

FIDEURAM
INTESA SANPAOLO
PRIVATE BANKING



Integrated Annual Report 2024

PAPERLESS
REPORT

Bank of INTESA  SANPAOLO

Mission

of Fideuram - Intesa Sanpaolo Private Banking

Taking care of our Customers' well-being lies at the heart of what we do. We are committed to protecting the assets of those who rely on us with outstanding advice.

A relationship based on listening, satisfaction and trust between Customer and Personal Financial Adviser is what makes our business model unique: we foster it every day with passion, dedication, and transparency and by complying with the rules.

Contents

1. Business model	16	4. Governance	196	7. Schedules	338
2. External context and strategies	48	5. Consolidated financial statements	225	8. Glossary	366
3. Performance	63	6. Independent auditors' report	334	9. Contact us	379

About this Report

In line with developments in international reporting, the Fideuram Group has published an Integrated Annual Report addressed to all stakeholders since 2013.

The typical financial information of a traditional annual report and non-financial information are presented in integrated form by taking a comprehensive view in a single document, using capital analysis to highlight how the business model, strategies, and financial, social, environmental and governance performance influence the value creation process and sustainability over the medium- and long-term.

The Annual Report has been prepared in accordance with the International <IR> Framework published by the International Integrated Reporting Council (IIRC) in 2021 and includes all the information required by law for the Management Report.

Although Fideuram comes under the scope of application indicated in Article 2 of Italian Legislative Decree no. 125/2024, which transposes Directive 2022/2464/EU (CSRD) into national law, it has not prepared Sustainability Reporting, opting to use the exemption in Article 7 of the above Decree, as this disclosure is included in the Consolidated Sustainability Reporting produced by Intesa Sanpaolo.

The Board of Directors is responsible for the preparation of the Report. During the year, the Group updated the material topics on the basis of which it reports a set of indicators according to the “in accordance with” option of the GRI Standards, to measure and monitor performance. In addition, the indicators provided by the Sustainability Accounting Standards Board (SASB) have been included, where deemed applicable. Integrated reporting is a journey on which perfection is gradually achieved as reporting processes become fully supported. In line with this philosophy, our Group has continued its actions to improve the quality of its reporting. Group staff were involved in document design activities and in drafting the texts, identifying issues relevant to internal and external stakeholders. Our Personal Financial Advisers

and customers appreciate the contents and support this corporate communication tool as an essential means for guaranteeing transparency and quality information and training.

For the second consecutive year, Fideuram has been awarded the Oscar di Bilancio (Financial Reporting Oscars), the prestigious recognition promoted by Ferpi, the Italian Federation of Public Relations, dedicated to the most virtuous companies for their reporting activities, confirming the success achieved in previous years. We extend our thanks to all the stakeholders who played an active role in improving our Annual Report and who would like to join us in the process of disseminating a new communications philosophy based on transparency, both now and in the years to come.

// Integrated reporting is a form of corporate communication that combines financial and non-financial information to present a complete view of the value creation process over time. //

GUIDE TO READING THE INTEGRATED ANNUAL REPORT

- The document begins with an introductory section presenting a summary of the Group’s identity with the main key indicators that highlight the performance of capital over a period of five years. This is followed by Chairman’s Statement and the Chief Executive Officer’s Statement.
- The first chapter, **Business model**, shows how the Group creates value, describing the key factors and stakeholders involved in the process, as well as the commitment to sustainable development.
- The second chapter, **External context and strategies**, outlines the economic environment in which the Group operates with an overview of its positioning in the reference market and presents the strategic objectives and main lines of action that contribute towards creating sustainable value over time.
- The third chapter, **Performance**, represents the extent to which the capital invested in the production process contributes to the creation of value. Qualitative reporting is accompanied by the use of quantitative indicators that facilitate the analysis of the interdependencies between the various capitals.
- The fourth chapter, **Governance**, describes the body of rules and organisational structures that enable effective management of the Group with a particular focus on the internal control system.
- The fifth chapter, **Consolidated financial statements**, contains the financial statements and the notes.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

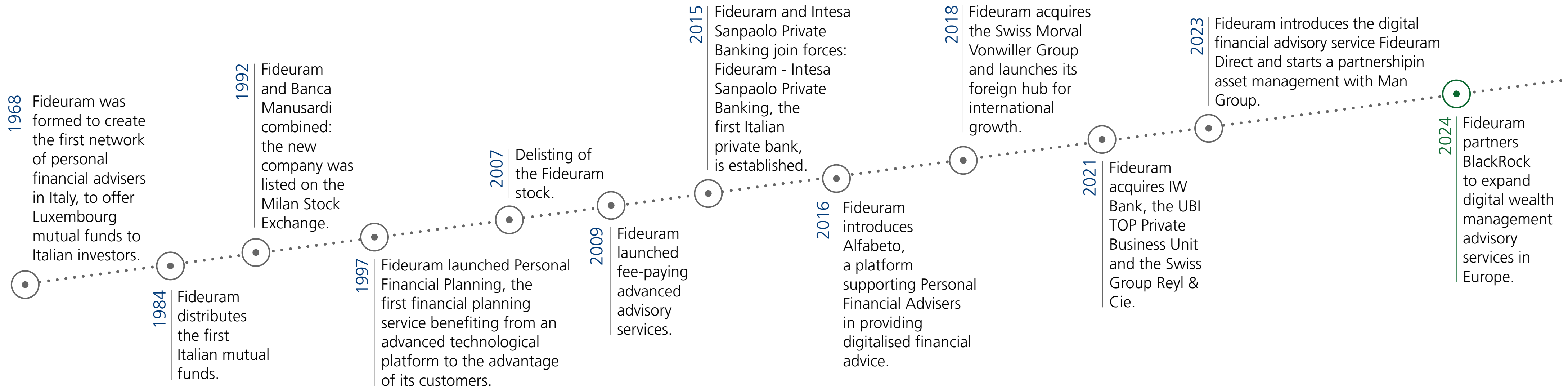
7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Our identity

Fideuram was established more than 50 years ago with the aim of providing investors with an alternative to the traditional banking channel. It now has a strong identity on the market, built over time with a business model focused on advanced advisory services and the professional expertise of its Personal Financial Advisers.



WHO WE ARE

With over €394 bn in Client Assets, Fideuram is the biggest Italian private bank (and one of the largest in Europe). Fideuram heads an integrated Group, comprised of companies worldwide providing financial advisory, asset management and fiduciary services.

WHAT WE OFFER OUR CUSTOMERS

Fideuram offers personalised advice based on a long-term relationship, which is in turn founded on the trust and professional expertise of its Personal Financial Advisers. A distinctive model based on:

- fee-paying advanced advisory services;
- excellent in-house products;
- rounding out its offering with products of major global investment firms.

WHERE WE ARE

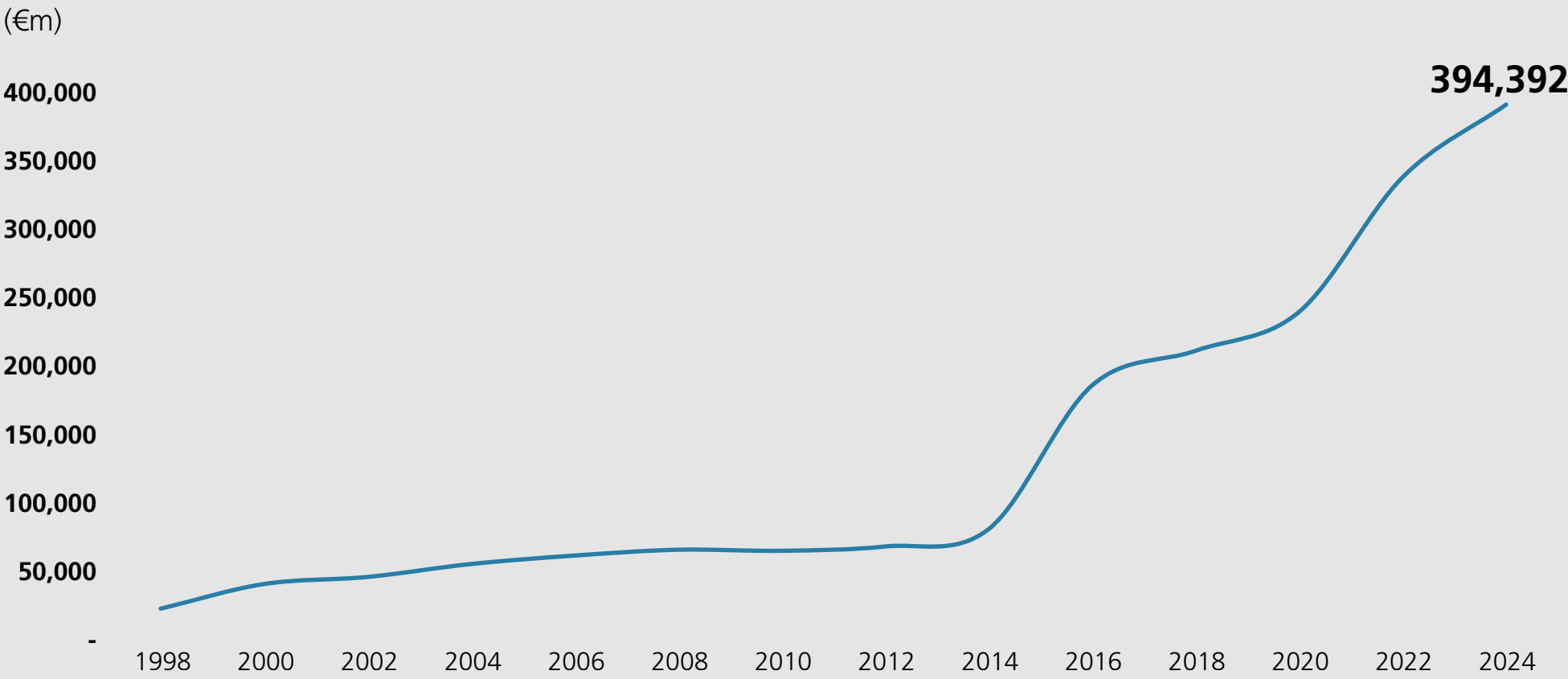
The Group has a strong local presence throughout Italy, with 244 bank branches and 385 Personal Financial Adviser offices. The Group also operates abroad with six bank branches and seven Personal Financial Adviser offices. With 10 HNWI Centres and 6 Wealth management units, the Group is structured to accommodate High Net Worth Individuals. Abroad, the Group is present in Switzerland, the United Kingdom, Singapore, the United Arab Emirates and Argentina through the Swiss banking group Reyl & Cie and in Luxembourg and Belgium with the Luxembourg-based private bank Intesa Sanpaolo Wealth Management.

TOGETHER, HORIZONS NOT BORDERS

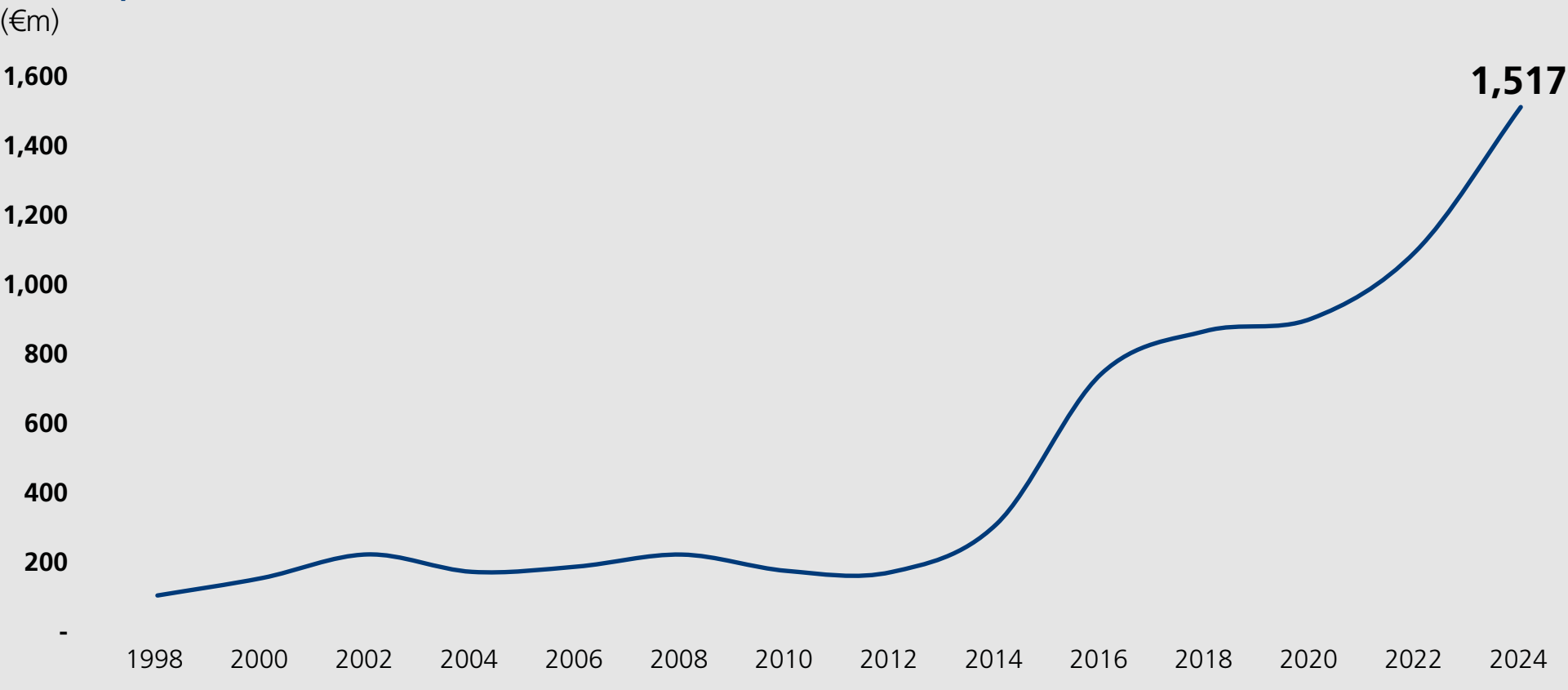
We have captured our essence in a few words: our commitment to our customers and society, our ability to always look further ahead and chart new directions, to push forward in search of innovative solutions and our approach to the profession, where each situation becomes an opportunity for growth and giving our best. An inclusive, courageous and ambitious Purpose. We work together, to make a dream come true: breaking down barriers and boundaries, creating a united community. We look to the future with the desire to grow, to be leaders in driving change, aware of our strength and above all of our ability to do all this TOGETHER, not as individuals, but as a community.

