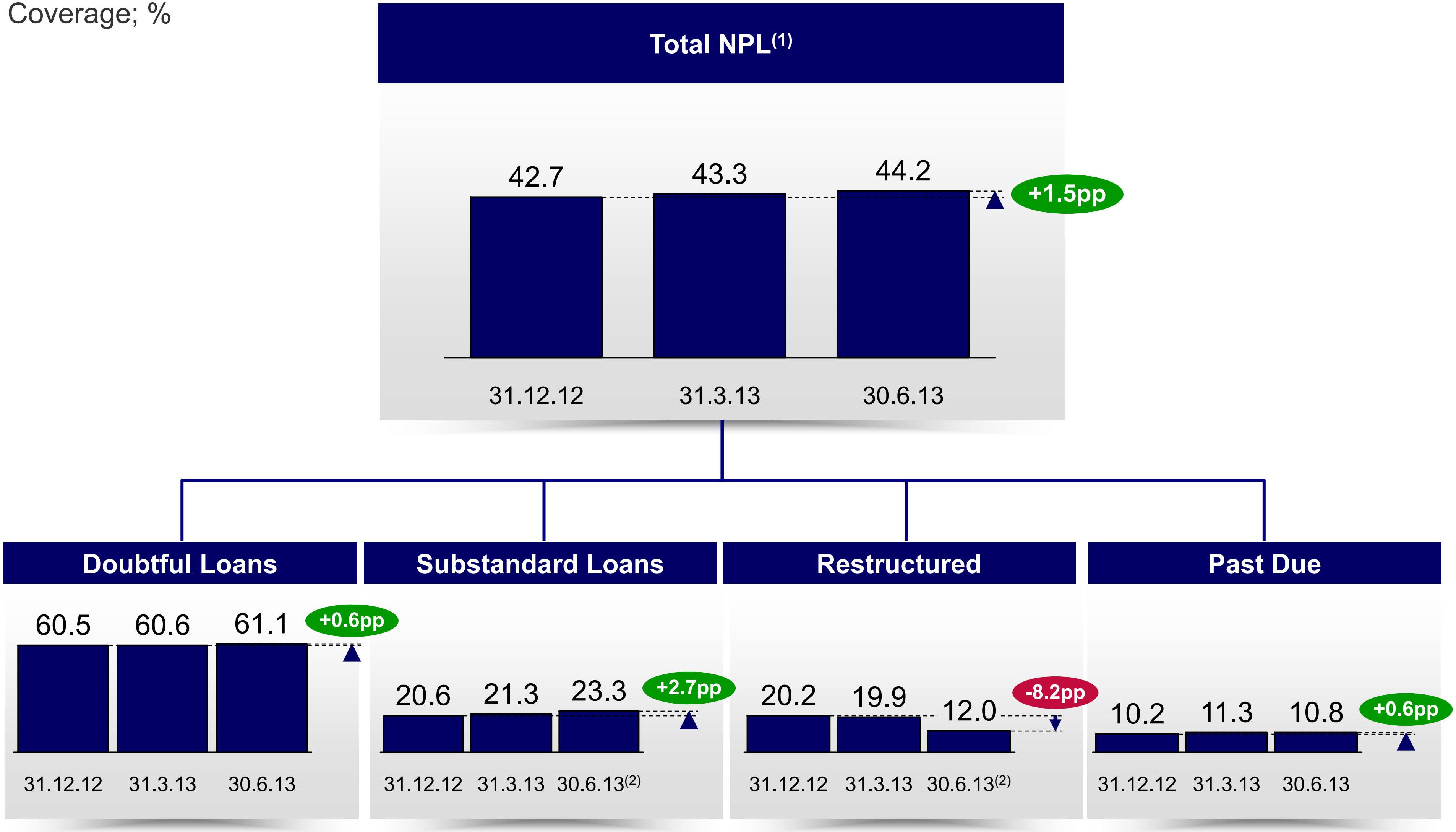


- Doubtful Loans recovery rate[4] at 144% in the period 2009-1H13
- Doubtful Loans total coverage at 123% (including collateral and guarantees)
- 1Q12 sale of €1,640mm of gross Doubtful Loans at Net Book Value (~€270mm) demonstrates conservative provisioning

(1) Doubtful Loans (sofferenze), Substandard Loans (incagli), Restructured (ristrutturati) and Past Due (scaduti e sconfinanti; 90 days starting in 2012 vs 180 until 31.12.11)
(2) Pro-forma
(3) Sample: BPOP, MPS, UBI and UniCredit (data as of 31.3.13)
(4) Repayment on Doubtful Loans/Net book value

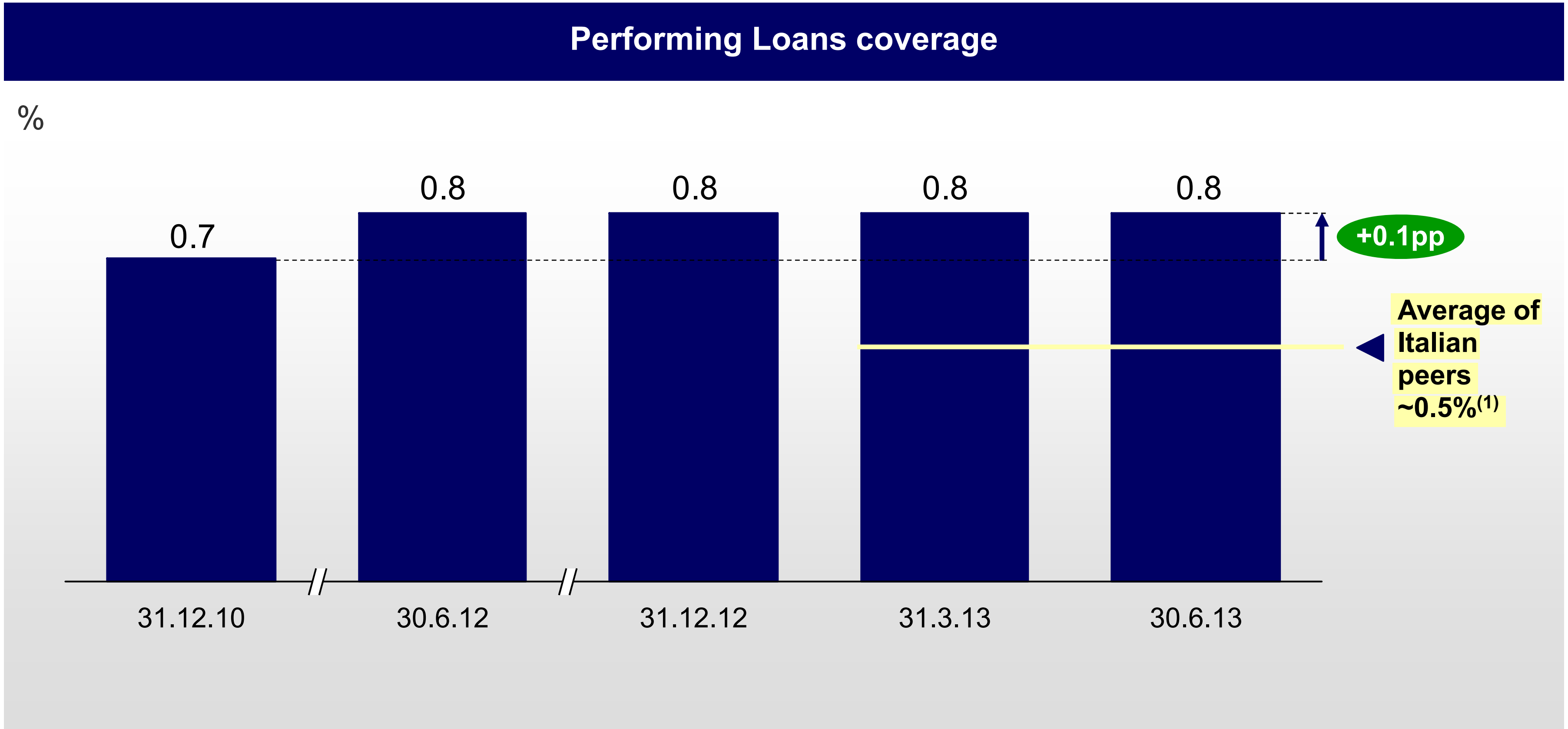
Non-performing Loans: Further Increase in Coverage

Coverage; %



(1) Doubtful Loans (sofferenze), Substandard Loans (incagli), Restructured (ristrutturati) and Past Due (scaduti e sconfinanti)
(2) Figures take into consideration the reclassification to Substandard Loans of a single name, previously included under Restructured loans (approximately €1.2bn gross and €800mm net of adjustments, which were unchanged)

Performing Loans: Stable and Robust Coverage

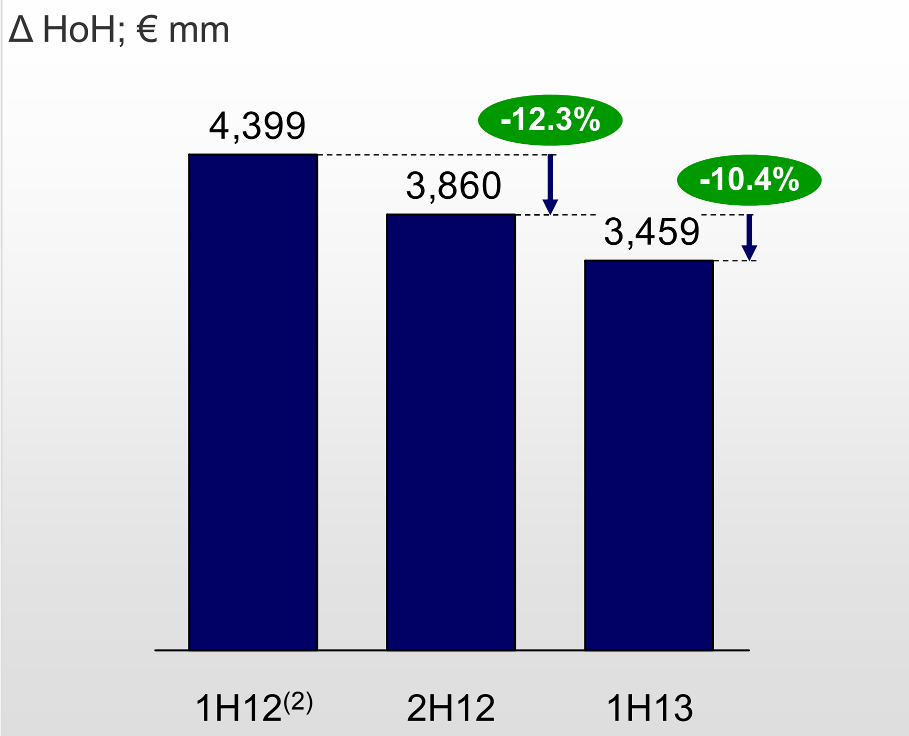


~80bps of countercyclical provision buffer confirmed

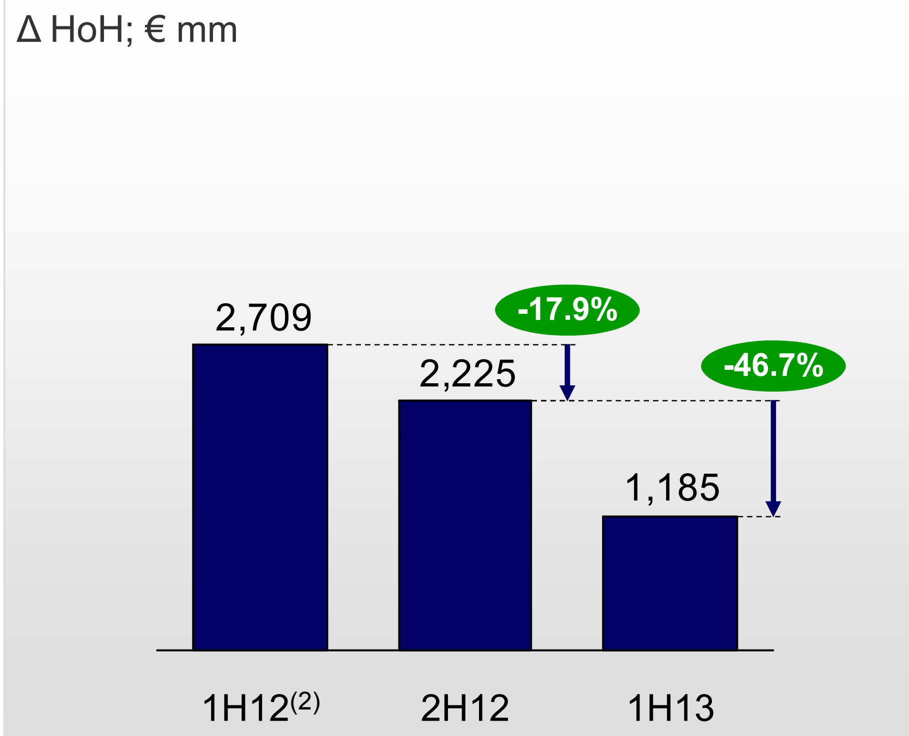
(1) Sample: BPOP, MPS, UBI and UniCredit (data as of 31.3.13)

