

PRESS RELEASE

**INTESA SANPAOLO STRENGTHENS  
THE BANCA DEI TERRITORI DIVISION:  
FOUR NEW REGIONAL OFFICES  
NETWORK REDESIGNED  
TO BETTER SERVE ALL THE GROUP'S CLIENTS**

- **Attention to local economies remains a strategic priority, making the most of the professional skills arriving from UBI Banca**
- **A total of 12 regional offices in Italy to serve businesses and families**

*Turin/Milan, 26 February 2021* – Intesa Sanpaolo launches a new and important **reorganization of the Banca dei Territori Division**, led by Stefano Barrese, creating four new regional offices to support the real economy in a complex phase and further enhance the service offering throughout Italy. **The new regional structure will be operational from 12 April**, the day of the merger by incorporation of UBI Banca into Intesa Sanpaolo, in line with previous announcements by Carlo Messina, CEO of Intesa Sanpaolo.

The redistribution of **Regional offices** – which increase in number from 8 to 12 – underlines the effectiveness of the Banca dei Territori Division service model, which has always been attentive to local needs, and makes the most of the professional contribution from UBI Banca that is now an integral part of the Intesa Sanpaolo Group.

The main changes include the creation of **four new Regional Offices** with an overall strengthening of the ability to serve the communities in which the bank operates. **Certain existing regional offices will also be reorganized**, in the shared goal of strengthening initiatives that favor the Group's main assets: its **customers, territories and people**.

The four new regional offices – **Northern Lombardy; Southern Lombardy; Southern Piedmont and Liguria; Basilicata, Puglia and Molise** – will be located respectively in **Bergamo, Brescia, Cuneo and Bari**, areas in which Intesa Sanpaolo's presence is particularly strengthened thanks to the acquisition of UBI Banca. The 12 regional offices will be led by eight managers from Intesa Sanpaolo and four from UBI Banca.

In line with the Group's long-standing **commitment to gender balance**, **Cristina Balbo** and **Francesca Nieddu** have been appointed to lead two regional offices.

Facilitated by an integration process that is progressing swiftly and effectively, the Banca dei Territori Division will initiate all the formal and organizational steps in the coming days, enabling the new divisional structure to be operational from 12 April. The new network will consist of more than 5,000 branches and operating points throughout Italy.

In addition to the existing **Impact department**, a **new Agribusiness department** will be created, based in Pavia, each with its own network of branches.

In detail, the 12 regional offices of the Banca dei Territori Division of Intesa Sanpaolo will be as follows:

- **Northern Piedmont, Aosta Valley and Sardinia** – based in Turin, led by **Teresio Testa**, confirmed.
- **Southern Piedmont and Liguria** – based in Cuneo, led by **Andrea Perusin**, from UBI Banca.
- **Milan and Province** – based in Milan, directed by **Gianluigi Venturini**, confirmed.
- **Northern Lombardy** – based in Bergamo and directed by **Tito Nocentini**, confirmed.
- **Southern Lombardy** – based in Brescia, led by **Marco Franco Nava**, from UBI Banca.
- **Western Veneto and Trentino-Alto Adige** – based in Padua, directed by **Roberto Gabrielli**, from UBI Banca.
- **Eastern Veneto and Friuli Venezia Giulia** – based in Venice and led by **Francesca Nieddu**, from Intesa Sanpaolo and for the first time at the helm of a regional office.
- **Emilia Romagna and Marche** – based in Bologna and directed by **Cristina Balbo**, confirmed.
- **Tuscany and Umbria** – based in Florence and directed by **Luca Severini**, confirmed.
- **Lazio and Abruzzo** – based in Rome and directed by **Pierluigi Monceri**, confirmed.
- **Basilicata, Puglia and Molise** – based in Bari, directed by **Alberto Pedrolì**, from UBI Banca.
- **Campania, Calabria and Sicily** – based in Naples, led by **Giuseppe Mario Nargi**, confirmed.

**Marco Morganti** will continue to lead the **Impact department**, while the new **Agribusiness department** will be entrusted to **Renzo Simonato**, who formerly led the regional office for Veneto, Friuli Venezia Giulia and Trentino-Alto Adige.

*“The vision of the Banca dei Territori today draws on a new and important impetus from listening to and serving all parts of the real economy, from businesses to families to local institutions. We are delivering on the commitment of our CEO Carlo Messina made when launching the tender offer for UBI Banca,”* commented **Stefano Barrese, head of the Banca dei Territori Division** of Intesa Sanpaolo. *“The new regional offices will enhance the effectiveness of our service, in line with the DNA of our bank that values attention to the specific needs of local communities with a long-term view. Our Group holds a wealth of skills and tools that are now even stronger, and able to support the economic recovery; this is in part thanks to this reorganization, distinguished by greater closeness to and respect for each individual geographical area of our country”*.

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Intesa Sanpaolo is the leading Bank in Italy and one of the soundest and most profitable banks in Europe. It offers commercial, corporate investment banking, asset management and insurance services. The Intesa Sanpaolo Group has approximately 14.7 million customers in Italy who are assisted through both digital and traditional channels. The Group’s international subsidiary banks serve 7.1 million customers comprising subsidiaries operating in commercial banking in 12 countries in Central Eastern Europe and Middle Eastern and North African areas and an international network of specialists in support of corporate customers across 26 countries. Intesa Sanpaolo is considered one of the most sustainable banks in the world. For the Group, creating value means being a driver for growth, for the benefit of both society and the economy. With environmental concerns in mind, the Group has set up a 6 billion euro fund for the circular economy. Intesa Sanpaolo supports major economic inclusion and poverty reduction projects, including an impact fund of 1.5 billion euro for loans available to social groups who struggle to access credit. Intesa Sanpaolo has a high level of involvement in cultural initiatives, organized by the Bank or in collaboration with other entities in Italy and further afield. These include permanent and temporary exhibitions showcasing the Bank’s impressive artistic heritage at the Gallerie d’Italia, the Group’s museums located in Milan, Naples, Vicenza and soon Turin.

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