ABOUT THIS REPORT
OUR IDENTITY
GROUP STRUCTURE
HIGHLIGHTS
KEY PERFORMANCE INDICATORS
INTRODUCTORY NOTE
CHAIRMAN'S STATEMENT
CHIEF EXECUTIVE OFFICER'S STATEMENT
1. BUSINESS MODEL
2. EXTERNAL CONTEXT AND STRATEGIES
3. PERFORMANCE
4. GOVERNANCE
5. CONSOLIDATED FINANCIAL STATEMENTS
6. INDEPENDENT AUDITORS' REPORT
7. SCHEDULES
8. GLOSSARY
9. CONTACT US

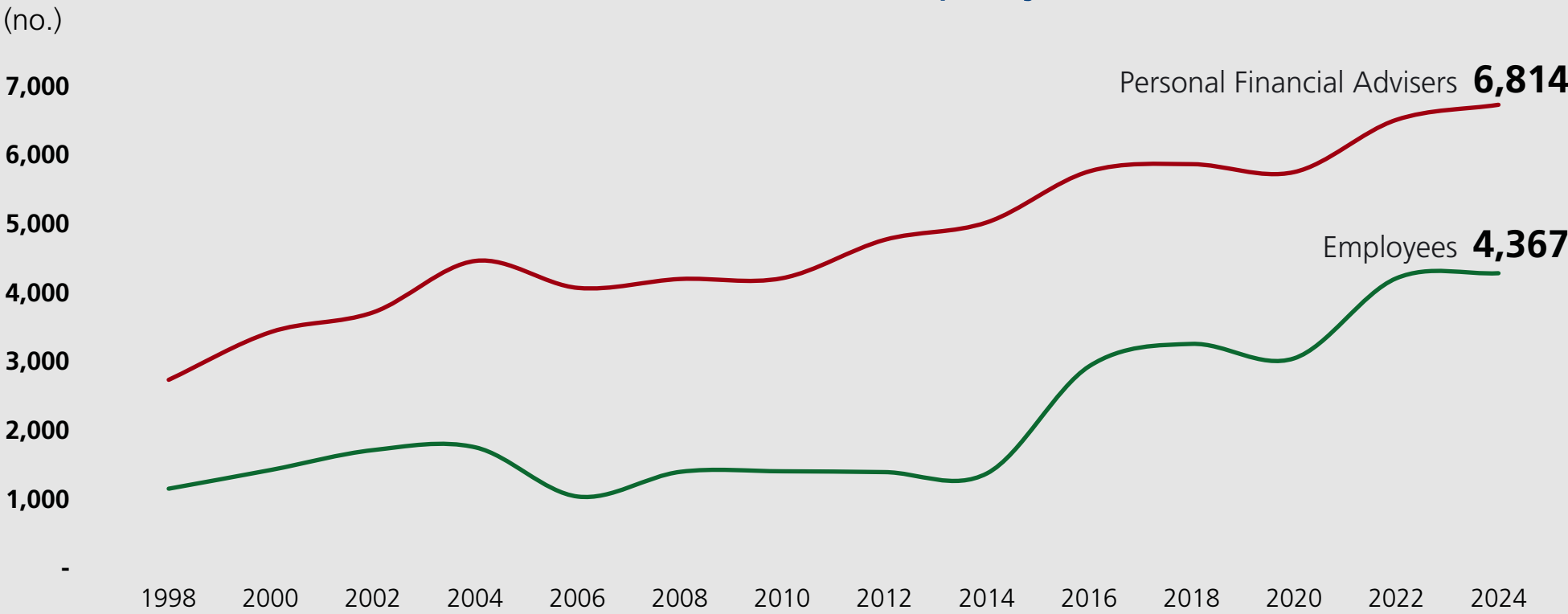
Client assets



Net profit



Personal financial advisers and employees



Our awards



BLUERATING
AWARDS 2024

PRIVATE
BANKING
AWARDS 2024

CITYWIRE
SELECTOR
AWARDS 2024

FUNDSPEOPLE
ITALY AWARDS
2024

INVESTMENTS
MANAGER &
ADVISOR AWARDS
2024



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

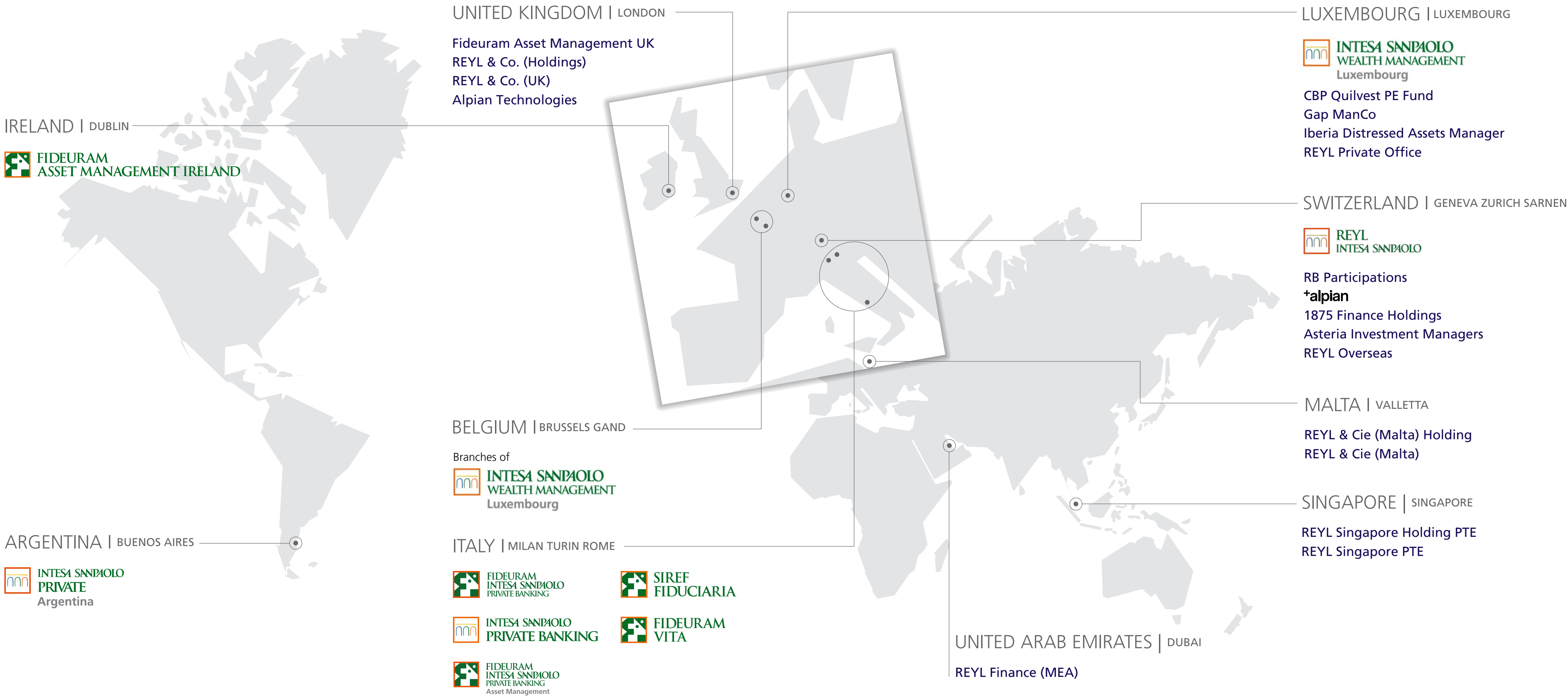
7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Group structure

The Fideuram - Intesa Sanpaolo Private Banking Group operates in ten countries and consists of the Parent Company **Fideuram - Intesa Sanpaolo Private Banking** and the following companies:



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

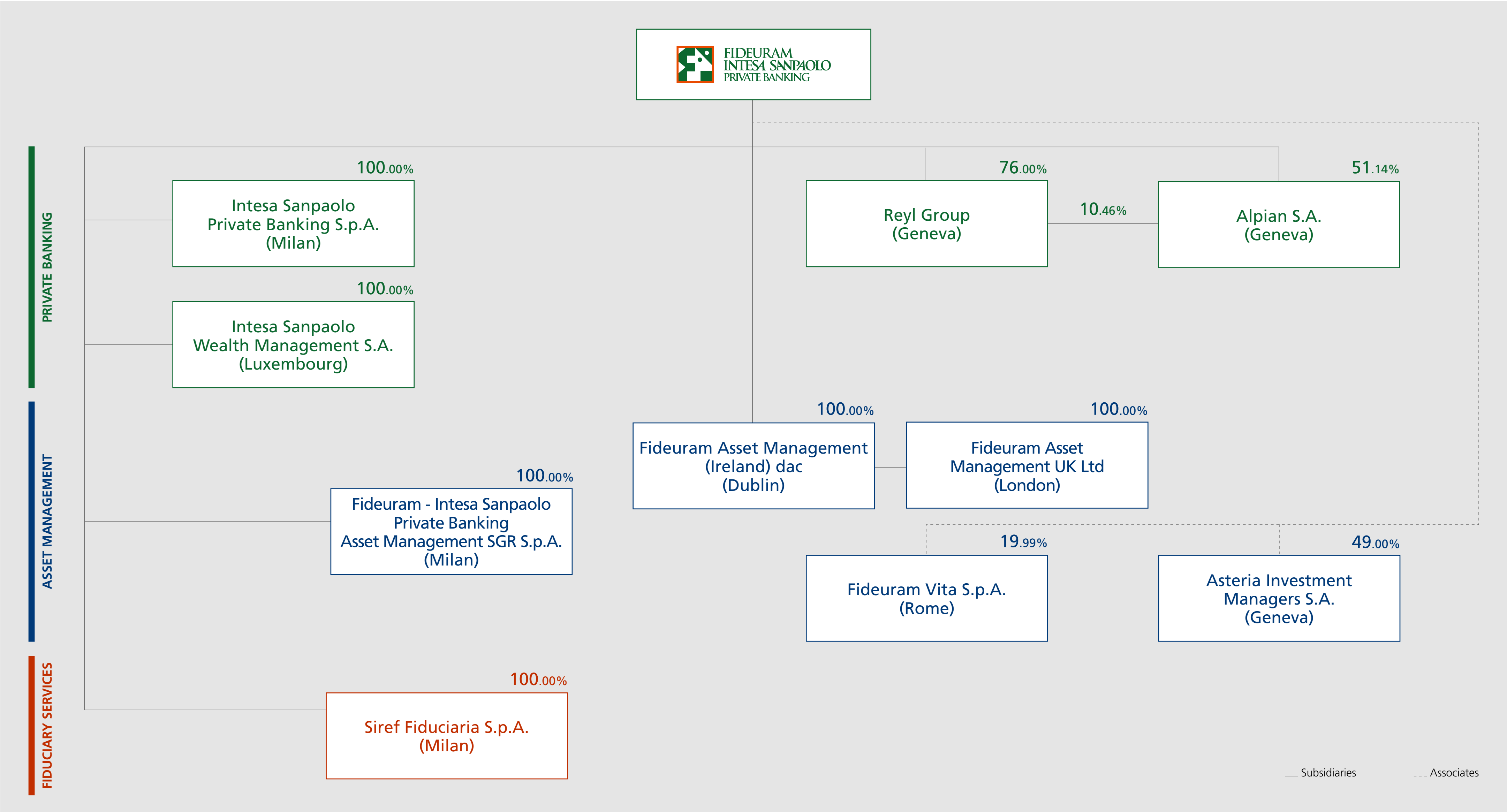
5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



ABOUT
THIS REPORT

OUR IDENTITY

**GROUP
STRUCTURE**

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

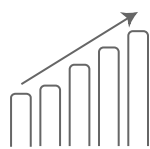
6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Highlights



Financial Capital

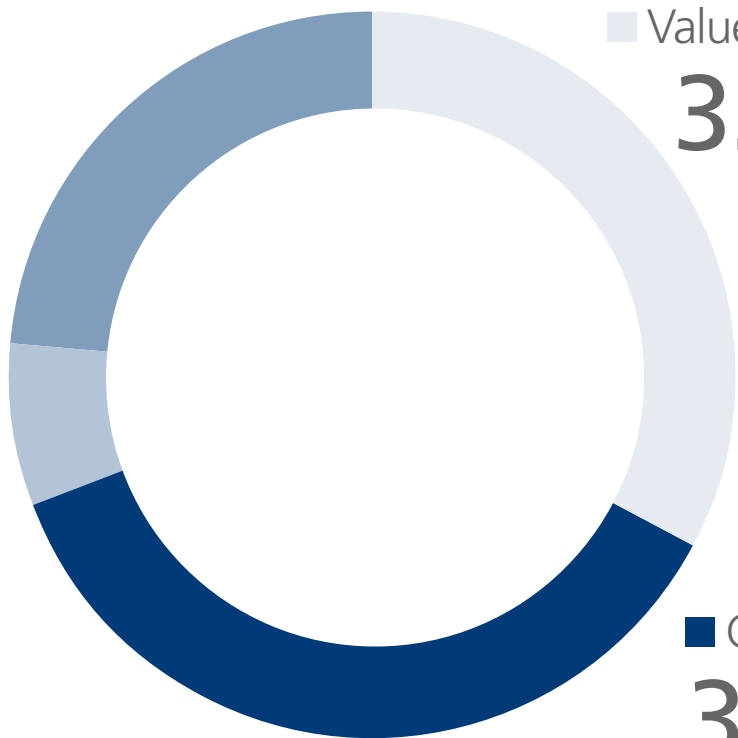
WEALTH CREATED

€4.9 bn

■ Government,
public authorities
and institutions,
Community

23.5%

■ Suppliers
7.2%



Value retained
32.9%

Colleagues
36.4%

RETURN ON EQUITY 34%

COST / INCOME RATIO 29%

SHAREHOLDERS' EQUITY €5.8 bn

NET PROFIT €1.5 bn

NET FEE AND
COMMISSION INCOME €2.1 bn

of which recurring €2.1 bn

TOTAL
NET INFLOWS



€13.1 bn of which Net inflows into Managed Assets €5.9 bn

CLIENT
ASSETS



€394.4 bn of which managed Client Assets €232.7 bn



Productive Capital

NO. OF BANK
BRANCHES



250 outside Italy 6

NO. OF PERSONAL
FINANCIAL
ADVISERS OFFICES



392 outside Italy 7



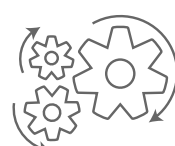
Intellectual Capital

INVESTMENTS IN
INFORMATION SYSTEMS



€80 m annually

NO. OF
PROJECTS



70 projects



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

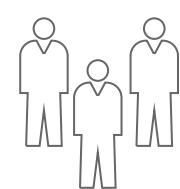
5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



Human Capital

**NO. OF PERSONAL
FINANCIAL ADVISERS**

6,814

**NO. OF
EMPLOYEES**

4,367

**NO. OF CUSTOMERS PER
PERSONAL FINANCIAL ADVISER**

Fideuram Network	Sanpaolo Invest Network	Intesa Sanpaolo Private Banking Network	IW Private Investments Network	Foreign Network
201:1	153:1	114:1	44:1	86:1