Non-performing Loans: Decline in Stock Formation vs 1H12 and 2H12

Gross NPL(1) Δ stock



Net NPL(1) Δ stock

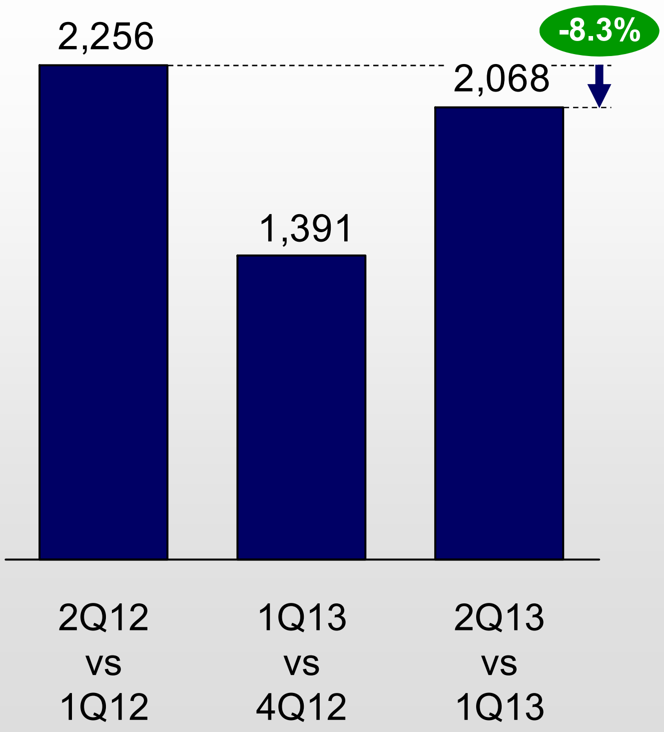


(1) Doubtful Loans (sofferenze), Substandard Loans (incagli), Restructured (ristrutturati) and Past Due (scaduti e sconfinanti)
(2) 1H12 figures recalculated to take into consideration the regulatory changes to Past Due classification criteria introduced by Bank of Italy (90 days since 2012 vs 180 until 31.12.11) and 1Q12 Doubtful Loans disposal

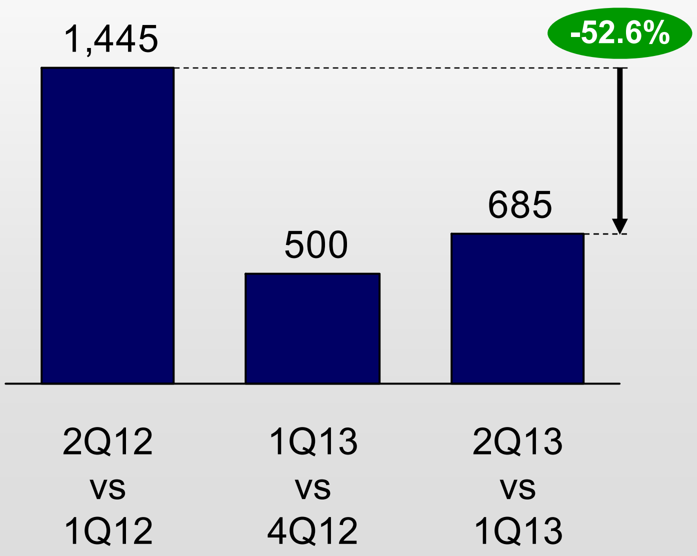
Non-performing Loans: Decline in Stock Formation vs 2Q12

Gross NPL(1) Δ stock	Net NPL(1) Δ stock

Δ QoQ; € mm



Δ QoQ; € mm



(1) Doubtful Loans (sofferenze), Substandard Loans (incagli), Restructured (ristrutturati) and Past Due (scaduti e sconfinanti)

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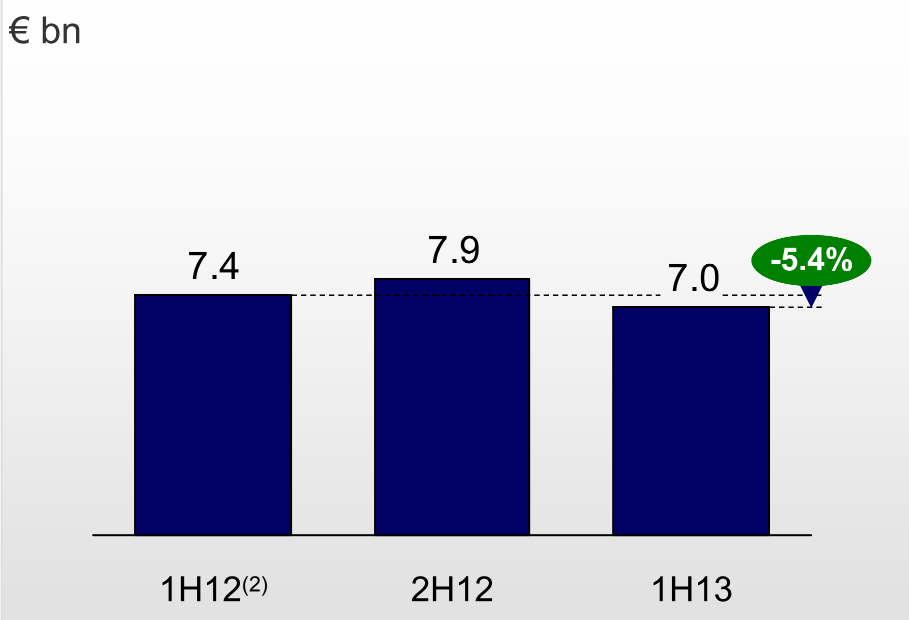
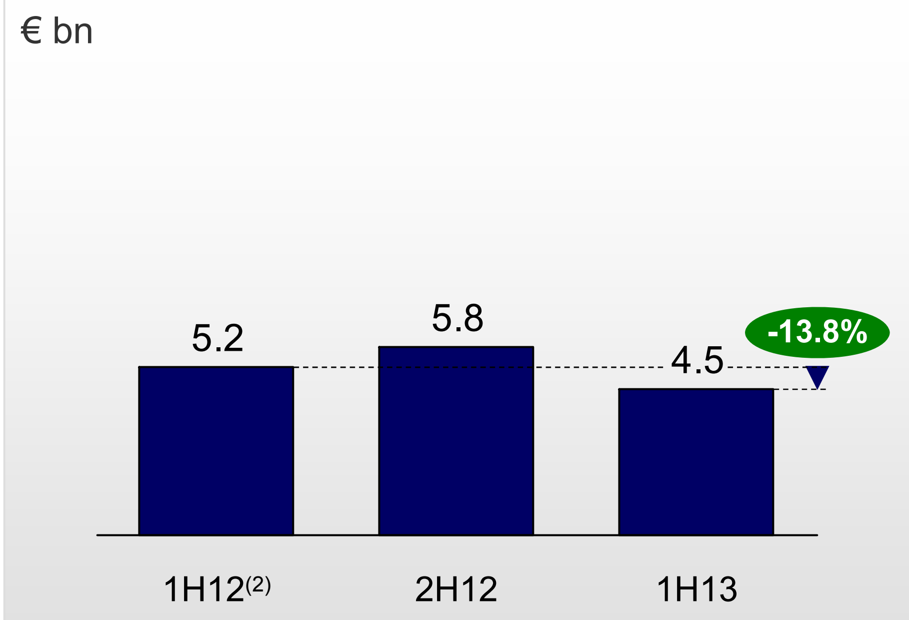
Non-performing Loans: Decline in Inflow vs 1H12 and 2H12

Gross inflow of new NPL(1) from Performing Loans



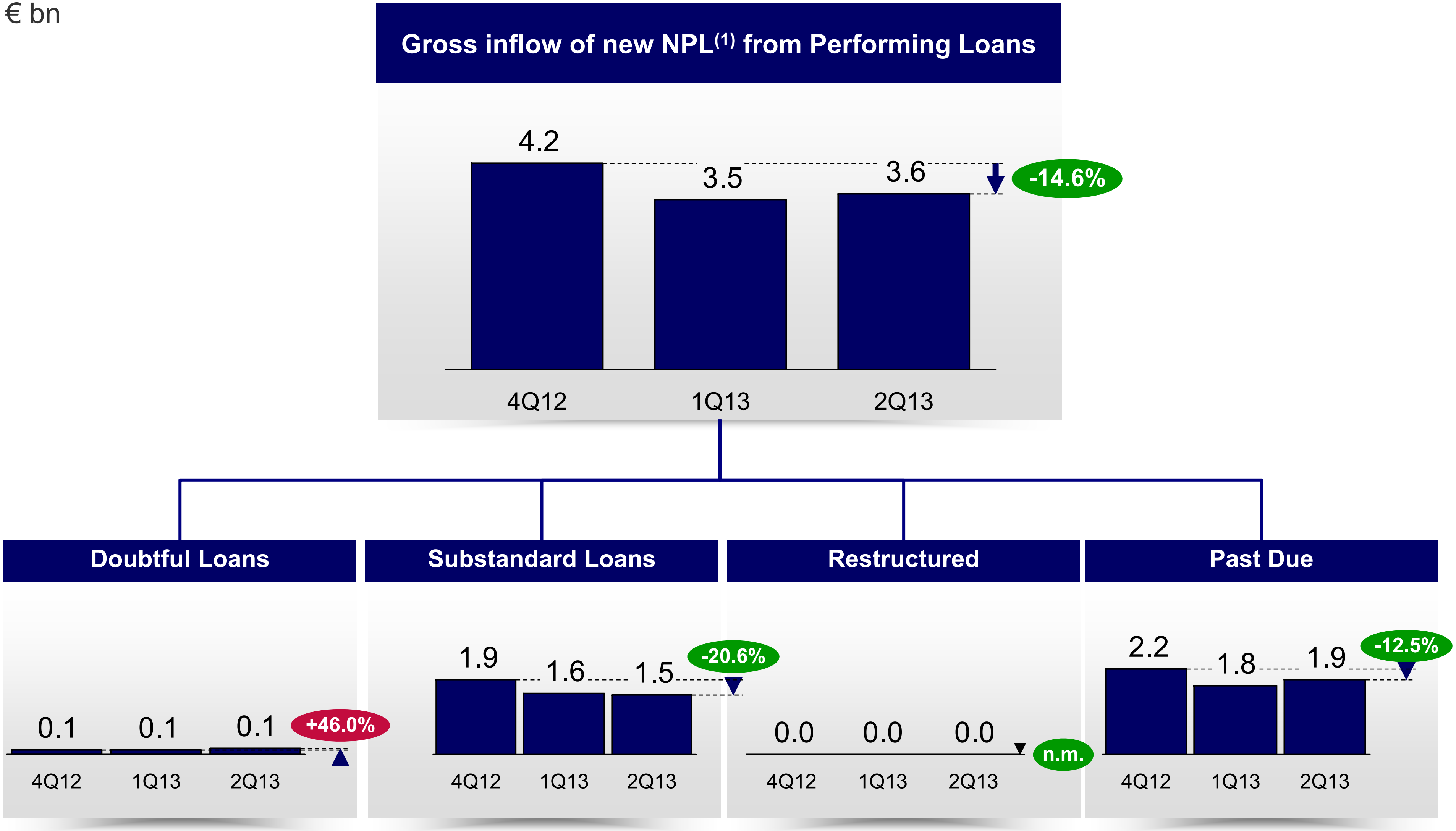
Net inflow of new NPL(1) from Performing Loans



(1) Doubtful Loans (sofferenze), Substandard Loans (incagli), Restructured (ristrutturati) and Past Due (scaduti e sconfinanti)
(2) 1H12 figures recalculated to take into consideration the regulatory changes to Past Due classification criteria introduced by Bank of Italy (90 days since 2012 vs 180 until 31.12.11)

Non-performing Loans: Decline in Gross Inflow vs 4Q12

€ bn

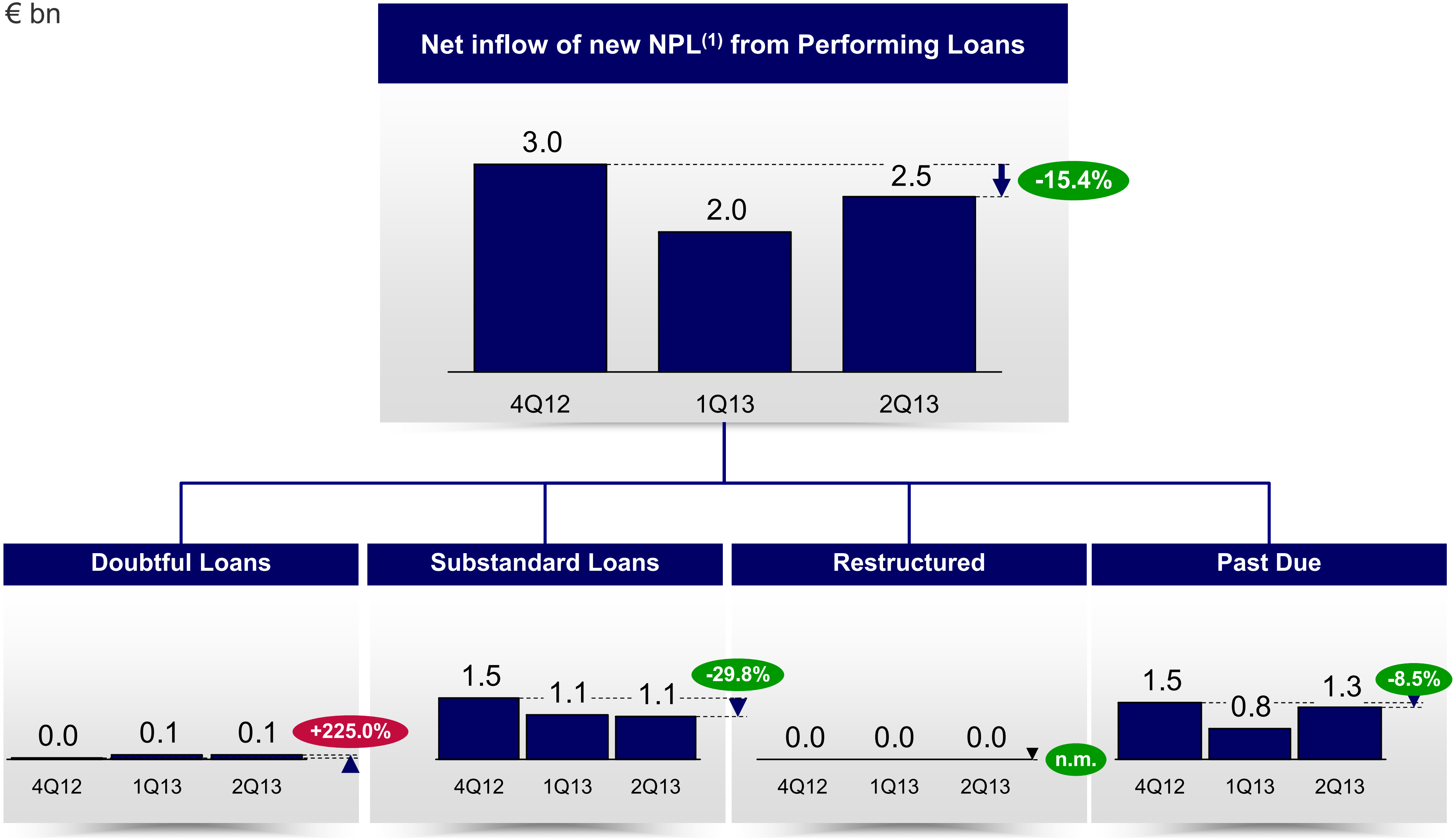


Note: figures may not add up exactly due to rounding differences

(1) Doubtful Loans (sofferenze), Substandard Loans (incagli), Restructured (ristrutturati) and Past Due (scaduti e sconfinanti)

Non-performing Loans: Decline in Net Inflow vs 4Q12

€ bn



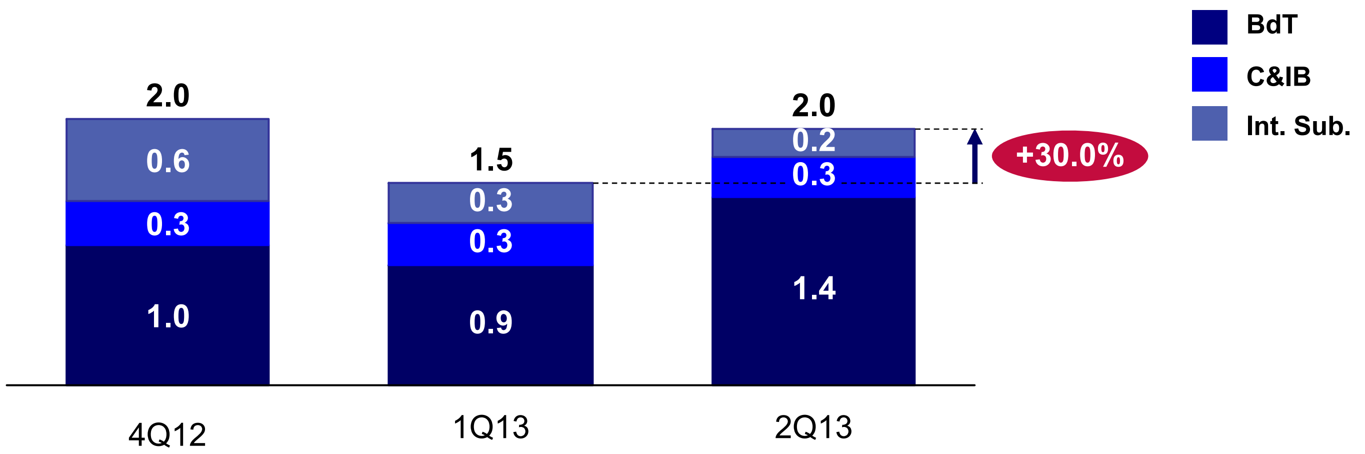
Note: figures may not add up exactly due to rounding differences

(1) Doubtful Loans (sofferenze), Substandard Loans (incagli), Restructured (ristrutturati) and Past Due (scaduti e sconfinanti)

New Doubtful Loans: Increase in Gross Inflow vs 1Q13 but Stable vs 4Q12

€ bn

Group's new Doubtful Loans(1) gross inflow



BdT's new Doubtful Loans(1) gross inflow

	4Q12	1Q13	2Q13
Total	**1.0**	**0.9**	**1.4**
Product Companies(2)	0.1	0.1	0.1
Small Business	0.2	0.2	0.2
Individuals	0.2	0.2	0.2
SMEs	0.5	0.4	0.9

C&IB's new Doubtful Loans(1) gross inflow

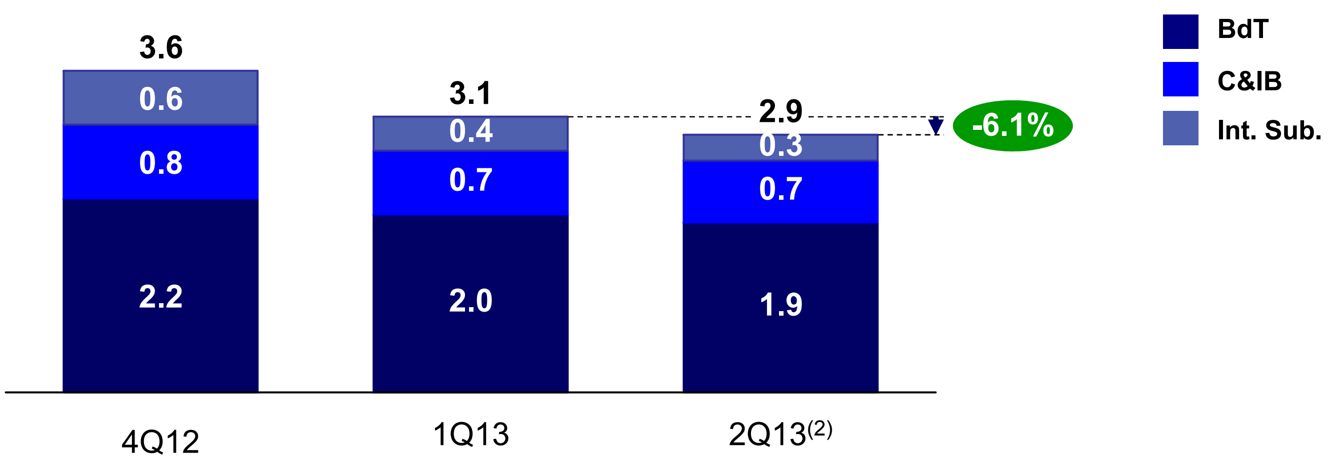
	4Q12	1Q13	2Q13
Total	**0.3**	**0.3**	**0.3**
Product Companies(3)	0.2	0.1	0.2
Mid Corporate	0.1	0.1	0.1
Large Corporate	-	-	-
Public Finance	-	-	-

Note: figures may not add up exactly due to rounding differences. Figures do not yet take into account the change in the scope of the Banca dei Territori Division and the Corporate and Investment Banking Division approved by the Management Board on May 21st 2013
(1) Sofferenze (2) Industrial credit (3) Leasing and Factoring