**CLIENT ASSETS
PER PERSONAL
FINANCIAL ADVISER**

€58 m

**NET INFLOWS PER
PERSONAL FINANCIAL
ADVISED**

€2 m

TRAINING (HRS)

Personal Financial Advisers	Employees	Personal Financial Advisers	Employees
593,782 hours	222,550 hours	14 years	17 years

**AVERAGE LENGTH
OF SERVICE**



Natural Capital

EMISSION

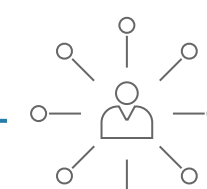
Scope1 / Scope2	1,350 tCO ₂
Scope3	2,806 tCO ₂

**RENEWABLE
ELECTRICITY**

90%

ECOLOGICAL PAPER

88%



Relational Capital

NO. OF CUSTOMERS

Fideuram	Sanpaolo Invest	IW Private Investments
791,944	181,805	59,550
Intesa Sanpaolo Private Banking	Siref Fiduciaria	Foreign Network
47,927 households	1,653 mandates	21,761

**AVERAGE LENGTH
OF CUSTOMER
RELATIONSHIP**

Fideuram, Sanpaolo Invest and IW Private Investments Networks	Intesa Sanpaolo Private Banking Network
12 years	17 years

**CLIENT
RETENTION RATE**

95%

**NEW CLIENT
RATE**

10%

**NET PROMOTER
SCORE (NPS)**

Fideuram / Sanpaolo Invest / IW Private Investments Networks / Fideuram Direct	Intesa Sanpaolo Private Banking Network
68	75

**CUSTOMER SATISFACTION
INDEX (CSI)**

Fideuram / Sanpaolo Invest / IW Private Investments Networks / Fideuram Direct	Intesa Sanpaolo Private Banking Network
8.6	8.8

CUSTOMER SEGMENTATION

HNWI	Private	Affluent	Mass
Client Assets € 116.9 bn	Client Assets € 193.3 bn	Client Assets € 63.8 bn	Client Assets € 20.4 bn



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Key Performance Indicators (*)

	2024	2023	2022	2021	2020
CLIENT FINANCIAL ASSETS					
Net inflows into managed assets (€m)	5,878	(2,006)	2,134	11,835	6,153
Total net inflows (€m)	13,080	12,167	12,859	15,979	13,082
Client Assets (€m)	394,392	359,890	327,179	348,271	303,711
OPERATING STRUCTURE					
Personal Financial Advisers (No.)	6,814	6,696	6,648	6,621	6,475
Staff (No.)	4,367	4,289	4,185	4,151	4,054
- outside Italy (No.)	780	752	668	689	545
Bank Branches (No.)	250	263	268	279	281
Personal Financial Advisers' Offices (No.)	392	402	399	377	375
CONSOLIDATED FINANCIAL RESULTS					
Consolidated net profit (€m)	1,517	1,403	1,070	1,101	817
Group shareholders' equity (€m)	5,781	3,215	3,815	3,319	3,147
Basic consolidated net earnings per share (€)	1.011	0.936	0.713	0.734	0.545
Dividends per share (€)	-	0.800	0.600	0.334	0.434
Total assets (€m)	61,748	56,477	62,871	66,909	60,938
Wealth created (€m)	4,940	4,573	3,684	3,902	3,277
Value distributed (€m)	3,314	4,231	3,448	3,373	2,982

	2024	2023	2022	2021	2020
PROFITABILITY INDICATORS					
Return on Equity (%)	34	40	30	34	27
Return on Assets (%)	2	2	2	2	1
Cost / Income ratio (%)	29	29	34	35	36
Payroll costs / Operating margin (%)	16	17	20	20	21
Net profit / Average client assets (%)	0.4	0.4	0.3	0.3	0.3
E.V.A. (€m)	1,236	1,200	934	981	704
NON-FINANCIAL INDICATORS					
Customer requests (No.)	3,376	3,797	6,479	4,430	3,795
Personal Financial Adviser training (hrs.)	593,782	547,194	517,656	424,419	394,090
Employees on open-ended contracts (%)	99.1	99.2	99.2	98.4	98.8
Women in management positions (% out of the total number of senior managers)	17	14	13	8	11
Staff turnover (%)	16	14	17	11	10
Employees training (hrs.)	222,550	191,374	188,083	166,300	134,243
Donations (€m)	0.5	0.5	0.4	1.1	1.2
Operating margin / Number of employees (€m)	0.8	0.8	0.6	0.6	0.5
Client assets / Number of Personal Financial Advisers (€m)	58	54	49	53	47
Paper consumption per employee (kg)	31	34	38	46	39
Direct and indirect emissions (scope1 and scope2) (tCO ₂)	1,350	2,639	2,874	3,454	2,483

Counterparty rating (Standard & Poor's)	Long term: BBB	Short term: A-2	Outlook: Stable

(*) The figures for 2024 and 2023 were restated on a consistent basis to take account of changes in the scope of consolidation. The figures for 2022, 2021 and 2020 were not restated.

The Management Report contains financial information extracted from or traceable to the consolidated financial statements as well as other information. For more details on alternative performance indicators, please refer to the Glossary.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Contents

Introductory note	12	3.8 Financial and non-financial results	74	6. Independent auditors' report	334	
Chairman's Statement	14	3.8.1 Financial capital	75			ABOUT THIS REPORT
Chief Executive Officer's Statement	15	3.8.2 Productive capital	95			OUR IDENTITY
		3.8.3 Intellectual capital	102			GROUP STRUCTURE
1. Business model	16	3.8.4 Human capital	134	7. Schedules	338	HIGHLIGHTS
1.1 Business model	17	3.8.5 Relational Capital	167	7.1 Non-financial reporting methodology	339	KEY PERFORMANCE INDICATORS
1.2 Key factors in the value creation process	18	3.8.6 Natural Capital	191	7.2 Overview tables of GRI indicators	347	INTRODUCTORY NOTE
1.3 Stakeholders	22	3.9 Significant events after 31.12.2024 and outlook	195	7.3 Overview tables of SASB indicators	356	CHAIRMAN'S STATEMENT
1.4 Business segments	24			7.4 Basis of preparation of the restated financial statements	356	CHIEF EXECUTIVE OFFICER'S STATEMENT
1.5 Commitment to sustainable development	29			7.5 Basis of preparation of the reclassified financial statements	360	
		4. Governance	196	7.6 Value Added Statement	364	
2. External context and strategies	48	4.1 The values and history of the Group	197	7.7 Disclosure on tax management	365	
2.1 Economic scenario	49	4.2 Organisational structure	202			1. BUSINESS MODEL
2.2 Market growth prospects	52	4.3 Ownership structure	205	8. Glossary	366	2. EXTERNAL CONTEXT AND STRATEGIES
2.3 Group competitive position	58	4.4 Role of sub-holding company	206			3. PERFORMANCE
2.4 Brand Equity and Customer Satisfaction	59	4.5 Company management	207	9. Contact us	379	4. GOVERNANCE
2.5 Group strategy	61	4.6 Remuneration policies	214	Branches and Personal Financial Advisers' Offices	380	5. CONSOLIDATED FINANCIAL STATEMENTS
		4.7 Internal controls system	215	Fideuram Group in a click	381	6. INDEPENDENT AUDITORS' REPORT
3. Performance	63	4.8 Management of confidential information	223			7. SCHEDULES
3.1 Overview of 2024	64	4.9 Shareholders' meetings	223			8. GLOSSARY
3.2 Reclassified financial statements	65	4.10 Board of Statutory Auditors	224			9. CONTACT US
3.3 Customer financial assets	66					
3.4 Inflows into managed and non-managed assets	68	5. Consolidated financial statements	225			
3.5 Customer segmentation	69	Consolidated balance sheet	226			
3.6 Advanced advisory services	70	Consolidated Income Statement	227			
3.7 Financial risk	72	Consolidated statement of comprehensive income	228			
		Statement of changes in consolidated shareholders' equity	229			
		Statement of consolidated cash flows	231			
		Notes to the consolidated financial statements	232			

Introductory note

In 2024, global growth remained stable at a moderate pace of 3% per year, while world trade, although recovering, continued to expand at a modest pace. Energy commodity prices showed limited volatility, despite the ongoing conflicts in Ukraine and the Middle East. Disinflation continued, encouraging a progressive easing of monetary policies. However, in the last months of the year, uncertainty over economic policies increased significantly following Donald Trump’s victory in the US presidential elections, with obvious repercussions on financial markets.

In Italy, 2024 was marked by a fluctuating trend in rates on loans and deposits. In the first half of the year, the effects of the ECB rate hikes until 2023 continued to be reflected in bank rates. From June onwards, with the start of official rate cuts, there has been a progressive decline in rates on loan and deposit stocks.

The credit market has seen an initial improvement in lending criteria, thanks to the reduction in rates coinciding with the end of the restrictive phase of monetary policy. Banks have maintained a solid liquidity and funding position, with a strengthening of capital adequacy and a substantially stable credit quality. Despite the fall in interest rates, demand for loans from businesses remained weak however, due to an increased reliance on self-financing and the postponement of investments. In contrast, household loans showed a steady improvement in the second half of the year, interrupting the decline due to the 2022-2023 monetary tightening phase, although growth remained subdued.

There were no significant signs of credit deterioration. The pace at which new bad loans formed increased slightly, reaching 1.3% in September (versus the 1.1% average of the last four years), but still remained at historically low levels. The increase was driven by business loans, while household loans remained stable. The percentage of impaired loans out of total loans of the main banking groups remained unchanged at 2.4% gross.

Bank deposits resumed growth, with a positive net liquidity flow. The trend of savings being reallocated to domestic government bonds has eased, while household deposits gradually recovered in the second half of the year. Current accounts returned to growth of around 1% in December, while the migration to time deposits slowed.

2024 saw a slowdown in the strong growth in non-managed assets, which remained buoyant until the first half of the year. With the start of falling interest rates, the process of reallocating savers’ portfolios towards government bonds and bank bonds was interrupted. After increasing until August, household debt securities held by banks recorded their first net outflows, signalling a possible shift of savings towards managed instruments. Overall, up until November, the stock of household non-managed assets increased by approximately €51bn, significantly lower than the €143bn of the same period in 2023.

On the other hand, managed assets have shown signs of recovery: net inflows of investment funds returned to a positive trend thanks to inflows to bond funds, which more than offset outflows from equity, balanced and flexible funds. Nett inflows in asset management also returned to a positive performance, driven by the recovery of institutional mandates after a long period of outflows, while retail management maintained a constant growth trend. In the insurance sector, net inflows of life insurance policies in the first three quarters of 2024 remained negative, but showed an improvement compared to 2023, returning to a slightly positive position in the third quarter. This result was supported by the recovery of traditional policies, with a decrease in costs and growth in new production. Unit-linked policies also recorded a strong increase, thanks to the recovery of gross premiums and new business.

Significant events in 2024

In 2024, a number of regulatory updates to Prudential Supervision came into force, that had a significant impact on the capital solvency ratios of Fideuram and Intesa Sanpaolo Private Banking, and which required specific funding interventions.

In summary, the regulatory changes concerned:

- Interest rate risks for banking book Supervisory Outlier Tests (IRRBB - SOT): the Regulation sets new and more stringent requirements in terms of interest rate risk of the banking book, defining the obligation for banks to

maintain a minimum level of Tier 1 Capital, such as to fully cover the risk deriving from fluctuations in interest rates on the value of interest-bearing assets and interest-bearing liabilities. Introduced by the EBA in 2023, following the revision of the interest rate risk framework, the new regulation aims to ensure that banks manage risk effectively and safeguard their solvency.

- Daisy Chain: the regulation, introduced from 1 January 2024 on the basis of Regulation (EU) 2022/2036, requires banks belonging to banking groups, other than the Parent Company, to deduct from their own funds the value of controlling shareholdings in banks in the European Union. The application of this regulation to Fideuram was communicated by the Single Resolution Board (the Resolution Authority for banks) in December 2023.
- Minimum Requirement for own funds and Eligible Liabilities (MREL): the Single Resolution Board assigned Fideuram a new minimum requirement for Own Funds and eligible liabilities (bonds and/or senior eligible loans) starting from 30 September 2024, with the aim of ensuring an adequate capacity to absorb losses in the event of a crisis, so as to not have to resort to public financial support.

To ensure compliance with the new regulatory requirements:

- Intesa Sanpaolo made a capital contribution of €1bn and disbursed a Senior non-preferred MREL eligible loan of €1.25bn to Fideuram;
- Fideuram approved a capital payment of €1.25bn to Intesa Sanpaolo Private Banking.

In the first quarter of 2024, Fideuram transferred its Paying Agent activities for the Fideuram Asset Management (Ireland) funds to Allfunds Bank. Allfunds Bank is a distributor of investment products through a proprietary platform and has an existing collaboration agreement with Fideuram and other companies within the Intesa Sanpaolo Group for the use of this platform in the distribution of third-party investment funds. Given the strategic significance of the collaboration with Allfunds Bank, the existing partnership has been extended, broadening its timeframe and exploring the potential for further collaborations in the provision of services supporting the distribution of investment products.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

During 2024, Allfunds Bank and Fideuram formalised a new agreement structured around three main pillars:

- exercise by Allfunds Bank of its option to extend the current collaboration agreements until 20 November 2025;
- further extension of the collaboration agreements by Intesa Sanpaolo Group companies for an additional 6.5 years (until 30 June 2032), under an exclusive arrangement with no changes to the existing terms;
- the aforementioned transfer of the Paying Agent activities for Fideuram Asset Management (Ireland) funds to Allfunds Bank by Fideuram, with the contractual duration aligned with that stipulated for the new collaboration agreements.

The 6.5-year renewal of the collaboration agreements and the transfer of the Paying Agent contract were approved by Fideuram’s Board of Directors on 26 February 2024.

In the second quarter of 2024, Fideuram also made a capital contribution of CHF2.45m in favour of Asteria Investment Managers S.A., a company in which Fideuram holds a 49% stake and Man Group Holdings Limited holds 51%. The transaction will support the development of the company, in line with the objectives of the partnership launched between Fideuram and Man in 2023.

In the third quarter of 2024, Fideuram subscribed to the capital increase of Alpian S.A. for the amount of CHF39m and, together with its subsidiary Reyl & Cie, exercised the anti-dilution option on the company’s capital for

an amount of CHF2m. As a result of these operations, Fideuram acquired control of Alpian, reaching a stake in the company’s capital of 51.1%, in addition to the stake held indirectly through Reyl & Cie, for a total of 61.6%, resulting in the company’s inclusion in the Group’s scope of consolidation. Activities to allocate the acquisition cost were completed by 31 December 2024, with the recognition of goodwill for CHF26m (€28m). Alpian provides private banking and financial advisory services to upper affluent/low private customers and is the first Swiss private bank to offer a range of fully digital wealth management services, alongside traditional online banking services.