New Substandard Loans: Decrease in Gross Inflow vs 1Q13 and vs 4Q12

€ bn

Group's new Substandard Loans(1) gross inflow



BdT's new Substandard Loans(1) gross inflow

	4Q12	1Q13	2Q13
Total	**2.2**	**2.0**	**1.9**
Product Companies(3)	0.2	0.2	0.1
Small Business	0.4	0.3	0.3
Individuals	0.4	0.3	0.3
SMEs	1.2	1.2	1.1

C&IB's new Substandard Loans(1) gross inflow

	4Q12	1Q13	2Q13
Total	**0.8**	**0.7**	**0.7** (2)
Product Companies(4)	0.3	0.3	0.3
Mid Corporate	0.4	0.3	0.2
Large Corporate	0.2	0.1	0.1
Public Finance	-	-	0.1

Note: figures may not add up exactly due to rounding differences. Figures do not yet take into account the change in the scope of the Banca dei Territori Division and the Corporate and Investment Banking Division approved by the Management Board on May 21st 2013

(1) Incagli

(2) Figures do not take into consideration the reclassification to Substandard Loans of a single name, previously included under Restructured loans (approximately €1.2bn gross and €800mm net of adjustments, which were unchanged)

(3) Industrial credit (4) Leasing and Factoring

Non-performing Loans: Breakdown

Gross NPL

€ mm

	31.12.12	31.3.13	30.6.13
Total	**49,673**	**51,064**	**53,132**
Past Due	3,244	2,684	2,791
- of which 90-180 days	*1,281*	*1,049*	*1,031*
Restructured	3,587	3,605	2,272[3]
Substandard[1]	14,480	15,420	17,100[3]
Doubtful[2]	28,362	29,355	30,969

Net NPL

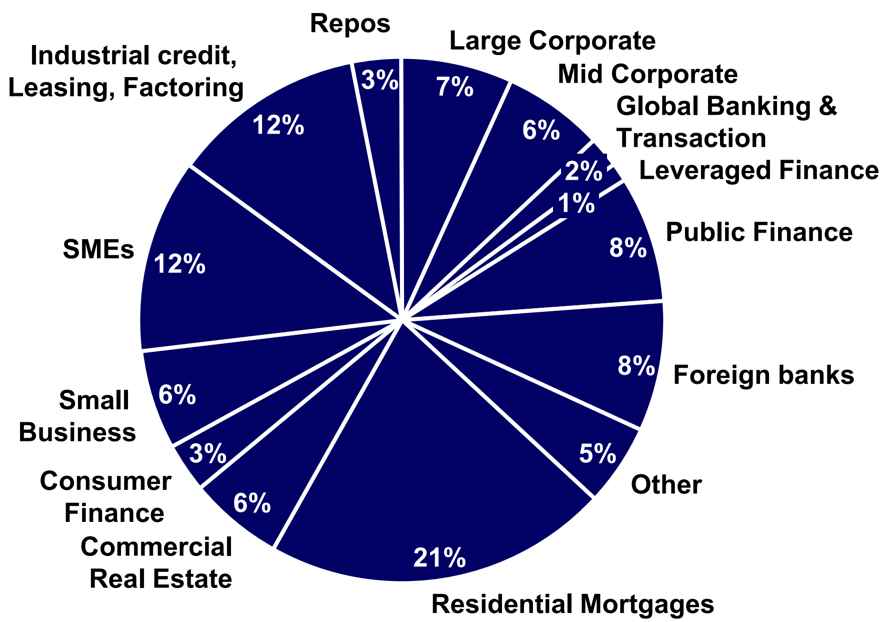
€ mm

	31.12.12	31.3.13	30.6.13
Total	**28,472**	**28,972**	**29,657**
Past Due	2,912	2,382	2,489
- of which 90-180 days	*1,193*	*958*	*938*
Restructured	2,863	2,889	1,999[3]
Substandard[1]	11,495	12,143	13,114[3]
Doubtful[2]	11,202	11,558	12,055

(1) Incagli
(2) Sofferenze
(3) Substandard loans increase in 2Q13 largely due to the reclassification to Substandard Loans of a single name, previously included under Restructured loans (approximately €1.2bn gross and €800mm net of adjustments, which were unchanged)

Loans to Customers: Well-Diversified Portfolio

Breakdown by business area
(Data as of 30.6.13)



- **Low risk profile of residential mortgage portfolio**
  - **Instalment/available income ratio at 38%**
  - **Average Loan-to-Value equal to 51%**
  - **Original average maturity equal to ~20 years**
  - **Residual average life equal to ~13 years**

Breakdown by economic business sectors

	31.3.13	30.6.13
Loans of the Italian banks and companies of the Group		
Households	**23.6%**	**24.0%**
Public Administration	**4.4%**	**4.5%**
Financial companies	**4.9%**	**3.9%**
Non-financial companies	**50.0%**	**50.0%**
of which:		
HOLDING AND OTHER	9.6%	9.9%
CONSTRUCTION AND MATERIALS FOR CONSTR.	7.1%	7.3%
DISTRIBUTION	6.4%	6.3%
SERVICES	6.0%	6.1%
UTILITIES	3.0%	2.9%
TRANSPORT	3.0%	2.6%
METALS AND METAL PRODUCTS	2.5%	2.6%
AGRICULTURE	1.8%	1.8%
FOOD AND DRINK	1.8%	1.8%
MECHANICAL	1.7%	1.7%
FASHION	1.3%	1.3%
INTERMEDIATE INDUSTRIAL PRODUCTS	1.4%	1.3%
ELECTROTECHNICAL AND ELECTRONIC	1.0%	1.0%
ENERGY AND EXTRACTION	0.6%	0.7%
TRANSPORTATION MEANS	0.6%	0.6%
BASE AND INTERMEDIATE CHEMICALS	0.6%	0.5%
PUBLISHING AND PRINTING	0.5%	0.5%
FURNITURE	0.4%	0.4%
PHARMACEUTICAL	0.3%	0.3%
OTHER CONSUMPTION GOODS	0.3%	0.3%
MASS CONSUMPTION GOODS	0.1%	0.1%
WHITE GOODS	0.1%	0.1%
Rest of the world	**5.6%**	**5.7%**
Loans of the foreign banks and companies of the Group	**8.4%**	**8.6%**
Doubtful Loans	**3.1%**	**3.4%**
TOTAL	**100.0%**	**100.0%**

Note: figures may not add up exactly due to rounding differences

Contents

Divisional Financial Highlights: Positive Contribution from All Business Units

Data as of 30.6.13

	Banca dei Territori	Eurizon Capital	Corporate & Investment Banking	International Subsidiary Banks	Banca Fideuram	Corporate Centre / Others(1)	Total
Operating Income (€ mm)	**5,221**	**164**	**2,109**	**1,064**	**418**	**(771)**	**8,205**
Operating Margin (€ mm)	**2,650**	**113**	**1,647**	**480**	**265**	**(1,059)**	**4,096**
Net Income (€ mm)	**420**	**70**	**645**	**12**	**134**	**(859)**	**422**
Cost/Income (%)	**49.2**	**31.1**	**21.9**	**54.9**	**36.6**	**n.m.**	**50.1**
RWA (€ bn)	**95.7**	**0.4**	**122.5**	**30.4**	**5.1**	**33.2**	**287.3**
Direct Deposits from Banking Business (€ bn)	**199.0**	**n.m.**	**113.6**	**30.8**	**7.1**	**21.8**	**372.2**
Loans to Customers (€ bn)	**177.5**	**0.1**	**137.7**	**28.5**	**3.8**	**10.8**	**358.4**

Note: figures may not add up exactly due to rounding differences. Figures do not yet take into account the change in the scope of the Banca dei Territori Division and the Corporate and Investment Banking Division approved by the Management Board on May 21st 2013
(1) Treasury Department, Central Structures, capital not allocated to Business Units and consolidation adjustments

Banca dei Territori H1 vs H1: Strong Growth in Operating Margin

€ mm

	1H12	1H13	Δ%
Net interest income	2,962	2,831	(4.4)
Dividends and P/L on investments carried at equity	1	0	(100.0)
Net fee and commission income	1,607	1,944	21.0
Profits (Losses) on trading	51	34	(33.3)
Income from insurance business	394	399	1.3
Other operating income (expenses)	9	13	44.4
Operating income	**5,024**	**5,221**	**3.9**
Personnel expenses	(1,666)	(1,484)	(10.9)
Other administrative expenses	(1,135)	(1,083)	(4.6)
Adjustments to property, equipment and intangible assets	(4)	(4)	0.0
Operating costs	**(2,805)**	**(2,571)**	**(8.3)**
Operating margin	**2,219**	**2,650**	**19.4**
Net provisions for risks and charges	(11)	(21)	90.9
Net adjustments to loans	(1,157)	(1,719)	48.6
Net impairment losses on other assets	(3)	(2)	(33.3)
Profits (Losses) on HTM and on other investments	0	0	n.m.
Income before tax from continuing operations	**1,048**	**908**	**(13.4)**
Taxes on income from continuing operations	(365)	(382)	4.7
Charges (net of tax) for integration and exit incentives	(20)	(24)	20.0
Effect of purchase cost allocation (net of tax)	(84)	(82)	(2.4)
Goodwill impairment (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	**579**	**420**	**(27.5)**

+0.7% excluding the positive effect of non-recurring taxation in 1H12

Note: figures may not add up exactly due to rounding differences. Figures do not yet take into account the change in the scope of the Banca dei Territori Division and the Corporate and Investment Banking Division approved by the Management Board on May 21st 2013

Banca dei Territori Q2 vs Q1: Increase in Operating Margin

€ mm

	1Q13	2Q13	Δ%
Net interest income	1,412	1,419	0.5
Dividends and P/L on investments carried at equity	0	0	(37.4)
Net fee and commission income	947	997	5.2
Profits (Losses) on trading	18	16	(9.8)
Income from insurance business	212	187	(11.6)
Other operating income (expenses)	3	10	290.6
Operating income	**2,592**	**2,629**	**1.4**
Personnel expenses	(769)	(715)	(6.9)
Other administrative expenses	(551)	(532)	(3.4)
Adjustments to property, equipment and intangible assets	(2)	(2)	(0.6)
Operating costs	**(1,321)**	**(1,249)**	**(5.5)**
Operating margin	**1,270**	**1,380**	**8.6**
Net provisions for risks and charges	(8)	(13)	61.7
Net adjustments to loans	(770)	(949)	23.2
Net impairment losses on other assets	(0)	(1)	481.1
Profits (Losses) on HTM and on other investments	0	(0)	n.m.
Income before tax from continuing operations	**492**	**416**	**(15.4)**
Taxes on income from continuing operations	(217)	(165)	(24.0)
Charges (net of tax) for integration and exit incentives	(9)	(16)	83.2
Effect of purchase cost allocation (net of tax)	(43)	(39)	(7.8)
Goodwill impairment (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	**224**	**196**	**(12.3)**

Note: figures may not add up exactly due to rounding differences. Figures do not yet take into account the change in the scope of the Banca dei Territori Division and the Corporate and Investment Banking Division approved by the Management Board on May 21st 2013

Eurizon Capital H1 vs H1: Strong Growth in Profitability

€ mm

	1H12	1H13	Δ%
Net interest income	1	1	0.0
Dividends and P/L on investments carried at equity	6	8	33.3
Net fee and commission income	122	154	26.2
Profits (Losses) on trading	1	1	0.0
Income from insurance business	0	0	n.m.
Other operating income (expenses)	3	0	(100.0)
Operating income	**133**	**164**	**23.3**
Personnel expenses	(27)	(23)	(14.8)
Other administrative expenses	(32)	(28)	(12.5)
Adjustments to property, equipment and intangible assets	0	0	n.m.
Operating costs	**(59)**	**(51)**	**(13.6)**
Operating margin	**74**	**113**	**52.7**
Net provisions for risks and charges	(1)	3	n.m.
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	**73**	**116**	**58.9**
Taxes on income from continuing operations	(13)	(26)	100.0
Charges (net of tax) for integration and exit incentives	0	0	n.m.
Effect of purchase cost allocation (net of tax)	(19)	(18)	(5.3)
Goodwill impairment (net of tax)	0	0	n.m.
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	(2)	(2)	0.0
Net income	**39**	**70**	**79.5**

1H13 Net income at €88mm excluding the Effect of purchase cost allocation

Note: figures may not add up exactly due to rounding differences

Eurizon Capital Q2 vs Q1: Strong Increase in Profitability

€ mm

	1Q13	2Q13	Δ%
Net interest income	0	0	0.6
Dividends and P/L on investments carried at equity	4	4	(4.3)
Net fee and commission income	69	86	25.1
Profits (Losses) on trading	1	0	(31.8)
Income from insurance business	0	0	n.m.
Other operating income (expenses)	0	0	95.3
Operating income	**74**	**91**	**23.0**
Personnel expenses	(13)	(10)	(22.7)
Other administrative expenses	(13)	(15)	12.4
Adjustments to property, equipment and intangible assets	(0)	(0)	(9.9)
Operating costs	**(26)**	**(25)**	**(4.8)**
Operating margin	**48**	**66**	**38.2**
Net provisions for risks and charges	0	3	n.m.
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	**48**	**69**	**45.0**
Taxes on income from continuing operations	(10)	(17)	74.4
Charges (net of tax) for integration and exit incentives	(0)	(0)	(3.3)
Effect of purchase cost allocation (net of tax)	(9)	(9)	(5.6)
Goodwill impairment (net of tax)	0	0	n.m.
Income (Loss) after tax from discontinued operations	0	0	n.m.
Minority interests	(1)	(1)	7.4
Net income	**28**	**42**	**52.5**

2Q13 Net income at €51mm excluding the Effect of purchase cost allocation

Note: figures may not add up exactly due to rounding differences

Corporate and Investment Banking H1 vs H1: Net Income at €645mm

€ mm

	1H12	1H13	Δ%
Net interest income	1,168	1,215	4.0
Dividends and P/L on investments carried at equity	(3)	(99)	n.m.
Net fee and commission income	497	530	6.6
Profits (Losses) on trading	569	455	(20.0)
Income from insurance business	0	0	n.m.
Other operating income (expenses)	9	8	(11.1)
Operating income	**2,240**	**2,109**	**(5.8)**
Personnel expenses	(211)	(176)	(16.6)
Other administrative expenses	(285)	(284)	(0.4)
Adjustments to property, equipment and intangible assets	(2)	(2)	0.0
Operating costs	**(498)**	**(462)**	**(7.2)**
Operating margin	**1,742**	**1,647**	**(5.5)**
Net provisions for risks and charges	(6)	(6)	0.0
Net adjustments to loans	(507)	(575)	13.4
Net impairment losses on other assets	(52)	(101)	94.2
Profits (Losses) on HTM and on other investments	(9)	(2)	(77.8)
Income before tax from continuing operations	**1,168**	**963**	**(17.6)**
Taxes on income from continuing operations	(336)	(316)	(6.0)
Charges (net of tax) for integration and exit incentives	(1)	(2)	100.0
Effect of purchase cost allocation (net of tax)	0	0	n.m.
Goodwill impairment (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	**831**	**645**	**(22.4)**

(1.7%) excluding capital gain on LSE in 1H12

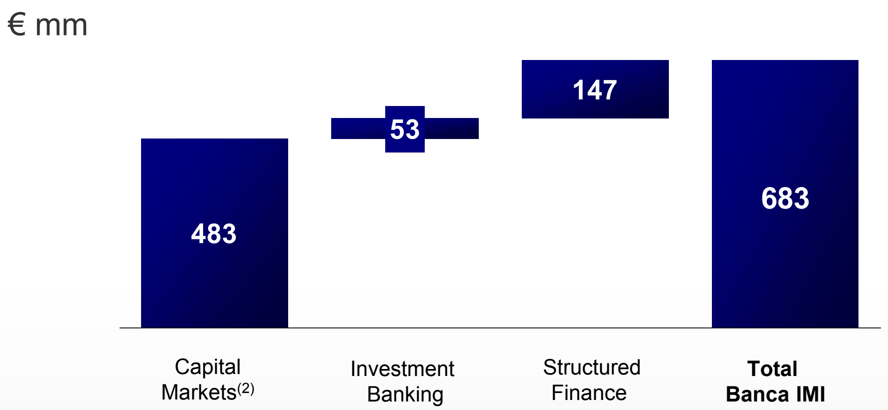
Stable excluding capital gain on LSE in 1H12

Note: figures may not add up exactly due to rounding differences. Figures do not yet take into account the change in the scope of the Banca dei Territori Division and the Corporate and Investment Banking Division approved by the Management Board on May 21st 2013

Banca IMI: Significant Contribution to H1 Group Results

1H13 Results

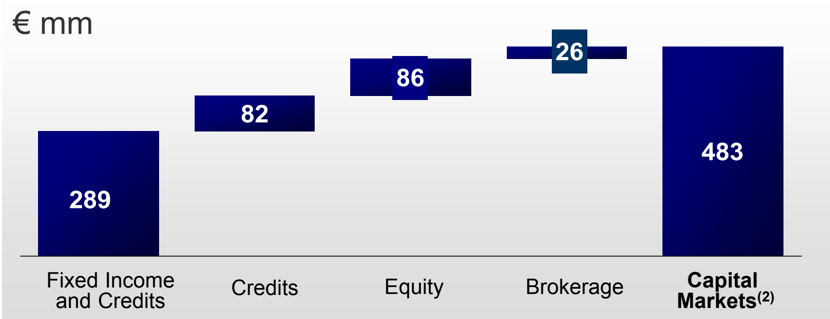
Banca IMI Operating Income(1)



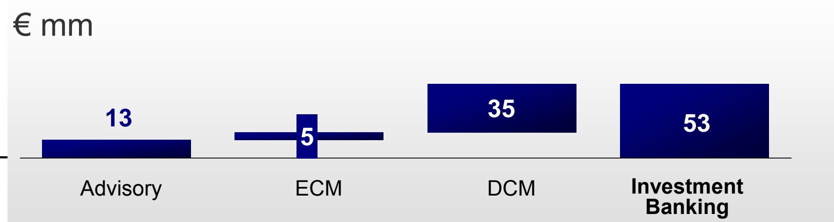
Cost/Income	25.7%	39.8%	17.1%	24.9%
RWA (€ bn)	18.4	0.1	8.5	27.0

- **~69% of Operating income is customer driven**
- **H1 average VaR at €55mm**
- **H1 Net income at €270mm**

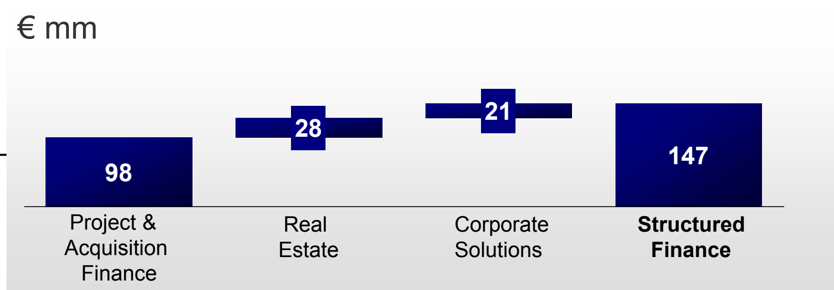
of which: Capital Markets(2)



of which: Investment Banking



of which: Structured Finance



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

Corporate and Investment Banking Q2 vs Q1: Solid Net Income at €261mm

€ mm

	1Q13	2Q13	Δ%
Net interest income	577	638	10.4
Dividends and P/L on investments carried at equity	(67)	(32)	(52.6)
Net fee and commission income	264	265	0.3
Profits (Losses) on trading	314	142	(54.8)
Income from insurance business	0	0	n.m.
Other operating income (expenses)	4	4	3.8
Operating income	**1,092**	**1,017**	**(6.9)**
Personnel expenses	(99)	(77)	(22.5)
Other administrative expenses	(139)	(144)	3.8
Adjustments to property, equipment and intangible assets	(1)	(1)	4.3
Operating costs	**(239)**	**(222)**	**(7.1)**
Operating margin	**853**	**794**	**(6.9)**
Net provisions for risks and charges	(4)	(3)	(31.3)
Net adjustments to loans	(257)	(318)	24.1
Net impairment losses on other assets	(22)	(80)	267.6
Profits (Losses) on HTM and on other investments	0	(2)	n.m.
Income before tax from continuing operations	**571**	**392**	**(31.3)**
Taxes on income from continuing operations	(186)	(130)	(30.3)
Charges (net of tax) for integration and exit incentives	(1)	(1)	13.8
Effect of purchase cost allocation (net of tax)	0	0	(100.0)
Goodwill impairment (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	**384**	**261**	**(32.0)**

Note: figures may not add up exactly due to rounding differences. Figures do not yet take into account the change in the scope of the Banca dei Territori Division and the Corporate and Investment Banking Division approved by the Management Board on May 21st 2013

International Subsidiary Banks H1 vs H1: Performance Largely Impacted by Hungary

€ mm

	1H12	1H13	Δ%
Net interest income	816	773	(5.3)
Dividends and P/L on investments carried at equity	19	17	(10.5)
Net fee and commission income	265	266	0.4
Profits (Losses) on trading	25	45	80.0
Income from insurance business	0	0	n.m.
Other operating income (expenses)	(34)	(37)	8.8
Operating income	**1,091**	**1,064**	**(2.5)**
Personnel expenses	(302)	(291)	(3.6)
Other administrative expenses	(208)	(233)	12.0
Adjustments to property, equipment and intangible assets	(65)	(60)	(7.7)
Operating costs	**(575)**	**(584)**	**1.6**
Operating margin	**516**	**480**	**(7.0)**
Net provisions for risks and charges	(12)	(1)	(91.7)
Net adjustments to loans	(356)	(326)	(8.4)
Net impairment losses on other assets	(13)	(52)	300.0
Profits (Losses) on HTM and on other investments	2	(3)	n.m.
Income before tax from continuing operations	**137**	**98**	**(28.5)**
Taxes on income from continuing operations	(83)	(86)	3.6
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.
Goodwill impairment (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	**54**	**12**	**(77.8)**

1H13 Net income at €206mm excluding Hungary

Note: figures may not add up exactly due to rounding differences

International Subsidiary Banks Q2 vs Q1: Increase in Operating Margin

€ mm

	1Q13	2Q13	Δ%
Net interest income	384	390	1.5
Dividends and P/L on investments carried at equity	8	9	17.7
Net fee and commission income	131	135	2.6
Profits (Losses) on trading	18	27	50.1
Income from insurance business	0	0	n.m.
Other operating income (expenses)	(22)	(15)	(34.6)
Operating income	**518**	**545**	**5.3**
Personnel expenses	(149)	(142)	(4.6)
Other administrative expenses	(107)	(126)	18.0
Adjustments to property, equipment and intangible assets	(31)	(29)	(4.7)
Operating costs	**(287)**	**(297)**	**3.8**
Operating margin	**232**	**248**	**7.1**
Net provisions for risks and charges	(1)	(0)	(80.4)
Net adjustments to loans	(138)	(188)	37.0
Net impairment losses on other assets	(18)	(35)	97.0
Profits (Losses) on HTM and on other investments	(0)	(2)	354.9
Income before tax from continuing operations	**75**	**23**	**(69.9)**
Taxes on income from continuing operations	(39)	(48)	23.5
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.
Goodwill impairment (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	**37**	**(25)**	**n.m.**