As part of the process of reorganising the Group’s activities, the following corporate transactions took place in 2024:

- the merger by incorporation of Carnegie Fund Services into Reyl & Cie;
- the liquidation of the subsidiaries Morval Bank & Trust Cayman and IIF SME Manager;
- the merger by incorporation of IW Private Investments SIM into Fideuram.

Lastly, within the new organisational structure of the Intesa Sanpaolo Group, which saw the establishment of the Wealth Management Divisions structure (in which the Private Banking, Asset Management and Insurance Divisions were brought together), a strategic evolution project of the Wealth Management Divisions was launched. The project, which will be completed in the second half of 2025, aims to optimise the operations of the Intesa Sanpaolo Group’s Italian product factories through the reorganization of collective (mutual funds) and individual portfolio management activities.

In this context, in the fourth quarter of 2024, Fideuram proceeded with the purchase of 0.48% of the capital of Fideuram Asset Management SGR held by third parties, becoming the sole shareholder of the company. In the second half of 2025, Fideuram Asset Management SGR will be spun off, with the Fideuram Asset Management SGR branch relating to collective management allocated to Eurizon Capital and the branch relating to individual asset management allocated to Fideuram.



Fideuram - Intesa Sanpaolo Private Banking - Permanent Secondary Office, Milan



Chairman's Statement

// We are a group of extraordinary people, who work with pride, unity, determination and expertise //



Paolo Molesini
Chairman

Our Division has once again proven to be a great and successful team.

Our achievements, the quality of service, advisory skills of our Personal Financial Advisers and professionalism of our colleagues at head office are a source of pride for everyone.

2024 was marked by a complex macroeconomic and geopolitical context, in which financial markets, despite global uncertainties, recorded significant increases in various sectors and geographical areas.

The Division's financial statements are entirely positive, with important figures that increasingly confirm our position as leader in Italy and among the first players in the euro area. But the best feedback, which drives all our actions is the trust our Customers place in us, confirming that how we are and how we operate is a winning formula, like our business model based on relationships and advice. Building a solid, long-lasting and positive bond between the Personal Financial Adviser and the Customer has always been the cornerstone of Fideuram - Intesa Sanpaolo Private Banking's approach.

Thanks to our leadership and the support of Intesa Sanpaolo, we have launched important projects:

- the expansion of the Fideuram Direct model in Belgium and Luxembourg, thanks to the collaboration with Blackrock;
- leveraging the potential of the Cloud and artificial intelligence;
- a major internal reorganization to further strengthen Wealth Management activities;
- the launch of important communication initiatives.

I am proud of what we do and who we are: we manage the financial and non-financial assets of Italian families who rely on our professionalism, serious approach, and ethics. We feel the responsibility of finding the best opportunities for them, aware that behind everyone's heritage there are stories, dreams, projects that deserve respect, attention and care.

We are a group of extraordinary people, who work with pride, unity, determination and expertise - all qualities that we share with the Intesa Sanpaolo Group, of which we are a part.

This is Fideuram - Intesa Sanpaolo Private Banking.

This is our identity, our commitment, our mission: to grow the most precious asset of all, the trust.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

**CHAIRMAN'S
STATEMENT**

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Chief Executive Officer's Statement

// The results of 2024 are excellent and the best ever, the goals we have achieved confirm the remarkable contribution made by all the people who work at Fideuram - Intesa Sanpaolo Private Banking //



Lino Mainolfi
Chief Executive Officer and
General Manager

The results of 2024 are excellent and the best ever, the goals we have achieved confirm the remarkable contribution made by all the people who work in Fideuram - Intesa Sanpaolo Private Banking, whom I want to thank for the work they do day after day, making our company the undisputed leader in private banking in Italy. Thanks to their professionalism, the passion they put into their work and the bond they have with our company, strengthened by a shared vision and values, they have enabled us to record excellent figures this year too.

Total assets under administration exceeded €394bn, up €34.5bn (+31%) from 31 December 2023. Net profit reached €1.5bn and net inflows €13bn. These results are down to the valuable work of our 6,814 personal financial advisers, who support customers in realizing their projects and achieving their goals, with commitment and expertise. Professionals who, with an awareness and dedication, represent a point of reference for shaping a stable future, in a context often marked by uncertainty. And it is precisely in these changing and unpredictable scenarios, that the value of advanced advisory services rises to the fore, to offer tailor-made solutions aimed at satisfying the needs and aspirations of those who trust us with their savings every day.

During the year, we continued to consolidate our service model, placing customer relations at the centre of our financial advice. We believe that close collaboration between product factories and distribution networks is essential to address the challenges of the sector. We also attribute a key role to technological innovation in improving efficiency and effectiveness in responding to increasingly complex and advanced needs.

We have launched an important project to reorganize collective and individual asset management, which confirms and strengthens our business model through the creation of a specialized Asset Management unit. With this initiative, an Investment Center will be created within the Bank's organizational structure, which will become a center of excellence for portfolio management services and an Investment Center for the Private Banking Division.

With the support of the Intesa Sanpaolo Group, our commitment to transitioning products and services towards sustainability continues, confirming the considerable work done on the offer front and the conversion to meet ESG criteria. We believe that sustainability is a fundamental guide for building a prosperous future for the next generations, and we feel the strong responsibility of our role towards the people and businesses of our country.

We have invested significantly in the evolution of our technologies, embracing the full potential of the cloud and opportunities offered by the targeted and informed adoption of artificial intelligence, to enable our networks and our customers to use advanced technologies and enjoy personalized experiences.

Our international presence is going from strength to strength, thanks also to the launch of an important project to export the Fideuram Direct model to Belgium and Luxembourg. By creating a Digital Wealth Management platform within Intesa Sanpaolo Wealth Management, we will offer a hybrid advisory model that combines cutting-edge technologies with a personalized approach, integrating the digital platform with remote advisory services from professional bankers.

Our focus is firmly on the centrality of people, on empowering each individual's contribution, on building an open and inclusive corporate community, on training new generations of professionals, with particular attention paid to female talent.

I would like to thank all our customers, who place their trust in us, who entrust us with their projects and choose to build the future with us. I would like to thank the Intesa Sanpaolo Group for its solid and constant support towards all Stakeholders, and towards our Country, with whom we share intentions and objectives that will guide us towards new ambitious goals. Finally, I would like to extend a special thanks to the Financial Advisors, Personal Financial Advisers, Managers and Employees, for the commitment and dedication they have shown in the achievement of our successes, always looking ahead to new horizons.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

**CHIEF EXECUTIVE
OFFICER'S STATEMENT**

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

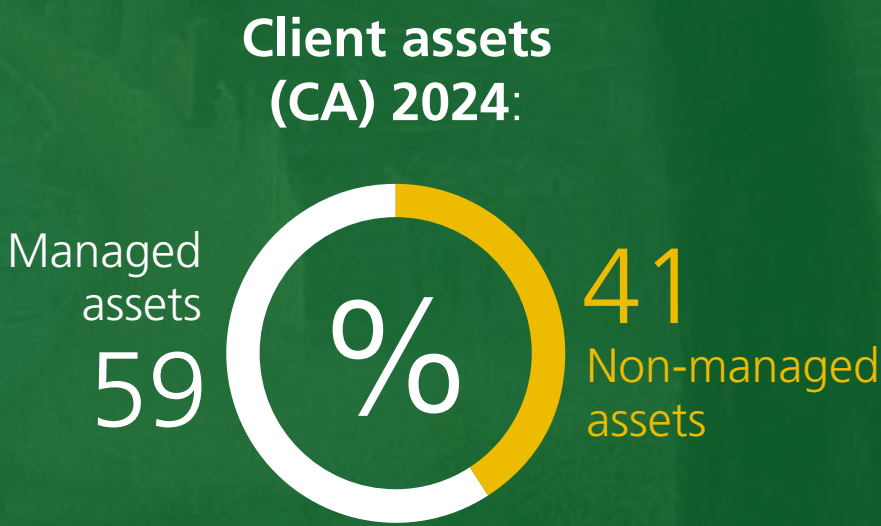


1. Business model

- 1.1 Business model
- 1.2 Key factors in the value creation process
- 1.3 Stakeholders
- 1.4 Business segments
- 1.5 Commitment to sustainable development

Wealth created in 2024 amounted to €**4.9 bn**
(+8% compared to 2023)

Fideuram - Intesa
Sanpaolo Private
Banking operates on
a **business model**
centred on the
provision of **financial
advisory services**



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

**1. BUSINESS
MODEL**

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

1.1 Business model

Fideuram - Intesa Sanpaolo Private Banking is a member of the Intesa Sanpaolo Banking Group and wholly owned by Intesa Sanpaolo S.p.A.

It represents the Division of the Intesa Sanpaolo Group dedicated to financial and asset advisory and trust services, consolidating its leadership as the first Private Bank in Italy and among the first in Europe. With client assets amounting to €394.4bn and an international presence in asset management, it offers advanced expertise on liquid and private markets to support Personal Financial Advisers and their customers. Fideuram’s commitment is to protect and enhance the wealth of families and entrepreneurs, contributing to the growth of the country and the construction of a sustainable future. The Group has over 6,800 Personal Financial Advisers divided into five Networks: Fideuram, Sanpaolo Invest, IW Private Investments, Intesa Sanpaolo Private Banking and the Foreign Network. Within a framework of shared values and a service model based on professional advice and on the strength of the relationship of trust between customers and Personal Financial Advisers, each Network has its own offering model aimed at satisfying the various customer segments.

The approach to wealth management is comprehensive and includes both family and corporate assets, with financial, tax, legal, trust, M&A, Art and Real Estate Advisory services, offered using the skills of the Private Banking Division, in synergy with the Intesa Sanpaolo Group, or developed in partnership with the best professionals in the sector. The investment solutions are implemented according to an open architecture model, which combines the products and services of the Group’s companies with those of leading international investment firms. The range of the offering is completed by both banking and insurance products and services, according to the best market standards and with a strong focus on the digital evolution and ESG issues.

With the aim of offering a wide and dedicated range of products, benefiting from digital solutions that will be enhanced over time, the Fideuram Direct business unit was created to respond to the needs of customers who want to operate independently in investments and online trading, and the new remote financial advisory service Direct Advisor was activated, with its specialised team of Direct Bankers, the first network in Italy of financial advisors who operate only remotely, in teams. As regards trading, customers have the option of 24-hour trading through advanced platforms on more than fifty cash and derivative markets, both Italian and international, also with long and short leverage.

To accelerate the development of Digital Wealth Management in Europe, Fideuram has launched a partnership with BlackRock, expanding its offering with innovative intermediation, hybrid advisory and portfolio management solutions, accessible via digital channels. Lastly, Fideuram integrates the principles of environmental, social and governance sustainability into its business model and considers them key values of its way of being and acting, promoting a balanced development that directs capital flows towards sustainable investments.



Fideuram - Intesa Sanpaolo Private Banking - Permanent Secondary Office, Milan



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

**1. BUSINESS
MODEL**

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

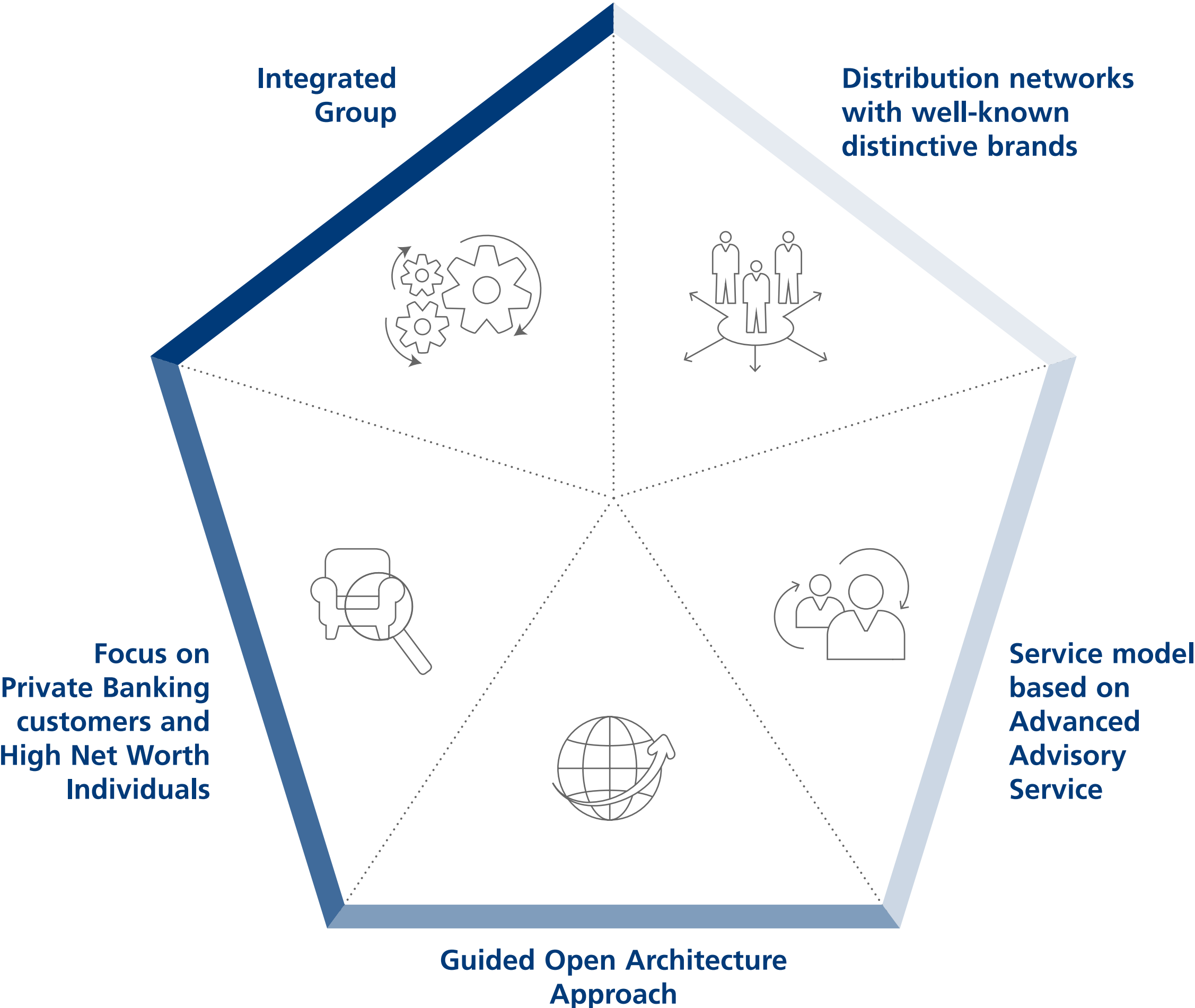
7. SCHEDULES

8. GLOSSARY

9. CONTACT US

1.2 Key factors in the value creation process

The core distinctive elements of success underlying the value creation process are:



An **integrated Group** of companies based inside and outside Italy, with product companies that enable both prompt responses to changes in the market, exploiting the related opportunities, and the maintenance of management margins. This model of integration is based on a strategy of specialisation that allocates each Group company its own professional expertise. Through direct interaction with the Personal Financial Adviser Networks, the product companies are kept constantly updated on any changes in customer needs and are able to create the most appropriate investment solutions. This is also accomplished through the Group Investment Centre, whose aim is to establish a unified market view that uses different types of asset allocation approaches according to customer profile, risk appetite and distribution network.