2Q13 Net income at €105mm excluding Hungary

Note: figures may not add up exactly due to rounding differences

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Banca Fideuram H1 vs H1: Strong Growth in Profitability

€ mm

	1H12	1H13	Δ%
Net interest income	79	63	(20.3)
Dividends and P/L on investments carried at equity	0	0	n.m.
Net fee and commission income	271	304	12.2
Profits (Losses) on trading	12	7	(41.7)
Income from insurance business	52	45	(13.5)
Other operating income (expenses)	0	(1)	n.m.
Operating income	**414**	**418**	**1.0**
Personnel expenses	(70)	(61)	(12.9)
Other administrative expenses	(93)	(84)	(9.7)
Adjustments to property, equipment and intangible assets	(8)	(8)	0.0
Operating costs	**(171)**	**(153)**	**(10.5)**
Operating margin	**243**	**265**	**9.1**
Net provisions for risks and charges	(40)	(34)	(15.0)
Net adjustments to loans	(1)	1	n.m.
Net impairment losses on other assets	(19)	(6)	(68.4)
Profits (Losses) on HTM and on other investments	(4)	1	n.m.
Income before tax from continuing operations	**179**	**227**	**26.8**
Taxes on income from continuing operations	(70)	(49)	(30.0)
Charges (net of tax) for integration and exit incentives	0	0	n.m.
Effect of purchase cost allocation (net of tax)	(44)	(44)	0.0
Goodwill impairment (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	**65**	**134**	**106.2**

1H13 Net income at €178mm excluding the Effect of purchase cost allocation

Note: including Fideuram Vita. Figures may not add up exactly due to rounding differences

Banca Fideuram Q2 vs Q1: Strong Increase in Profitability

€ mm

	1Q13	2Q13	Δ%
Net interest income	29	34	17.8
Dividends and P/L on investments carried at equity	0	0	n.m.
Net fee and commission income	144	160	10.9
Profits (Losses) on trading	5	2	(54.0)
Income from insurance business	18	27	53.0
Other operating income (expenses)	(0)	(1)	290.6
Operating income	**195**	**222**	**13.8**
Personnel expenses	(34)	(27)	(20.1)
Other administrative expenses	(44)	(40)	(8.0)
Adjustments to property, equipment and intangible assets	(4)	(4)	2.7
Operating costs	**(81)**	**(71)**	**(12.6)**
Operating margin	**114**	**151**	**32.6**
Net provisions for risks and charges	(16)	(18)	17.3
Net adjustments to loans	0	1	569.2
Net impairment losses on other assets	(3)	(3)	(21.0)
Profits (Losses) on HTM and on other investments	0	1	n.m.
Income before tax from continuing operations	**95**	**132**	**38.2**
Taxes on income from continuing operations	(17)	(32)	94.6
Charges (net of tax) for integration and exit incentives	0	(0)	n.m.
Effect of purchase cost allocation (net of tax)	(22)	(22)	0.0
Goodwill impairment (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	**57**	**77**	**35.8**

2Q13 Net income at €99mm excluding the Effect of purchase cost allocation

Note: including Fideuram Vita. Figures may not add up exactly due to rounding differences

Contents

Methodological Note

- Income statement and balance sheet figures relating to business areas do not yet take into account the change in the scope of the Banca dei Territori Division and the Corporate and Investment Banking Division approved by the Management Board on May 21st 2013
- Main non-recurring items include:
  - 1Q12: 1) €20mm integration charges and related tax savings resulting in net integration charges of €14mm, 2) €73mm charges from purchase cost allocation, net of tax and 3) €274mm capital gain from the Tier 1 notes buy-back registered under profits on trading and related taxes, resulting in a net capital gain of €183mm
  - 2Q12: 1) €14mm integration charges and related tax savings resulting in net integration charges of €10mm, 2) €76mm charges from purchase cost allocation, net of tax, 3) €94mm capital gain on the sale of shares in the London Stock Exchange Group registered under profits on trading and related taxes, resulting in a net capital gain of €105mm, 4) €173mm of taxation non-recurring positive impact and 5) €9mm impairment of Telco shareholding, registered under profits on investments held to maturity and on other investments
  - 3Q12: 1) €17mm integration charges and related tax savings resulting in net integration charges of €11mm, 2) €71mm charges from purchase cost allocation, net of tax and 3) €327mm capital gain on subordinated and senior notes buy-back registered under profits on trading and related taxes, resulting in a net capital gain of €219mm
  - 4Q12: 1) €13mm integration charges and related tax savings resulting in net integration charges of €10mm, 2) €123mm charges for exit incentives and related tax savings following the union agreement reached on 19.10.12 resulting in net charges of €89mm, 3) €79mm charges from purchase cost allocation, net of tax, 4) €26mm of taxation non-recurring positive impact, 5) €110mm capital gain on subordinated notes buy-back registered under profits on trading and related taxes, resulting in a net capital gain of €74mm and 6) €107mm impairment of Telco shareholding, registered under profits on investments held to maturity and on other investments
  - 1Q13: 1) €17mm integration charges and related tax savings resulting in net integration charges of €12mm and 2) €74mm charges from purchase cost allocation, net of tax
  - 2Q13: 1) €28mm integration charges and related tax savings resulting in net integration charges of €21mm, 2) €73mm charges from purchase cost allocation, net of tax and 3) €58m impairment of Assicurazioni Generali shares

Quarterly P&L Analysis

€ mm

	1Q12	2Q12	3Q12	4Q12	1Q13	2Q13
Net interest income	2,501	2,431	2,317	2,181	2,022	2,041
Dividends and P/L on investments carried at equity	26	29	(27)	11	(43)	2
Net fee and commission income	1,317	1,322	1,333	1,479	1,466	1,575
Profits (Losses) on trading	716	161	623	682	455	235
Income from insurance business	258	195	216	159	231	218
Other operating income (expenses)	(5)	(7)	(19)	(18)	(12)	15
Operating income	**4,813**	**4,131**	**4,443**	**4,494**	**4,119**	**4,086**
Personnel expenses	(1,356)	(1,353)	(1,295)	(1,334)	(1,266)	(1,156)
Other administrative expenses	(694)	(735)	(711)	(781)	(663)	(688)
Adjustments to property, equipment and intangible assets	(157)	(155)	(160)	(182)	(167)	(169)
Operating costs	**(2,207)**	**(2,243)**	**(2,166)**	**(2,297)**	**(2,096)**	**(2,013)**
Operating margin	**2,606**	**1,888**	**2,277**	**2,197**	**2,023**	**2,073**
Net provisions for risks and charges	(37)	(34)	(69)	(105)	(26)	(38)
Net adjustments to loans	(973)	(1,082)	(1,198)	(1,461)	(1,166)	(1,398)
Net impairment losses on other assets	(59)	(39)	(43)	(141)	(68)	(147)
Profits (Losses) on HTM and on other investments	(6)	(2)	(5)	(104)	5	(3)
Income before tax from continuing operations	**1,531**	**731**	**962**	**386**	**768**	**487**
Taxes on income from continuing operations	(626)	(152)	(454)	(291)	(364)	(274)
Charges (net of tax) for integration and exit incentives	(14)	(10)	(11)	(99)	(12)	(21)
Effect of purchase cost allocation (net of tax)	(73)	(76)	(71)	(79)	(74)	(73)
Goodwill impairment (net of tax)	0	0	0	0	0	0
Income (Loss) after tax from discontinued operations	0	0	0	0	0	0
Minority interests	(14)	(23)	(12)	0	(12)	(3)
Net income	**804**	**470**	**414**	**(83)**	**306**	**116**

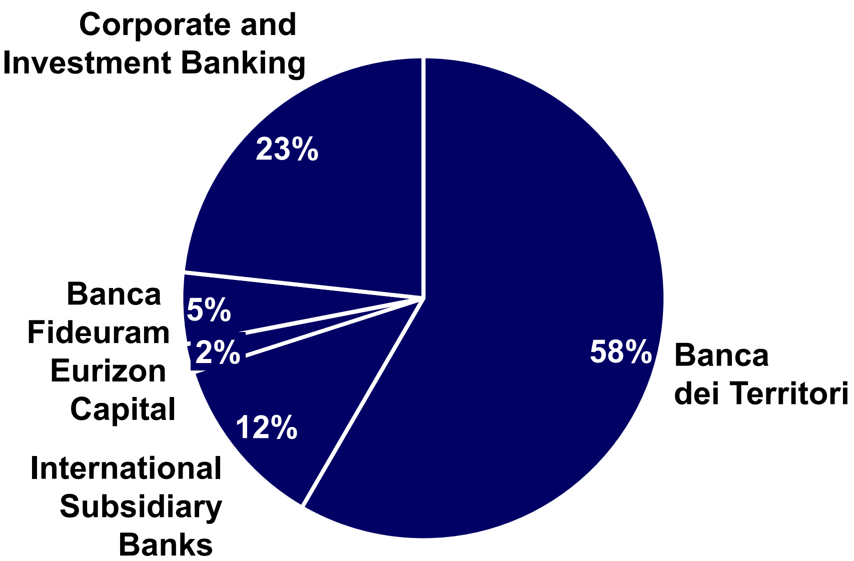
Net Fee and Commission Income: Quarterly Development

€ mm

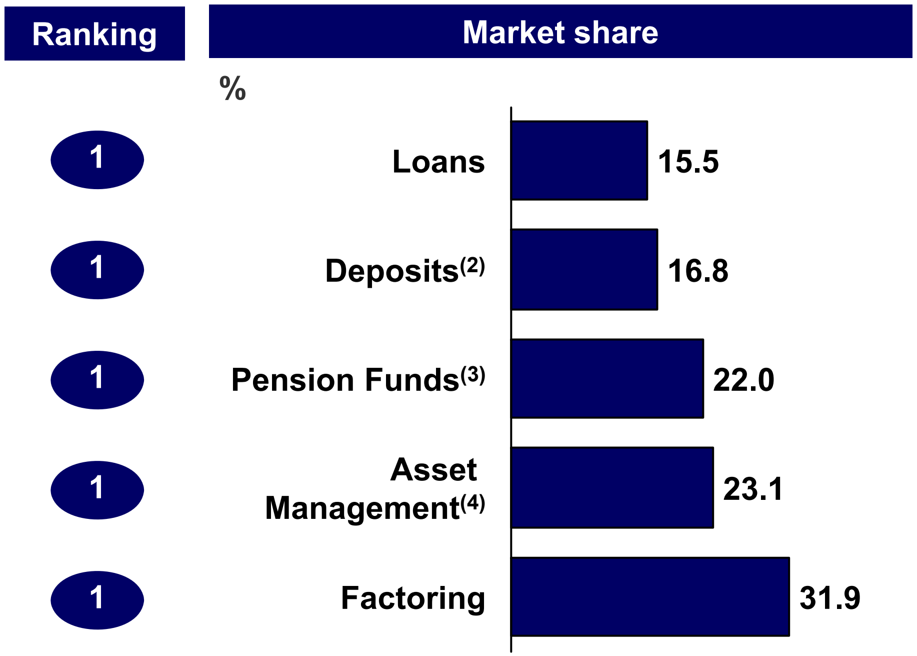
Net Fee and Commission Income						
	1Q12	2Q12	3Q12	4Q12	1Q13	2Q13
Guarantees given / received	85	73	62	51	88	61
Collection and payment services	75	91	81	87	70	84
Current accounts	227	239	278	291	280	286
Credit and debit cards	108	113	124	118	111	122
Commercial banking activities	**495**	**516**	**545**	**547**	**549**	**553**
Dealing and placement of securities	140	87	98	128	137	119
Currency dealing	14	11	10	10	10	11
Portfolio management	276	273	282	363	301	391
Distribution of insurance products	141	157	149	160	184	211
Other	30	26	31	33	36	44
Management, dealing and consultancy activities	**601**	**554**	**570**	**694**	**668**	**776**
Other net fee and commission income	221	252	218	238	249	246
Net fee and commission income	**1,317**	**1,322**	**1,333**	**1,479**	**1,466**	**1,575**