Distribution networks with well-known distinctive brands: a model centred on the professional relationships between our Personal Financial Advisers and customers, underpinned by the strength of the Fideuram, Sanpaolo Invest, IW Private Investments and Intesa Sanpaolo Private Banking, and their consolidated longstanding reputation on the Italian market. The latter are key to attracting new customers and top professionals in the sector with a complete offering of products and services, bank branches and leading-edge expertise. In addition, with the Luxembourg bank Intesa Sanpaolo Wealth Management and the Swiss bank Reyl, the expansion of distribution networks in international markets continued. A bricks and mortar presence, with 250 bank branches and 392 Personal Financial Advisers, enables us to offer our customers a complete service that secures their loyalty and strengthens the Group’s role as a one-stop-shop provider of banking products and services.

A **service model based on Advanced Advisory Services:** the professional relationship between each Personal Financial Adviser and customer is based on a financial advisory service model governed by a specific contract. The service is delivered in the following two ways:

- *Basic Advisory Services:* provided free of charge to all customers and consisting in personalised advisory services regarding the customer’s investments, paying careful attention to risk management and the suitability of their overall portfolio.
- *Advanced Advisory Services:* provided on the basis of a dedicated contract and subject to the payment of commission.



- ABOUT THIS REPORT
- OUR IDENTITY
- GROUP STRUCTURE
- HIGHLIGHTS
- KEY PERFORMANCE INDICATORS
- INTRODUCTORY NOTE
- CHAIRMAN’S STATEMENT
- CHIEF EXECUTIVE OFFICER’S STATEMENT
- 1. BUSINESS MODEL**
- 2. EXTERNAL CONTEXT AND STRATEGIES
- 3. PERFORMANCE
- 4. GOVERNANCE
- 5. CONSOLIDATED FINANCIAL STATEMENTS
- 6. INDEPENDENT AUDITORS’ REPORT
- 7. SCHEDULES
- 8. GLOSSARY
- 9. CONTACT US

In particular, the Group offers its customers the following fee-paying Advanced Advisory Services:

- *SEI Advanced Advisory Service*: a cutting-edge, fee-paying advisory service offered by the Fideuram, Sanpaolo Invest and IW Private Investments networks , launched in June 2009 and redesigned in 2024 with a view to responding in an increasingly complete and adequate manner to customers’ needs and characteristics.
The main new features introduced concerned:
 - simplifying the criteria for determining the periodic commissions applied;
 - identifying the portion of the client’s assets to be considered for the purposes of calculating periodic commission and verifying the requirements to activate and maintain the service;
 - expanding the range of services offered to customers thanks to the introduction of the new additional service “Selezione Titoli Sei”, aimed at enhancing the component of customer portfolios invested in managed savings instruments;
 - strengthening the safeguards aimed at preserving the quality of the service by raising the minimum capital threshold for access, the suspension of the payment of periodic commission by the customer in the case of a portfolio that is “not sufficiently diversified” and/ or not adequate for a given time horizon, the customer’s signature of the declaration of advisory activities concerning policies, asset management and Fideuram Information Sheets;
 - the migration of customers with the Sei and Sei Private version service to the new service and the elimination of the Sei Private version service, which can no longer be subscribed to from 15 April 2024;
 - the digitalisation of operations and advisory forms for natural persons.

SEI provides customers with a highly personalised advisory service, able to support them in achieving their investment objectives and in realising their plans, including through value-added ancillary services dedicated to responding to particular asset needs. SEI puts the customer and their needs centre stage and supports Personal Financial Advisers in identifying optimal customised solutions to meet those needs and in monitoring their progress over time. All this while keeping a constant eye on the risk level and diversification of the customer’s overall assets. Personal Financial Advisers are supported by the Advisory Platform at all stages of providing the SEI service. This technologically advanced application provides Personal Financial Advisers with all the features and reporting necessary to provide the customer with the advanced advisory service.

- *WE ADD Advanced Advisory Service*: an advanced, fee-paying advisory service offered by Intesa Sanpaolo Private Banking. WE ADD was designed with the aim of enriching and strengthening the advanced advisory service thanks to competence, method and vision. Personal Financial Advisers, as qualified professionals, are the sole contact in the relationship with the customer: they are supported and assisted by the investment strategies set out by the Investment Committee, by the “Analysis and Strategies” unit and by a digital and innovative platform, which allows them to maximise and rationalise the information system in support of investment choices. A structured process allows them to get to know the customer, his/her needs and his/her investment objectives, to analyse and monitor over time, thanks to multiple and professional detailed views, the single financial instrument and the portfolio as a whole, identifying concrete solutions that can respond to specific customer needs.
- *Private Banking Advanced Advisory Service*: advanced, fee-paying advisory service offered by Intesa Sanpaolo Private Banking, with high added value and a high level of personalisation, dedicated to customers with at least €2.5 million in financial assets and who want constant support from a team of specialists in investment choices. This service, supported by the Wealth Shaper platform, comprises an analysis of the customer’s portfolio, followed by proposals for personalised allocation and advice aimed at buying and selling individual financial instruments. The portfolio analysis and allocation proposals are handled directly by the Advisory central team, with the aim of guiding customers towards a more efficient and diversified portfolio and better risk control. The advanced Private Advisory service offers customers the possibility of receiving personalised recommendations on their entire assets, also including wealth management mandates and insurance-based financial products, in addition to the scope already covered by the service relating to mutual funds and securities.
- *ISWM Advanced Advisory Service*: personalised and continuous advisory service offered by Intesa Sanpaolo Wealth Management, which makes use of the specialist skills of dedicated, highly trained professionals and an advanced technological platform to constantly monitor the balance between risk and return of the customer’s portfolio.

In addition, the Group also offers the following specialist advisory services:

- Tax, legal and succession advisory services for asset planning.
- Fiduciary services, supported by Siref Fiduciaria.

- Advisory support to assist entrepreneurs manage the liquidity generated during significant business transitions, such as Mergers & Acquisitions or Initial Public Offerings.
- Art Advisory services provided with the support of external consultants.
- Real Estate Advisory services to support customers’ real estate management needs both regarding disposable property and property of potential interest. The needs analysis is conducted internally or with the support of external consultants, including international consultants, for valuation and agency services.

As part of the Banca Diretta business unit, activities continued in 2024 to support the launch and positioning of Fideuram Direct, the digital platform aimed at savers and traders who want to invest remotely in the financial markets independently, or through a guided, assisted approach based on a fully digital experience and a wide range of tools:

- advanced trading platforms, to trade on more than 50 cash and derivative markets worldwide within 24 hours, also with long and short leverage;
- Direct Advisory is the remote financial advisory service which works with a specialised team of Direct Bankers (Italy’s first network of financial advisors operating only remotely, in teams) and enables customers to make appointments via a dedicated app and be guided in configuring their investment portfolio;
- managed asset solutions for investors operating autonomously, with the possibility of choosing from a careful selection of Funds and Sicavs (around 150) of the main international investment houses, in an open architecture logic attentive to ESG principles, and “Direct Valore+” asset management, which enables investors to delegate the management of investments in portfolios consistent with the risk and sustainability profile to Fideuram Asset Management SGR specialists;
- a current account and payment cards, to enable full day-to-day customer operations through digital channels.

Thanks to Fideuram Direct, more digitised customers can start to operate with Fideuram via the mobile Welcome+ App and immediately begin trading and investing in managed asset products with the Alfabeto suite and Trading+ app. As of 31 December 2024, Fideuram Direct had €2.9bn of Client assets and approximately 74 thousand customers.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

**1. BUSINESS
MODEL**

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



Fideuram, Intesa Sanpaolo Private Banking and Sanpaolo Invest - Monza branch.

A **Guided Open Architecture Approach**: a model that offers third-party products alongside our Group products to complement them, satisfying even the most sophisticated needs through partnerships with world-leading investment companies.

A clear **focus on Private Banking Customers and High Net Worth Individuals**, segments that account for approximately 79% of the Group's Client assets and which have high growth prospects in the Italian and foreign markets. Client assets are, moreover, substantially above the threshold necessary to obtain significant economies of scale and ensure the creation of value in a manner that is sustainable over time.

The process to upgrade the Private Wealth Management unit continued in 2024, in view of developing and serving the Private Banking and High Net Worth Individuals segments of the Fideuram, Sanpaolo Invest and IW Private Investments Networks, through a pro-active approach and dedicated business model. The unit provides necessary support to Personal Financial Advisers in assessing the needs of HNW customers through a dedicated service model and a specific product and service offering, designed to provide adequate answers to articulated and complex needs. Fideuram's dedicated business unit supporting the Networks comprises the following structures:

- *Private Advisory Unit*, which develops the array of financial services dedicated to Private Banking customers, by coordinating with the delegated structures and specialised Group units, creating solutions to develop and protect the customer's financial assets.
- *Wealth Solution Competence Centre*, which provides added value services for non-financial assets (e.g. household wealth protection analyses, artistic heritage management, property management, philanthropy, etc.) by using the Group's specialised companies and competent, select external providers for the realisation of family Wealth Planning deals and projects.
- *Client Business Development* that offers access to high value added services for entrepreneurial clients (e.g. Corporate Finance and M&A transactions) by activating both specialised Group companies and competent external partners, while also developing new proactive solutions to enhance commercial action in the Corporate sphere.
- *Service Monitoring and Development* that deals with developing the service model, in coordination with the Group's structures, monitoring

the dissemination of services offered to the Networks, analysing market trends in the Wealth Management sector, developing Private commercial initiatives and managing Partnerships with specialist service providers.

Moreover, for High and Ultra High Net Worth Individual customers, Intesa Sanpaolo Private Banking has a Wealth Management unit to support the commercial Network with dedicated products and strategies. The Department is made up of the following units:

- *Client Business Development*, which develops the support provided to existing customers and for acquiring new ones, including through the establishment of a network of relationships with private sector operators and external professionals, and through offering ordinary and extraordinary financial services and lending services to business customers.
- *Wealth Planning*, which provides specialist advisory support providing wealth advisory, philanthropy advisory, art advisory, and real estate advisory services.
- *Investment Solutions HNWI & Family Office*, which is responsible for the dedicated model, the offering of customised investment solutions for specific customer needs, the development of the international offering on the Network and the study of customised solutions with international content. In addition, the team works as an idea generator for new products and services, to respond to market developments, managing and coordinating relations with Family Offices and providing oversight of institutional counterparts.
- *Advisory Unit*, which analyses the customer's portfolio, draws up customised allocation proposals, provides targeted advice on the purchase and sale of individual financial instruments, and carries out constant risk monitoring.

The HNWI and UHNWI customer service model, delivered through the specialisation of the Network with dedicated resources and Centres aims to bring the most important relationships together in a small number of operating centres and to strengthen our market coverage of these segments through the creation of ad hoc organisational solutions. These centres interact with the Wealth Management Unit on a regular and recurring basis, in order to resolve any issues typical of a dedicated service model.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

**1. BUSINESS
MODEL**

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

THE CREATION OF VALUE

EXTERNAL CONTEXT

MAIN STRATEGIES

1. STRENGTHEN THE IDENTITY OF THE DIVISION

Empowering people's potential and skills

2. CONSOLIDATE THE CORE BUSINESS ITALY

Positioning Fideuram as the Group's centre of excellence in Wealth Management and specialising in Service Models

3. EXPAND THE INTERNATIONAL BUSINESS

Strengthening European leadership in Wealth Management, including through the recruitment of Personal Financial Adviser teams

4. DEVELOP THE DIGITAL CHANNEL OF DIRECT BANKING AND ADVANCED TRADING

Developing a dedicated investment and trading platform for customers with a significant technological slant

5. INTEGRATE ESG ASPECTS

All-round development in the business proposition, operating model and processes

REGULATIONS



FINANCIAL CAPITAL

- Client assets €394.4bn of which Managed Assets €232.7bn
- Capital solidity CET1 Ratio 27.5% and Total Capital Ratio 27.7%



PRODUCTIVE CAPITAL

- No. 250 Bank Branches
- No 392 Personal Financial Advisers' offices



INTELLECTUAL CAPITAL

- Investment in information systems €80m
- No. 70 project initiatives



HUMAN CAPITAL

- No. 6,814 Personal Financial Advisers
- No. 4,367 employees
- No. 593,782 hours of training provided to Personal Financial Advisers and 222,550 hours to employees



RELATIONAL CAPITAL

- Client retention rate 95%
- New client rate 10%
- Net promoter score of 68 for Fideuram/Sanpaolo Invest/IW Private Investments Networks and Fideuram Direct and of 75 for the Intesa Sanpaolo Private Banking network
- Customer satisfaction index of 8.6 for Fideuram/Sanpaolo Invest/IW Private Investments Networks and Fideuram Direct and of 8.8 for the Intesa Sanpaolo Private Banking network

CONSUMER BEHAVIOUR

FINANCIAL MARKETS

TECHNOLOGICAL DEVELOPMENT

MISSION • BUSINESS VALUES • PERFORMANCE

GOVERNANCE

BUSINESS MODEL

- Integrated Group
- Distribution networks with well-known distinctive brands
- Service model based on Advanced Advisory Service
- Open Architecture Approach
- Focus on Private Banking customers and High Net Worth Individuals

BUSINESS ACTIVITIES

Branches Private Banking Online

PERSONAL FINANCIAL ADVISERS AND CUSTOMERS

INPUT

OUTCOME

OUTPUT

EXTERNAL CONTEXT

- Reinforce its leadership position
- Support foreign growth
- Expand the customer base
- Boost the level of innovation
- Increase the focus on ESG topics
- Customer Satisfaction
- Client retention

CLIMATE CHANGE

DEMOGRAPHIC CHANGES



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

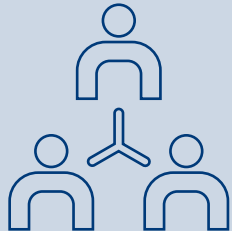
9. CONTACT US

1.3 Stakeholders

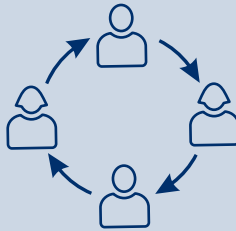
The Group considers it essential to pursue sustainable growth through constant interaction with all stakeholders involved in its activities. Accurately identifying these stakeholders and starting an ongoing dialogue with each one are essential strategic elements to generate lasting value over time.



At the heart of the Group's mission are its **customers**, who are offered financial and pension advice to support them in an informed management of their assets. The goal is to build a lasting relationship of trust, ensuring customized solutions and excellent service.



Commitment to **shareholders** is a key element in pursuing quantitative and qualitative growth that is sustainable over time and characterized by maintaining excellent profitability.



Colleagues are a fundamental resource for the Group's success. For this reason they are constantly valued through investments in training and skills development. A central role is played by Personal Financial Advisers, professionals registered in the Single Register of Financial Consultants, who operate with an agency contract or as employees. The Group's business model is built around their professionalism and ability to offer a high level of service.



Suppliers are strategic partners with whom the Group collaborates to ensure the procurement of quality goods and services, contributing to the achievement of corporate objectives in a mutually beneficial perspective.



The **community** includes all the social and cultural dimensions the Group interacts with in its operations, including the main investment houses with which it maintains strategic relationships.



Lastly, the **environment** is an essential factor for sustainable development. The Fideuram Group is committed to reducing its ecological footprint by adopting solutions that minimize environmental impact and promote a responsible use of resources.

- Effective stakeholder engagement generates numerous benefits for the development of the Group's strategy, including:
- an improved risk management and strengthening of reputation, thanks to an open and transparent dialogue with key stakeholders;
 - optimising available resources (knowledge, skills and technologies) to achieve strategic objectives;
 - a greater understanding of the social and market context, promoting the identification of new business opportunities and adaptation to changes;
 - building a climate of trust with all stakeholders, an essential element for solid and sustainable growth;
 - promoting a fairer, more inclusive social development, by actively involving different players in decision-making processes;
 - a social function in savings and wealth management, supporting the protection of customers' capital and the generational transition of financial wealth.



[ABOUT THIS REPORT](#)

[OUR IDENTITY](#)

[GROUP STRUCTURE](#)

[HIGHLIGHTS](#)

[KEY PERFORMANCE INDICATORS](#)

[INTRODUCTORY NOTE](#)

[CHAIRMAN'S STATEMENT](#)

[CHIEF EXECUTIVE OFFICER'S STATEMENT](#)

[1. BUSINESS MODEL](#)

[2. EXTERNAL CONTEXT AND STRATEGIES](#)

[3. PERFORMANCE](#)

[4. GOVERNANCE](#)

[5. CONSOLIDATED FINANCIAL STATEMENTS](#)

[6. INDEPENDENT AUDITORS' REPORT](#)

[7. SCHEDULES](#)

[8. GLOSSARY](#)

[9. CONTACT US](#)

STAKEHOLDER MAP

Creating value for our stakeholders is one of the Fideuram Group’s goals.

The distribution of the wealth created by the Group and transferred to its stakeholders is illustrated below:

		2024	2023			2024	2023
CUSTOMERS	Fideuram customers (No.)	791,944	751,178		The value created for our CUSTOMERS is reflected in the returns obtained through the subscription of financial products offered by the Group	%	
	Sanpaolo Invest customers (No.)	181,805	182,145				
	Intesa Sanpaolo Private Banking customers (No. of households)	59,550	58,344				
	Siref Fiduciaria customers (No. fiduciary mandates)	47,327	47,704				
	IW Private Investments customers (No.)	1,653	1,683				
	Foreign Network customer (No.)	21,761	8,980				
	Client Assets (€m)	394,392	359,890				
	Average length of customer relationship Fideuram, Sanpaolo Invest and IW Private Investments Networks (years)	12	12				
	Average length of customer relationship Intesa Sanpaolo Private Banking Network (years)	17	17				
SHAREHOLDER	Fideuram ordinary shares (No.)	1,500,000,000	1,500,000,000		The value created by the Group is distributed to the SHAREHOLDER as dividend income.		26
	Par value (€)	no-par shares	no-par shares				
	Shareholders' equity (€m)	5,781	3,215				
	Consolidated pay-out (%)	-	86				
	Separate pay-out (%)	-	82				
COLLEAGUES	Counterparty rating (S&P Global Ratings)	BBB/Stable	BBB/Stable		The value created by the Group is distributed to the COLLEAGUES through: • Fee and commission expense; • Personnel expenses; • Provisions for the termination of agency agreements and for the Personal Financial Adviser network loyalty schemes.	36	36
	Employees (No.)	4,367	4,289				
	Graduate employees (%)	57	57				
	Turnover (%)	16	14				
	Average training hours per employee (No.)	55	47				
	Personal Financial Advisers (No.)	6,814	6,696				
	Client Assets / Number of Personal Financial Advisers (€m)	58	54				
SUPPLIERS	Average training hours per Personal Financial Adviser (No.)	88	82		The value created for the SUPPLIERS is distributed through Administrative expenses.	7	7
	IT services (€m)	57	53				
	Building management (€m)	22	24				
	Third-party services (€m)	174	151				
	Professional and insurance costs (€m)	34	33				
	Advertising and promotional costs (€m)	12	8				
COMMUNITY	Other expenses (€m)	45	46		The Group distributes the value created for the COMMUNITY and the ENVIRONMENT through: • Fee and commission expense; • Administrative expenses (donations); • Direct and indirect taxes and levies; • Expenses for the resolution fund and deposit guarantee scheme.	24	23
	Charitable and other donations (€m)	0.5	0.5				
	Current taxes (€m)	693	644				
	Indirect taxes and levies (€m)	429	375				
ENVIRONMENT	Banking and insurance system related expenses (€m)	37	46		This is the value remaining in the Group, mainly in the form of provisions, depreciation and amortisation, deferred tax assets and liabilities.	33	8
	Paper consumption per employee (kg)	31	34				
	Direct and indirect GHG emissions (scope1 and scope2) (tCO ₂)	1,350	2,639				
	Other indirect GHG emissionsi (scope3) (TCO ₂)	2,806	2,978				
The figures for 2023 were restated on a consistent basis to take account of changes in the scope of consolidation.							

1.4 Business segments

The Group’s operating structure covers three main Business Segments related to the types of financial products offered to customers:

MANAGED FINANCIAL ASSETS SEGMENT, which extends from mutual funds to SICAVs, alternative investment funds and discretionary accounts.

LIFE INSURANCE ASSETS SEGMENT, which covers unit-linked and traditional managed insurance asset products, as well as pension and protection products.

BANKING SERVICES AND NON-MANAGED ASSETS, which covers the Group’s banking and financial services.

MANAGED FINANCIAL ASSETS SEGMENT

The Group offers its customers:

MUTUAL FUNDS

The Group’s mutual fund products are developed following an open architecture approach. They comply both with the UCITS Directive (mutual funds and SICAVs) and AIFM Directive (alternative investment funds - AIF), whether Group products or offered by third-party asset managers, and whether based inside or outside Italy.

The range covers the following different types of funds:

- benchmark funds, with a return objective linked to a market index;
- flexible funds, which seek to obtain positive absolute returns for different levels of risk without being linked to a reference benchmark;
- passive funds, which aim to replicate the performance of benchmark indices and therefore have no discretionary activity by the investment manager in investment choices. This type of fund refers above all to Exchange Traded Funds (ETFs);
- alternative funds, which seek to obtain absolute returns through a wider range of investments than traditional funds. They mainly consist of AIF products that provide access to private markets, enabling greater portfolio diversification and market decorrelation. These funds have high subscription thresholds and are intended for Private Banking customers.

The distribution of UCITS funds has taken place not only through the Group’s Personal Financial Adviser Networks, but also through Fideuram Direct, the platform dedicated to customers who want to be able to invest in the financial markets with the help of fully digitalised systems.

DISCRETIONARY ACCOUNTS

The discretionary accounts solutions offered differ by **management style** and the **types of financial instruments** in which they can invest.

MANAGEMENT STYLES

Benchmark lines

Lines that aim to generate an excess return with respect to a market index. This category also includes discretionary accounts that invest in Group and third-party funds and discretionary accounts that invest in securities, both with a range of risk profiles.

Flexible lines

These are lines that have the objective of obtaining positive absolute returns with limited correlation with the financial markets. As such, they are products with a risk control policy based on respecting a maximum potential loss level or a maximum volatility level that constitutes a management limit.

Personalised lines

Lines built around a customer’s specific requirements which may aim to generate an excess return with respect to a customer-specific market index or to obtain positive absolute returns through a risk control policy that reflects the customer’s specific requirements with the option of reviewing the parameters over time in relation to their changing needs.

TYPES OF FINANCIAL INSTRUMENTS

Multimanager Asset Management Funds

Mainly invest in mutual funds and SICAVs offered both by the Group and third-party fund managers and in ETFs.

Portfolio Management

Mainly invests in financial instruments other than units/shares in funds/ SICAVs.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

The Group offers a flexible range of solutions in this area that can be tailored to different customer needs in terms of the service, operational efficiency and tax efficiency required (Fideuram Omnia, Fogli Fideuram, GP Wealth Collection and Direct Value+).

Through Fideuram, Sanpaolo Invest and IW Private Investments Networks, Fideuram Omnia and Fogli Fideuram discretionary accounts give customers access to a wide range of Fideuram Asset Management SGR investment lines offering different management styles, geographical areas and investment instruments that can be combined following a diversified approach to investment type and risk. Fideuram Omnia also offers solutions that provide increasing levels of customisation in relation to the amount which may be invested and can extend to the construction of “dedicated” lines for Private Banking customers, supported by a specialist team. Intesa Sanpaolo Private Banking offers a wide spectrum of investment lines organised by customer type, management style and investment risk. In particular, two dedicated solutions are available: the “Wealth Collection” multi-line asset management by Fideuram Asset Management SGR and the “Eurizon Capital management lines” managed by a team of specialists dedicated to high net worth customers.

The Fideuram Omnia – Ego Personal Tesoreria and Wealth Collection - Private Tesoreria management lines are solutions designed specifically for the Group’s corporate and institutional customers for their treasury management.

Direct Valore + is the asset management service of Fideuram Asset Management SGR, dedicated to Fideuram Direct customers, with five benchmark management lines diversified by risk profile.

LIFE INSURANCE ASSETS SEGMENT

The Group provides its customers with a wide range of insurance products, including:

- life insurance asset products (traditional insurance products, unit linked insurance products and multi-class insurance asset products combining both, of Italian companies as well as foreign companies, with bespoke solutions), that pay a capital sum or an annuity upon the occurrence of a life-related event (survival or death).
- Pension products (personal pension plans and open pension funds) that pay a capital sum or an annuity on retirement.
- Protection products that insure against the risk of certain specified events.

TRADITIONAL INSURANCE PRODUCTS

Traditional insurance products provide for the payment of a premium by the policyholder against the guaranteed return of a revalued capital sum, with the option of conversion into a life annuity which may be reversible (the latter form which allows the annuity to continue being paid to another person on the death of the beneficiary), upon the occurrence of a life-related event (survival or death). This category includes the Class I products “Fideuram Vita Garanzia e Valore” proposed by the Fideuram, Sanpaolo Invest and IW Private Investments networks, the products “Patrimonio per Giovani Insurance” and “Base sicura Tutelati” proposed by Intesa Sanpaolo Private Banking and Private Insurance products, in co-intermediation with the broker Firstance, available to the entire Group.

UNIT-LINKED AND MULTI-CLASS INSURANCE PRODUCTS

Unit linked insurance products provide for the payment of a capital sum upon the occurrence of a life-related event (survival or death), in return for the payment of a premium by the policyholder. The value of the capital sum is linked to the value of the internal funds or mutual funds in which the premiums paid by the policyholder have been invested. These policies thus provide a financial management service, while simultaneously offering optional basic insurance coverage. This category of products includes the “Fideuram Vita Futura” policy proposed by the Fideuram, Sanpaolo Invest and IW Private Investments Networks and the “Selezione Private Pro Dublin Branch” policy proposed by Intesa Sanpaolo Assicurazioni Dublin Branch. These are flexible solutions combining investment opportunities and insurance coverage. The “Fideuram Vita Futura” policy addresses different customer targets thanks to a modularity with which it is possible, through a single contract, to combine different insurance, financial and service components.

The insurance products offered also extend to multi-class policies, which allow the customer’s investment to be allocated in varying percentages to a traditional segregated insurance fund and to the Group’s mutual and unit-linked funds. This category includes the policy “Fideuram Vita Sintonia” distributed by the Fideuram, Sanpaolo Invest and IW Private Investments Networks, and the “Synthesis”, “Synthesis HNWI” and “Synthesis Business” policies - a version expressly for Private Banking Customers of high-standing, distributed by Intesa Sanpaolo Private Banking.

Both of the above-mentioned product types are also available as part of the Private Insurance offer, in co-intermediation with the broker Firstance, for the entire Group.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

**1. BUSINESS
MODEL**

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

PENSION AND PROTECTION PRODUCTS

The Group offers its customers personal pension plans and open pension funds that pay the policyholder, upon retirement, a life annuity which can also be reversible (“pension products”). This category includes the “Fondo Pensione Fideuram” open pension fund offered by Fideuram networks, Sanpaolo Invest and IW Private Investments, as well as the “Il Mio Domani” open pension fund and the “Il Mio Futuro” personal pension plan offered by Intesa Sanpaolo Private Banking.

The Group also offers its customers insurance products that cover the policyholder against the risk of certain specified events (“protection products”). These are “pure risk” life or accident products such as Term Life Insurance policies, which pay a capital sum upon the death of the policyholder within the contractual term of the policy in return for the payment of regular premiums, and health insurance policies, which reimburse the expenses required due to accident or illness. “Fideuram Vita Serena” proposed by the Fideuram, Sanpaolo Invest and IW Private Investments Networks comes under this product category.

BANKING SERVICES AND NON-MANAGED ASSETS

The Group offers its customers the following services in this segment:

- Banking services and in particular current accounts with ancillary services for the deposit of securities, debit cards (issued by Fideuram and Intesa Sanpaolo Private Banking), credit cards (issued by Fideuram and Intesa Sanpaolo Private Banking, Nexi and American Express), mortgages issued by Fideuram or Intesa Sanpaolo, and lease products for Intesa Sanpaolo Private Banking (issued by Intesa Sanpaolo), and lending products (principally secured by assets held with the Group itself).
- Non-managed asset investment opportunities

The products and services offered in the Banking Services and Non-managed Assets Segment complement and complete the products and services offered in the Managed Financial Assets and Life Insurance Assets Segments.

CURRENT ACCOUNTS AND LIQUIDITY PRODUCTS

The Group offers a range of current accounts with different conditions to suit different customer needs and levels of financial assets. Fideuram solutions satisfy customers’ specific needs and different target groups of customers. In particular, the “Conto Fideuram One” account is dedicated to those customers who use their own current account in the traditional way. The “Conto Fideuram Prime” is aimed at customers who use digital channels. The “Conto Fideuram Private Banking” and “Conto Esclusivo Fideuram Private Wealth Management” accounts are dedicated to HNWI. Other lines of current accounts are also available, and are dedicated to specific commercial offers with favourable rate conditions for specific periods and maximum deposit limits.