Market Leadership in Italy

1H13 Operating Income Breakdown by business area[(1)]



Leader in Italy
(data as of 30.6.13)



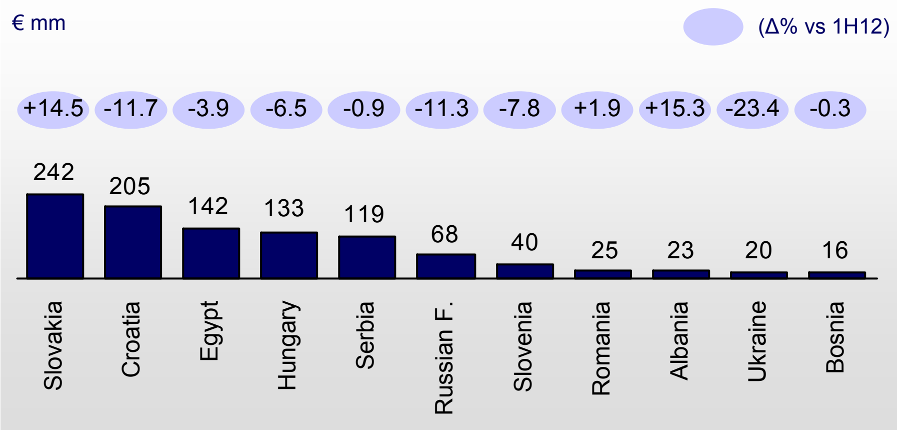
Note: figures may not add up exactly due to rounding differences. Figures do not yet take into account the change in the scope of the Banca dei Territori Division and the Corporate and Investment Banking Division approved by the Management Board on May 21st 2013

(1) Excluding Corporate Centre
(2) Including bonds
(3) Data as of 31.3.13
(4) Mutual funds; data as of 31.3.13

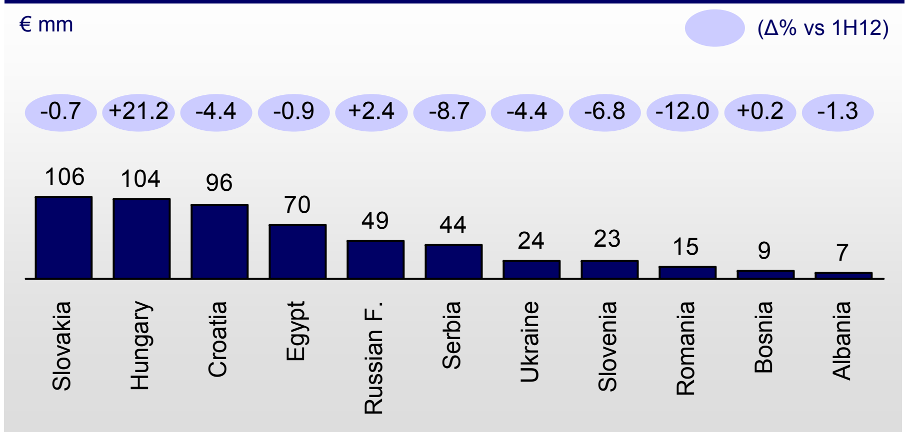
International Subsidiary Banks: Key P&L Data by Country

Data as of 30.6.13

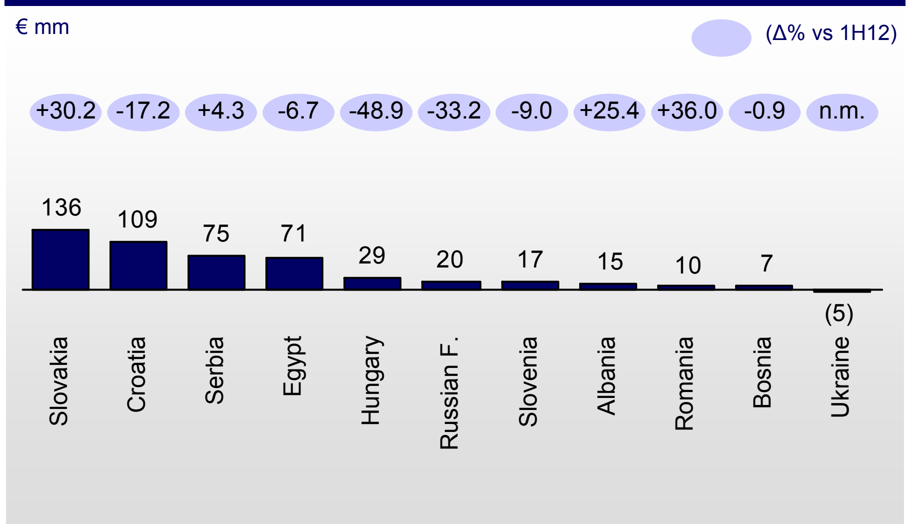
Operating Income



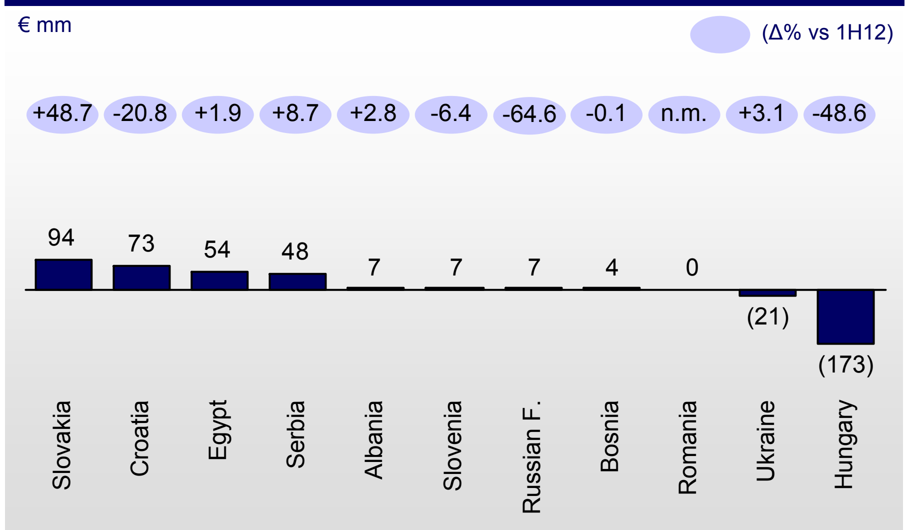
Operating Costs



Operating Margin



Pre-Tax Income



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International Subsidiary Banks: 8% of Group's Total Loans

Data as of 30.6.13

	Hungary	Slovakia	Slovenia	Croatia	Serbia	Bosnia	Albania	Romania	Russian F.	Ukraine	CEE Total	Egypt	Total
Oper. Income (€ mm)	133	242	40	205	119	16	23	25	68	20	891	142	1,033
% of Group total	***1.6%***	***3.0%***	***0.5%***	***2.5%***	***1.5%***	***0.2%***	***0.3%***	***0.3%***	***0.8%***	***0.2%***	***10.9%***	***1.7%***	***12.6%***
Net Income (€ mm)	(195)	70	6	57	41	4	6	0	6	(24)	(28)	38	10
% of Group total	***n.m.***	***16.7%***	***1.5%***	***13.6%***	***9.7%***	***0.9%***	***1.5%***	***0.0%***	***1.3%***	***n.m.***	***n.m.***	***9.0%***	***2.4%***
Customer Deposits (€ bn)	4.5	9.3	1.6	6.2	2.5	0.4	0.8	0.6	0.8	0.3	27.1	3.7	30.8
% of Group total	***1.2%***	***2.5%***	***0.4%***	***1.7%***	***0.7%***	***0.1%***	***0.2%***	***0.2%***	***0.2%***	***0.1%***	***7.3%***	***1.0%***	***8.3%***
Customer Loans (€ bn)	4.7	7.4	1.9	6.7	2.5	0.5	0.3	0.8	1.3	0.3	26.5	2.1	28.6
% of Group total	***1.3%***	***2.1%***	***0.5%***	***1.9%***	***0.7%***	***0.1%***	***0.1%***	***0.2%***	***0.4%***	***0.1%***	***7.4%***	***0.6%***	***8.0%***
Total Assets (€ bn)	6.6	11.4	2.5	9.6	3.7	0.7	1.0	1.1	1.8	0.5	38.9	4.4	43.3
% of Group total	***1.0%***	***1.8%***	***0.4%***	***1.5%***	***0.6%***	***0.1%***	***0.1%***	***0.2%***	***0.3%***	***0.1%***	***6.0%***	***0.7%***	***6.7%***
Shareholder's Equity (€ mm)	601	1,272	264	1,283	783	87	124	200	288	128	5,030	366	5,396
% of Group total	***1.2%***	***2.6%***	***0.5%***	***2.6%***	***1.6%***	***0.2%***	***0.3%***	***0.4%***	***0.6%***	***0.3%***	***10.2%***	***0.7%***	***11.0%***
Book value (€ mm)	621	1,399	311	1,437	1,020	110	220	223	287	128	5,757	369	6,127
- of which goodwill/intangibles	*39*	*205*	*51*	*100*	*235*	*25*	*105*	*26*	*59*	*22*	*867*	*2*	*869*

Note: figures may not add up exactly due to rounding differences

International Subsidiary Banks: Loans Breakdown and Coverage

Data as of 30.6.13

	Hungary	Slovakia	Slovenia	Croatia	Serbia	Bosnia	Albania	Romania	Russian F.	Ukraine	CEE Total	Egypt	Total
Performing loans (€ bn)	3.7	7.2	1.7	6.2	2.2	0.5	0.3	0.7	1.2	0.2	**23.9**	2.0	**25.9**
of which:													
Retail local currency	8%	55%	48%	13%	10%	6%	2%	28%	5%	73%	**27%**	54%	**28%**
Retail foreign currency	37%	0%	1%	37%	21%	39%	18%	64%	1%	26%	**20%**	0%	**20%**
Corporate local currency	24%	39%	49%	18%	7%	25%	27%	2%	79%	0%	**29%**	29%	**29%**
Corporate foreign currency	30%	6%	2%	32%	62%	30%	53%	6%	15%	0%	**23%**	17%	**23%**
Doubtful loans(1)(€ mm)	636	122	68	144	123	17	53	130	34	65	**1,392**	12	**1,404**
Substandard and Restructured(2) (€ mm)	395	111	54	315	95	5	28	34	23	46	**1,106**	116	**1,222**
Performing loans coverage	1.3%	1.2%	1.0%	1.2%	1.8%	1.0%	4.9%	2.5%	1.0%	1.9%	**1.3%**	2.5%	**1.4%**
Doubtful loans(1) coverage	60%	60%	60%	66%	49%	65%	39%	51%	72%	68%	**60%**	92%	**61%**
Substandard and Restructured loans(2) coverage	23%	36%	23%	28%	33%	44%	13%	24%	28%	37%	**28%**	33%	**28%**
Cost of credit(3) (bps; annualised)	633	110	100	101	218	104	461	224	190	1,219	**234**	159	**228**