For Fideuram Direct customers, the “Conto Direct Start”, “Conto Direct Trader” and “Conto Direct Sphera” accounts are available, which are complemented by a range of services aimed in particular at trading. Intesa Sanpaolo Private Banking offers the “Conto Private Zero Spese” and “Conto Private Flessibile”. The Group offers a range of credit card solutions tailored for different customer profiles. In addition, liquidity management products are also available to customers, including Savings Bonds/Cash Deposits, Time Cash and Time Deposits, which enable them to receive remuneration on amounts subject to non-liquid conditions for a defined period of time.

CREDIT SERVICES

The Group offers its customers lines of credit that afford them cash flow flexibility, secured by investment products held with the Group or substantial Client Assets held by the Group, also for investment in financial instruments, and short-term and medium-long term loans for up to fifteen years.

NON-MANAGED ASSETS

The Group offers its customers the option of investing directly in shares, bonds, structured bonds, certificates and other financial instruments on the primary and secondary markets. Repo and securities lending transactions are also possible. The Group offers bonds and certificates on the primary market. These instruments are developed and issued by IMI Corporate & Investment Banking - Intesa Sanpaolo, supranational institutions or leading international issuers. The certificates with protected capital offered by Fideuram, Sanpaolo Invest and IW Private Investments Networks, and the special interest investment theme certificates and bonds dedicated to customers of Intesa Sanpaolo Private Banking are of particular importance in this category.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

ESG PRODUCTS

Within the Managed Assets and Insurance areas, solutions are available, developed by the Group or selected from the proposals of leading international investment houses, that promote environmental and/or social characteristics or that have a sustainable investment objective, implemented through processes aimed at guiding the selection of investments in line with sustainability principles focussed on three areas of interest:

- **Environmental**, concerning environmental protection, inter alia through control of the direct and indirect impacts that economic activities can have, for example in terms of greenhouse gas emissions, energy efficiency and water resource management.
- **Social**, referring to social values, i.e. upholding human rights, worker rights and conditions, diversity, the rights of minors, and everything regarding the sphere of respect for human dignity.
- **Governance**, regarding the set of rules and principles that guide the management and control of an organization, whether it is a company, an institution or a community. In the corporate context, governance concerns the ways in which a business is managed and supervised. This includes, for example, the composition of the board of directors, relations with shareholders, management remuneration policies and compliance with regulations. Effective governance ensures transparency, accountability and sustainability in corporate management.

Since 2021, based on Regulation (EU) 2019/2088, the “Sustainable Finance Disclosure Regulation” (SFDR), a classification of managed asset products connotated as ESG has been introduced based on the extent to which sustainability principles and criteria are integrated into their investment objectives or approaches.

With reference to the Regulation, products are classified:

- Article 8: a financial product that promotes, among other characteristics, environmental or social characteristics, or a combination of those characteristics.
- Article 9: a financial product that has sustainable investment as its objective.

At Group level, in compliance with Regulation (EU) 2019/2088 (SFDR), additional criteria have been adopted which, besides the classification pursuant to Articles 8 and 9 of the SFDR and compliance with the principle of good governance of the companies in which they invest, also considering the presence of sustainable investments (pursuant to Article 2(17) of the SFDR), environmentally sustainable investments (pursuant to Article 2(1) of Regulation (EU) 2020/852) and (PAI) Principle Adverse Impacts (pursuant to Article 7 of the SFDR).

Products covered by the SFDR include Mutual Funds, Alternative Investment Funds, Discretionary accounts, Insurance-based Investment Products and Pension Products.

With regard to the Group’s products, the most distinctive ESG solutions, for funds, include Article 9 products with sustainable investment objectives:

- Fonditalia 4Children, managed by the ESG & Strategic Activism team of Fideuram Asset Management SGR. The Fonditalia’s sub-fund was created from the collaboration with UNICEF and has a distinctly social goal, aimed in particular at the women and men of tomorrow.

- Fonditalia Clean Energy Solutions, the new sector that aims to invest in companies from any sector provided they promote and develop clean energy solutions or any technology or process that promotes decarbonisation as a pillar of business activity, such as: clean mobility, for example electric vehicles and railways, energy efficiency systems aimed at reducing energy consumption, low-emission fuels, renewable energy generation and equipment such as solar, wind, waste-to-energy, hydropower, storage systems (e.g. batteries and hydrogen), green building, smart energy and insulation solutions, industrial systems promoting energy efficiency and reducing energy consumption, forest-based climate solutions, financing of clean energy solutions.
- The four sub-funds WPS - Eurizon Multi-Asset Circular Economy, WPS - Lombard Odier Natural Capital, WPS - Vontobel Equity Global Impact and WPS - Man AHL Multi-Asset Target Climate Change of Willerfunds Private Suite created in collaboration with some of the international investment houses most involved in sustainability issues and dedicated to Intesa Sanpaolo Private Banking.

In addition, as from September 2024, ETFs from the DX ETF platform of Fideuram Asset Management (Ireland) have been available. These are six strategies with passive management (three equity and three bonds) with characteristics conforming to Article of the 8 SFDR available on ETFplus of Borsa Italiana and used in the advisory activity and in the composition of discretionary accounts portfolios, funds and insurance-based investment products.

For Fideuram Asset Management SGR’s discretionary account dedicated to the Group’s networks (Fideuram Portfolios, Fideuram Omnia and Wealth Collection), there are numerous investment lines classified under Articles 8 and 9 of the SFDR, available to investors with preferences for sustainability issues.

In the area of Insurance Products, the Companies of the Intesa Sanpaolo Group offer solutions classified under Article 8 of the SFDR both as insurance-based investment products and as pension products with open pension funds. Unit Linked policies include Fideuram Vita Futura for Fideuram and Selezione Private Pro Dublin Branch for Intesa Sanpaolo Private Banking and multi-class policies include Fideuram Vita Sintonia for Fideuram and Synthesis, Synthesis Business and Synthesis HNWI for Intesa Sanpaolo Private Banking.

Fideuram Asset Management SGR also adopts a sustainability-oriented approach for alternative investments. Since 2022, three SFDR Article 8 solutions have been developed within the FAI - Fideuram Alternative Investments platform: FAI Private Markets Insight, in collaboration with Neuberger Bergman, FAI Mecati Privati Sostenibili, in collaboration with Blackrock, and the alternative PIR FAI Progetto Italia II, in collaboration with ECRA SGR.

The drive towards sustainability-oriented investment solutions also includes the Non-Managed Asset component, with the issue of Intesa Sanpaolo certificates with ESG-type underlyings and participation in Group or third-party bond placements with a particular focus on sustainability issues and classified as ESG products.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

The Fideuram Group carefully selects outstanding international partners to offer its own customers a greater possibility of diversification.

TOP CLASS PARTNERS



1.5 Commitment to sustainable development

THE SUSTAINABILITY CONTEXT

People started talking about sustainable development in 1987 when the United Nations World Commission on Environment and Development drafted a document, the Brundtland Report (also known as “Our Common Future”), in which sustainable development was defined as “meeting the needs of the present generation without compromising the ability of future generations to meet theirs”. This definition sets out a vision of progress that is inseparable from environmental well-being: economic development improves the current and potential possibilities of current and future generations only if at the same time it respects the limits of the environment and natural resources. The Brundtland Report identified for the first time the most pressing environmental problems: uncontrolled population growth, deforestation, the destruction of tropical forests, the extinction of living species, the increase in the greenhouse effect which causes climate change, acid rain and the erosion of the ozone layer. The Brundtland Report is a seminal document for the concept of sustainable development as it laid the foundations for future international climate conferences and influenced treaties and political strategies aimed at balancing economic growth with social equity and environmental protection.

The European Union has always recognized the importance of sustainability, integrating it into its treaties and policies. The Maastricht Treaty, which established the European Union and introduced the Single Market in 1993, states that one of the Union’s purposes is to promote a balanced and sustainable development, in which economic growth, social cohesion and environmental protection are integrated. This principle was later strengthened in subsequent treaties, such as the Treaty of Amsterdam (1997) and the Treaty of Lisbon (2009), and guided the environmental and economic policies of the European Union in the following decades. The Treaty of Amsterdam, in particular, marked a turning point, establishing the European Union’s commitment to promoting sustainable and balanced economic and social progress, to affirming its identity in the international context through action for sustainable development and, finally, to consolidating the rights and interests of the citizens of the Union. In the strategies of the European Union, the concept of sustainable development is interpreted in a broad way to include not only the responsible use of environmental resources, but

also the achievement of social, health and economic well-being, while respecting human rights. Integration is the core principle of sustainable development, as it takes into account all dimensions (environmental, social and economic) necessary for far-reaching policy-making. In the years following the Treaty of Amsterdam, the European Union made a concrete commitment to pursuing all sustainability objectives and has translated this commitment into concrete actions, adopting a series of key initiatives:

- the Kyoto Protocol (1997): a first significant step towards fighting climate change by setting binding targets for the reduction of greenhouse gas emissions;
- the United Nations Agenda 2030 (2015): a global action plan for sustainable development, which defines 17 Sustainable Development Goals (SDGs);
- the Paris Agreement (2015): an international climate agreement that aims to limit the increase in global temperature to below 2°C above pre-industrial levels;
- the European Green Deal (2019): a plan to transform the European Union into a climate-neutral economy by 2050, promoting sustainable investments, the energy transition and the protection of biodiversity.

Numerous institutional initiatives by the United Nations and the European Union have followed, significantly increasing the attention paid to these issues, launching the transition of the economy towards a sustainable development model. In parallel with developments in the international and European regulatory framework, awareness of the importance of integrating environmental, social and governance (ESG) factors into investment decisions has grown. This approach, known as sustainable investing, aims to generate long-term financial returns while taking into account the social and environmental impacts of economic activities. Despite the progress made, the road to a sustainable future is still long and complex. New challenges, in particular the climate crisis, social inequalities and digitalisation, require constant commitment and continually evolving policies and strategies. However, the opportunities are just as numerous and sustainable investment represents a key lever to drive the transition towards a fairer economy.

UNITED NATIONS GLOBAL COMPACT



“Specifically, I call on you – individually through your firms, and collectively through your business associations – to embrace, support and enact a set of core values in the areas of human rights, labour standards, and environmental practices”.

(Kofi Annan, UN Secretary General,
World Economic Forum, 31 January 1999, Davos)

Launched in 2000 by former Secretary-General Kofi Annan, the United Nations Global Compact (UN Global Compact) is an ambitious initiative to promote a fairer, more sustainable and inclusive model of globalization. Conceived as a real pact between businesses and the United Nations, the Global Compact invites companies around the world to align their strategies and operations with ten universal principles, based on human rights, labour rights, environmental protection and the fight against corruption.

Launched during the World Economic Forum in Davos, the Global Compact is much more than a simple declaration of intent. It is a dynamic network that brings together governments, businesses, civil society organizations and United Nations agencies, with the common goal of shaping a better future for all. By sharing best practices, collaborating on common projects and continuously striving for improvement, Global Compact participants help create a world where the economy, society and environment can thrive in harmony.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Over the years, the Global Compact has proven to be an effective tool for promoting sustainability and corporate social responsibility globally. Companies adhering to the Pact undertake to:

- integrate universal principles into their corporate strategies, policies and procedures;
- communicate progress towards achieving sustainability goals;
- collaborate with other players to address the most pressing global challenges;
- promote the United Nations 2030 Agenda for Sustainable Development.

In an increasingly interconnected and complex world, the role of the Global Compact is set to further grow and evolve to respond to the most pressing global challenges and promote positive systemic change through corporate engagement. The growing emphasis on climate responsibility, corporate sustainability and inclusivity signals a shift towards more responsible and SDG-aligned business models. Joining the Global Compact means not only respecting a set of ethical principles, but also actively contributing to building a more sustainable and inclusive future for present and future generations.

The Global Compact is based on ten universal principles inspired by fundamental international declarations, such as the Universal Declaration of Human Rights and resolutions of the International Labour Organization.

HUMAN RIGHTS	LABOUR	ENVIRONMENT	ANTI-CORRUPTION
PRINCIPLE 1 Support and respect the protection of internationally proclaimed human rights in one's respective spheres of influence.	PRINCIPLE 3 Uphold the freedom of association and the effective recognition of the right to collective bargaining.	PRINCIPLE 7 Support a precautionary approach to environmental challenges.	PRINCIPLE 10 Work against corruption in all its forms, including extortion and bribery.
PRINCIPLE 2 Do not be complicit in human rights abuses, either directly or indirectly.	PRINCIPLE 4 Eliminate all forms of forced and compulsory labour.	PRINCIPLE 8 Undertake initiatives to promote greater environmental responsibility.	
	PRINCIPLE 5 Abolish child labour.	PRINCIPLE 9 Encourage the development and diffusion of environmentally friendly technologies.	
	PRINCIPLE 6 Eliminate discrimination in respect of employment and occupation.		

Starting in 2023, companies adhering to the UN Global Compact are required to annually represent the progress made in implementing the initiative's ten universal principles with a key reporting tool, called "Communication on Progress" (CoP), which represents a significant step forward towards a greater transparency and comparability of actions undertaken in the area of sustainability. The CoP offers companies a number of strategic advantages:

- building up their reputation: demonstrating a concrete and measurable commitment to sustainability allows companies to strengthen their credibility in the eyes of investors, customers, employees and local communities, helping to consolidate their reputation on the market;
- improving competitiveness: in an economic context increasingly geared towards sustainability, the CoP becomes a distinctive element that can give companies a competitive advantage;
- facilitating sustainability management: the standardized questionnaire provided by the UN Global Compact supports companies in setting measurable goals, monitoring progress and identifying areas for improvement;
- access to a global network: the CoP offers the opportunity to interact with other companies adhering to the initiative, promoting the exchange of best practices and mutual learning;

- alignment with the Sustainable Development Goals (SDGs): the CoP helps align corporate strategies with the SDGs, demonstrating an active commitment to building a more sustainable future for the planet.

In 2024, the Global Compact introduced numerous initiatives and tools designed to accompany companies on their journey towards sustainability, with a particular focus on urgent issues such as climate change, inequality and innovation. A growing awareness of the importance of involving the entire value chain in the transition towards sustainable business models has emerged. In this context, the Global Compact has made available resources and tools to support companies in evaluating and improving the sustainability practices of their suppliers. The Global Compact has explored the potential of artificial intelligence, data analytics and other emerging technologies to address global challenges, recognizing technology as a critical ally in accelerating sustainable transformation.

Particular attention has been paid to governance and transparency within member companies, developing new guidelines and tools to improve the quality of reporting and communication of sustainability commitments, thus strengthening dialogue and collaboration between players of civil society, academia and the private sector.