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

Estimated Impact on Core Tier 1 Ratio from Fully Phased-in Basel 3(1)

	~€ bn	~bps
DTA on losses carried forward(2)	(0.1)	(2)
Minorities exceeding requirements	(0.3)	(9)
Reserve-shortfall deduction doubling from 50% to 100%	(0.5)	(19)
Others(3)	(0.0)	(1)
New deductions from common equity as per cap (a)	**(0.9)**	**(31)**
Offsetting of current Core Tier 1 deductions as per cap (b)	**3.1**	**107**
Other DTA(4)	1.5	
Equity investment in Banca d'Italia	0.6	
Investments in banking and financial companies	0.8	
Investments in insurance companies	4.7	
Amount exceeding cap (c)	**(3.0)**	**(103)**
Total estimated impact on Core Tier 1 (d=a+b+c)	**(0.8)**	**(27)**
RWA from DTA and investments not exceeding cap (e)	**11.7**	**(43)**
RWA from 100% weighted DTA(5) (f)	**2.2**	**(7)**
Additional RWA due to market risks (Basel 2.5)	-	
Additional RWA due to regulatory impact on risks	(1.9)	
Total additional RWA (g)	**(1.9)**	**6**
Total estimated impact on RWA (h=e+f+g)	**12.0**	**(44)**
Optimisations of sources and needs of capital (i)		**21**
Sovereign risk shock absorption (l)		**38**
Total estimated impact on Core Tier 1 ratio (d+h+i+l)		**(12)**

11.0% pro-forma Common Equity ratio

Note: figures may not add up exactly due to rounding differences

(1) Estimated impact according to the information available so far; the actual impact is subject to the implementation of relevant regulations. Estimated impact is fully phased-in Basel 3 and based on 30.6.13 financial statements considering the total absorption of DTA related to goodwill realignment and the expected absorption before 2019 of DTA on losses carried forward and including estimated benefits from optimization of sources and capital requirements and from sovereign risk shock absorption. Capital Management actions are not being considered

(2) €0.4bn as of 30.6.13

(3) Others = -€0.2bn from cancellation of filter on AFS EU Govies and +€0.2bn from valuation reserves

(4) Other DTA: mostly related to IRAP on goodwill realignment (€1bn as of 30.6.13 considered totally absorbed) and provisions for risks and charges. DTA related to IRES on goodwill realignment and adjustments to loans are excluded due to their treatment as credits to tax authorities

(5) DTA related to IRES on goodwill realignment (€4.1bn as of 30.6.13 considered totally absorbed) and adjustments to loans (€2.2bn as of 30.6.13)

Total Exposure(1) by Country

€ mm

	DEBT SECURITIES								LOANS
	Banking Business						Insurance Business	Total	
	L&R	AFS	HTM	CFV (2)	HFT	Total			
EU Countries	**12,282**	**54,568**	**1,728**	**240**	**13,247**	**82,065**	**43,053**	**125,118**	**335,832**
Austria	133	57	14		70	274	15	289	406
Belgium		5			99	104	29	133	1,285
Bulgaria					3	3		3	54
Cyprus	9					9		9	160
Czech Republic	28	29			1	58	4	62	368
Denmark	202				77	279	24	303	146
Estonia									3
Finland		44			17	61	13	74	39
France	291	160		188	615	1,254	779	2,033	3,453
Germany	186	172	4		690	1,052	1,414	2,466	2,168
Greece	22	4			16	42	1	43	369
Hungary	120	734	19		90	963		963	4,673
Ireland	32				63	95	116	211	657
Italy	8,584	51,389	557	52	10,217	70,799	38,357	109,156	293,562
Latvia					1	1		1	59
Lithuania		22				22		22	9
Luxembourg	277	19			283	579	474	1,053	2,672
Malta									289
The Netherlands	545	243	38		216	1,042	504	1,546	1,348
Poland	91				34	125	5	130	123
Portugal	279	10			34	323	88	411	185
Romania	10	138				148		148	937
Slovakia		1,361	1,086		45	2,492		2,492	7,209
Slovenia		117			2	119		119	1,950
Spain	1,031	25			105	1,161	512	1,673	2,421
Sweden		13			283	296	29	325	119
United Kingdom	442	26	10		286	764	689	1,453	11,168
North African Countries		**99**	**4**		**557**	**660**		**660**	**2,217**
Algeria									40
Egypt		99	4		557	660		660	2,155
Libya									8
Morocco									5
Tunisia									9
Japan					**62**	**62**		**62**	**275**
Other Countries	**5,197**	**1,331**	**408**	**716**	**3,936**	**11,588**	**2,040**	**13,628**	**28,880**
Total consolidated figures	**17,479**	**55,998**	**2,140**	**956**	**17,802**	**94,375**	**45,093**	**139,468**	**367,204**

Note: figures may not add up exactly due to rounding differences

Debt securities of Insurance Business are classified as follows: €43,142mm at AFS, €1,090mm at CFV, €805mm at HFT and €56mm at L&R

(1) Exposure to sovereign risks (central and local governments), banks and other customers. Book Value of Debt Securities and Net Loans as of 30.6.13

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

Exposure to Sovereign Risks[1] by Country

€ mm

	DEBT SECURITIES									LOANS
	Banking Business						Insurance Business	Total	AFS Reserve[3]	
	L&R	AFS	HTM	CFV [2]	HFT	Total				
EU Countries	**7,893**	**52,239**	**1,453**	**52**	**9,949**	**71,586**	**36,644**	**108,230**	**-237**	**22,902**
Austria		3	3		32	38	14	52		
Belgium		5			40	45	20	65	1	
Bulgaria										
Cyprus	9					9		9		
Czech Republic		29			1	30		30		28
Denmark										
Estonia										
Finland					15	15	8	23		13
France	122	3			242	367	98	465	2	18
Germany	83	157			496	736	946	1,682	14	
Greece					18	18		18		
Hungary	113	734	19		69	935		935	-2	264
Ireland	30				1	31	71	102	1	
Italy	6,823	49,655	345	52	8,254	65,129	35,109	100,238	-282	21,682
Latvia					1	1		1		59
Lithuania		22				22		22	-1	
Luxembourg		9			279	288	90	378		
Malta										
The Netherlands		34			133	167	111	278	1	
Poland	41				32	73		73	-1	
Portugal	195				3	198	30	228	-1	10
Romania	10	138				148		148	-1	13
Slovakia		1,356	1,086		43	2,485		2,485	42	124
Slovenia		91			2	93		93	-4	185
Spain	467				24	491	125	616	-6	506
Sweden		3			203	206	22	228		
United Kingdom					61	61		61		
North African Countries		**90**			**557**	**647**		**647**	**-11**	**36**
Algeria										36
Egypt		90			557	647		647	-11	
Libya										
Morocco										
Tunisia										
Japan					**62**	**62**		**62**		
Other Countries	**577**	**870**	**338**	**635**	**2,387**	**4,807**	**333**	**5,140**	**-4**	**1,367**
Total consolidated figures	**8,470**	**53,199**	**1,791**	**687**	**12,955**	**77,102**	**36,977**	**114,079**	**-252**	**24,305**

Banking Business Government bond duration: 1.7 years

Note: figures may not add up exactly due to rounding differences
Debt securities of Insurance Business are classified as follows: €36,517mm at AFS, €266mm at CFV and €194mm at HFT
(1) Exposure to central and local governments. Book Value of Debt Securities and Net Loans as of 30.6.13
(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

Exposure to Banks by Country(1)

€ mm

	DEBT SECURITIES								LOANS
	Banking Business						Insurance Business	Total	
	L&R	AFS	HTM	CFV (2)	HFT	Total			
EU Countries	**1,330**	**1,477**	**265**	**188**	**1,918**	**5,178**	**4,007**	**9,185**	**17,699**
Austria	121	2	11		38	172		172	163
Belgium					44	44	6	50	823
Bulgaria					3	3		3	1
Cyprus									
Czech Republic									20
Denmark	202				77	279	19	298	109
Estonia									1
Finland									19
France		77		188	304	569	272	841	2,089
Germany	103		4		78	185	266	451	849
Greece		4				4		4	344
Hungary					17	17		17	66
Ireland					62	62	33	95	97
Italy	66	1,335	212		959	2,572	2,042	4,614	5,120
Latvia									
Lithuania									4
Luxembourg	250					250	362	612	1,583
Malta									262
The Netherlands	22	23	38		68	151	250	401	213
Poland	50				2	52		52	27
Portugal							48	48	5
Romania									26
Slovakia		5			2	7		7	101
Slovenia		25				25		25	32
Spain	377				30	407	215	622	397
Sweden					80	80		80	91
United Kingdom	139	6			154	299	494	793	5,257
North African Countries		**3**				**3**		**3**	**70**
Algeria									1
Egypt		3				3		3	59
Libya									
Morocco									4
Tunisia									6
Japan									**25**
Other Countries	**327**	**15**	**44**		**472**	**858**	**967**	**1,825**	**6,832**
Total consolidated figures	**1,657**	**1,495**	**309**	**188**	**2,390**	**6,039**	**4,974**	**11,013**	**24,626**

Note: figures may not add up exactly due to rounding differences
Debt securities of Insurance Business are classified as follows: €3,988mm at AFS, €397mm at CFV, €537mm at HFT and €52mm at L&R
(1) Book Value of Debt Securities and Net Loans as of 30.6.13
(2) Excluding securities in which money is collected through insurance policies where the total risk is retained by the insured

Exposure to Other Customers by Country[1]

€ mm

	DEBT SECURITIES								LOANS
	Banking Business						Insurance Business	Total	
	L&R	AFS	HTM	CFV [2]	HFT	Total			
EU Countries	**3,059**	**852**	**10**		**1,380**	**5,301**	**2,402**	**7,703**	**295,231**
Austria	12	52				64	1	65	243
Belgium					15	15	3	18	462
Bulgaria									53
Cyprus									160
Czech Republic	28					28	4	32	320
Denmark							5	5	37
Estonia									2
Finland		44			2	46	5	51	7
France	169	80			69	318	409	727	1,346
Germany		15			116	131	202	333	1,319
Greece	22				-2	20	1	21	25
Hungary	7				4	11		11	4,343
Ireland	2					2	12	14	560
Italy	1,695	399			1,004	3,098	1,206	4,304	266,760
Latvia									
Lithuania									5
Luxembourg	27	10			4	41	22	63	1,089
Malta									27
The Netherlands	523	186			15	724	143	867	1,135
Poland							5	5	96
Portugal	84	10			31	125	10	135	170
Romania									898
Slovakia									6,984
Slovenia		1				1		1	1,733
Spain	187	25			51	263	172	435	1,518
Sweden		10				10	7	17	28
United Kingdom	303	20	10		71	404	195	599	5,911
North African Countries		**6**	**4**			**10**		**10**	**2,111**
Algeria									3
Egypt		6	4			10		10	2,096
Libya									8
Morocco									1
Tunisia									3
Japan									**250**
Other Countries	**4,293**	**446**	**26**	**81**	**1,077**	**5,923**	**740**	**6,663**	**20,681**
Total consolidated figures	**7,352**	**1,304**	**40**	**81**	**2,457**	**11,234**	**3,142**	**14,376**	**318,273**

Note: figures may not add up exactly due to rounding differences

Debt securities of Insurance Business are classified as follows: €2,637mm at AFS, €427mm at CFV, €74mm at HFT and €4mm at L&R

(1) Book Value of Debt Securities and Net Loans as of 30.6.13

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

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”.

* * *

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