As of 31 December 2024, the Global Compact had more than 25,000 participants from 167 countries, making it the world's largest corporate sustainability initiative. Among these participants, more than 20 thousand were companies, of which over 550 were Italian.

In 2007, Intesa Sanpaolo formalized its membership of the UN Global Compact and made a commitment to align with the ten fundamental principles in the fields of human rights, labour, the environment and the fight against corruption. Joining this initiative represented an important step in strengthening the commitment to corporate social responsibility and long-term sustainability.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

PRINCIPLES FOR RESPONSIBLE INVESTMENT – PRI

In 2005, Kofi Annan, the then Secretary General of the United Nations, invited the principal international institutional investors to develop a set of Principles for Responsible Investment. These principles were presented at the New York Stock Exchange in 2006. They highlight the financial relevance of environmental, social and good corporate governance (ESG) issues, defining a reference framework for investors as a contribution to the development of a more stable and sustainable financial system. The Principles therefore provide investors with a framework to integrate ESG factors into their investment decisions and to help create a more sustainable world while improving the performance of their investments, to reduce the risks associated with factors such as climate change, human rights” violations and corruption, and to enhance their reputation in the eyes of stakeholders. Adherence to the Principles implies a commitment to incorporate ESG issues into investment analysis and decision-making, acting as an active shareholder by promoting sustainable practices in the companies invested in, and working with other investors to improve the application of the Principles.

Principles for Responsible Investment

1. Incorporate environmental, social and governance (ESG) issues into investment analysis and decision-making processes.
2. Be active owners and incorporate ESG issues into one’s own ownership policies and practices.
3. Seek appropriate disclosure on ESG issues by the entities in which one invests.
4. Promote acceptance and implementation of the Principles within the investment industry.
5. Work together to enhance mutual effectiveness in implementing the Principles.
6. Report on one’s activities and progress towards implementing the Principles.

SUSTAINABLE DEVELOPMENT GOALS – SDGS

“The new Agenda is a promise from leaders to people around the world. It is an Agenda for people, to eradicate poverty in all its forms, an Agenda for the planet, which is our home”.

(Ban Ki Moon - Secretary General, United Nations)

On 25 September 2015, the General Assembly of the United Nations adopted the Agenda 2030 for sustainable development, an action plan for individuals, the planet and prosperity signed by the governments of the 193 member states of the United Nations. It incorporates 17 Sustainable Development Goals (SDGs) in a grand action plan for a total of 169 targets to be achieved over 15 years. The SDGs and their targets indicate the global priorities for 2030 and set out a global development plan that promotes the integration of actions for human well-being, environmental protection, economic growth and peace. The adoption of Agenda 2030 represented a significant historic event in various ways. The current development model was clearly found to be unsustainable for the first time, not only in environmental terms

but also in economic and social terms, in an integrated conception of the various dimensions of development. All countries are called on to contribute to the effort to lead the world on the path of sustainability, without any more distinctions between developed, emerging and developing countries. Therefore, every country has to commit to defining its own strategy to achieve the SDGs by the established deadline. Given its scope, implementation of the Agenda 2030 demands major involvement by all members of society, from companies to the public sector, from civil society to philanthropic institutions, from universities and research centres to information and culture specialists. A key role is given to all companies, regardless of their size, sector or geographic location, which are called on to take a strongly proactive approach to sustainable development, through the implementation of new models for responsible business, investments, innovation, technological development and action in partnership. In particular, companies are called on to add the SDGs to their own plans and financial statements, aiming at a reduction in the impact of their own activities on the ecosystem, streamlining the use of human and material resources, and drastically reducing waste, while encouraging the creation of new jobs and redistribution of the wealth produced as a contribution to the struggle to eliminate poverty.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Implementing the goals requires close collaboration between governments, businesses and civil society. In this perspective, SDG 17 shows the way and the method for an effective implementation of the other 16 goals: Partnership for the goals, i.e. synergic, collaborative and proactive action by all the actors of sustainable development. In this context, the European Union is also engaged in the transposition and definition of the principles of the 2030 Agenda for Sustainable Development according to a targeted action programme: the European Commission, during the opening speech of the plenary session of the European Parliament chaired by Ursula von der Leyen (July 2019), presented the EU Action Programme, in which the main objective is to achieve the sustainable development goals in the shortest possible time, consistent with the Paris Agreement on climate change.

PARIS CLIMATE AGREEMENT



In December 2015, at the Paris Climate Conference (COP21), 195 countries adopted the first universal and legally binding climate agreement, whereby they undertook to make a concrete commitment to limiting the average increase in the global temperature to 1.5°C by 2030, to cooperate internationally to achieve this goal and to strengthen the capacity of societies to address the impacts of climate change.

The main provisions of the Paris Agreement include:

- a long-term temperature target: the Agreement sets a target of limiting average global warming to well below 2 degrees Celsius compared to pre-industrial levels, aiming for a maximum increase of 1.5 degrees;
- Nationally Determined Contributions (NDC): each country is required to submit a nationally determined contribution that specifically includes a project to reduce greenhouse gas emissions and adapt to the impacts of climate change;
- global review: every five years, countries will conduct a comprehensive review to assess progress towards the long-term temperature target and to identify possible corrective actions;
- funding: developed countries are committed to providing financial support to developing countries to help them implement their NDCs.

The Paris Agreement stands out for its flexibility and ambition. Each country is required to define and regularly update its Nationally Determined Contributions (NDCs), i.e. its commitments to reducing greenhouse gas emissions. This mechanism allows for national objectives to be adapted to the specific circumstances of each country and to be strengthened over time. The Agreement also provides for the creation of a transparency mechanism to monitor the progress made by each country in achieving its goals and to facilitate international cooperation. Another key element is the financing mechanism, which aims to mobilize financial resources to support developing countries’ efforts to mitigate and adapt to climate change. The Paris Agreement entered into force on 4 November 2016 and 191 countries decided to join it. The Agreement also implemented through a number of mechanisms, including the Conference of the Parties (COP) and the subsidiary bodies of the United Nations Framework Convention on Climate Change (UNFCCC). Since the adoption of the Paris Agreement, some progress has been made in reducing greenhouse gas emissions. However, to achieve the goal of limiting global warming to 1.5°C, global emissions will have to be reduced by 50% by 2030 and reach net zero emissions by 2050.

The Sustainable Development Goals (SDGs) and the Paris Climate Agreement offer the strongest common agenda for achieving peace and prosperity at the global level. The Global Compact serves to be the catalyst for future changes, guiding the private sector towards achievement of the SDGs by 2030.

CLIMATE ACTION SUMMIT

The Climate Action Summit was held in New York from 21 to 23 September 2019 as part of the United Nations General Assembly. During the summit, another 77 countries announced their commitment to set a target of zero net emissions by 2050, and another 70 countries committed themselves to achieving even more ambitious reduction targets by 2020 than those adopted with the Paris Agreement. More than 100 private sector entrepreneurs have committed to accelerating their transition to the green economy; numerous countries and more than 100 cities, including many of the world’s largest, have announced new concrete steps to combat the climate crisis. During this conference, the United Nations promoted global initiatives to address the climate crisis, and the **Principles for Responsible Banking (PRB)** were presented as a key tool for the banking sector to support the transition to a more sustainable economy.

The Climate Action Summit marked a milestone in global efforts to tackle climate change, but the landscape has changed dramatically since then. The commitments made in 2019 have triggered a positive dynamic, encouraging an acceleration in climate action at global level. A major contribution was received from the financial and corporate world. Various fund managers have tried and will still try to present financial plans based on zero net emissions by 2050, and numerous private companies will align themselves with the obligations established by the Paris Global Climate Conference. As of 2024, more than 200 banks globally have adhered to the Principles for Responsible Banking (PRB). This initiative of the United Nations Environment Programme (UNEP-FI) continues to play a crucial role in guiding the banking sector towards sustainable practices, encouraging concrete actions to align banking activities with the Sustainable Development Goals of the United Nations 2030 Agenda and the commitments set by the Paris Climate Agreement. With more parities adhering, banks are stepping up their commitment to supporting the transition to a low-carbon economy and promoting inclusive and responsible growth. The Principles for Responsible Banking represent a key step marking another goal in the definition of reference frameworks in different economic, financial and political sectors.

Principles for Responsible Banking

1. Alignment: Orient corporate strategies to compliance with the Paris Climate Agreement.
2. Impact and target setting: Concretely pursue the goal of reducing the actions that negatively impact the environment and publishing the results achieved in that sense.
3. Clients and Customers: Commit to supporting activities aimed at the well-being and prosperity of future generations.
4. Stakeholders: Raise the awareness of the various stakeholders involved in banking activity concerning the sustainability goals.
5. Governance and culture: Take action so that the sustainability goals become full-fledged benchmarks for internal governance systems.
6. Transparency and accountability: Make the progress towards ever-greater compliance with sustainable development principles public and verifiable, by pursuing a responsible approach oriented towards a reduced environmental impact.

In the years since the 2019 Summit, the commitments made at national and corporate levels have increased. More and more countries have announced carbon neutrality targets by 2050 and many more have strengthened their NDCs (Nationally Determined Contributions) in line with the Paris Agreement.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

COP29

COP29, the twenty-ninth Conference of the Parties to the United Nations Framework Convention on Climate Change, was held in Baku, Azerbaijan, in November 2024. This global event brought together political leaders, experts, activists and civil society representatives to discuss and negotiate concrete actions to address the climate crisis. COP29 was a crucial moment to focus on the progress made in implementing the Paris Agreement and to set more ambitious goals.

Among the main outcomes of the conference are the launch of the Loss and Damage Fund, a key financial mechanism to support countries most vulnerable to the impacts of climate change, and the concrete adoption of actions enabling the transparency and integrity of emissions monitoring systems. In addition, COP29 witnessed a more robust dialogue on the need to accelerate the energy transition, promoting the use of renewable energy and improving energy efficiency. The conference underlined the importance of collaboration between countries and between different actors involved, highlighting the crucial role of the private sector and civil society in achieving global climate goals.

The following main points emerged:

- financial aid: the main objective of the COP is to establish a new amount of funding, called NCQG (New collective quantified goal), to be allocated to developing countries to help them fight global warming; the goal is to increase the current figure of 100 billion dollars a year, decided in 2009;
- national plans: by February 2025, all countries will have to submit new, more ambitious climate plans, aiming to reduce emissions by 45% by 2030;
- loss and damage: despite the approval of the climate loss and damage fund, two years later less than \$700 million has been raised, a ridiculously low amount compared to the \$580 billion promised for 2030;
- adaptation: only a third of the 100 billion dollars pledged has been allocated to helping poorer countries adapt to the effects of global warming. Most of the funds have instead been used to reduce emissions, a priority for developed countries.

The Conference also highlighted some negative aspects that have attracted criticism from numerous parties: firstly, the lack of ambition. Many observers have in fact pointed out how the commitments undertaken by the participating countries have not been sufficiently ambitious to limit global warming to 1.5°C, as foreseen by the Paris Agreement; secondly, there is the lack of financing: developing countries have complained about a lack of funding to address the

impacts of climate change, despite promises made at previous COPs. Slow decision-making has meant negotiations have dragged on beyond the expected timeframes, and some crucial decisions have been postponed to future conferences. Finally, the absence of some world leaders from key countries weakened the scope of the negotiations and sent a negative signal about the priority given to the issue of the climate.



Global Roadmap to expedite action on SDG7 (Clean and Affordable Energy) in support of Agenda 2030 and the Paris Agreement

The SDG 7 ENERGYNOW 2024 action forum, held from 25 to 27 September 2024, addressed the key challenges and opportunities related to Sustainable Development Goal 7 (SDG 7), which aims to ensure affordable and clean energy for all by 2030.

The topics discussed during the Forum included:

- the progress made towards the goal of ensuring access to energy for all sectors of society, in particular for vulnerable populations or in remote areas that still do not have stable and secure access to energy sources;
- strengthening policies to reduce greenhouse gas emissions in the energy sector. Renewable energy models and low-carbon solutions to decarbonise both energy production and consumption were presented;
- the emerging technologies driving the energy transition, such as solar, wind and hydro power and energy storage technologies (batteries and grid management solutions). The potential of green hydrogen as a new clean energy source was also explored;
- mobilizing the necessary financing to support the energy transition. Sustainable finance tools, such as green investments and sustainable bonds, and how to attract long-term investment in energy infrastructure worldwide were discussed;
- the role of public policies in promoting global energy governance that fosters cooperation between developed and developing countries, ensuring that the energy transition is fair and inclusive;
- the need to make energy systems more resilient and secure in the face of challenges such as climate change, supply disruptions and geopolitical crises;
- the energy transition does not increase inequalities, but rather promotes social inclusion and access to energy for all, including for vulnerable populations and those living in low-income countries;
- the importance of global partnerships between governments, businesses and international organizations to accelerate progress towards SDG 7 and the integration of sustainable energy into the global economy.

The main results achieved by the Forum included:

- accelerating the implementation of SDG 7 through practical solutions and concrete actions;
- strengthening the dialogue between the public and private sectors;
- promoting policies that foster the integration of renewable energy and sustainable technologies in an inclusive and accessible way;
- encouraging technological innovation in the energy sector to address the global challenges of sustainability and climate change.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

EUROPEAN GREEN DEAL

Since the Paris Climate Agreement, the European Union has tried to affirm itself as the global leader in the fight against climate change. This commitment was further strengthened with the appointment of Ursula von der Leyen as President of the European Commission. Since her first mandate, which began in 2019, the President of the European Commission has put environmental policies and decarbonisation at the centre of her agenda, giving life to the European Green Deal, a strategic plan aimed at achieving climate neutrality by 2050.

The core of the plan is the establishment of a fund to be allocated to the most vulnerable regions and sectors, to encourage the power conversion of all European industry and 50 actions affecting the life and health of individuals, industry, the energy sector, mobility, and heating of buildings.

The green Agenda will be the heart of the European Union growth strategy. By integrating the Green Deal in the economic recovery plan, European institutions have decided not to postpone their environmental and climate targets but rather to leverage them to create new jobs and render the economy more resilient and competitive over the long term. Finance is crucial to making this plan work, and the aim of the EU is to ensure that capital flows are directed towards projects, organisations, and sectors in line with the environmental ambitions of the European Union. At least 30% of NextGenerationEU and of the 2021-2027 budget will have to be spent to realise the climate targets adopted with the Paris Climate Agreement and the Agenda 2030 of the United Nations. The European Council approved the proposal by the Commission, specifying that all EU expenditure will be bound by the principle of “do no significant harm”: it may not finance activities or projects that negatively impact the climate and environment. As for the private sector, the European Commission announcement specifies that investments may be guided by the taxonomy of eco-sustainable activities, namely the classification of economic sectors and the technical criteria that define which activities can be considered sustainable in environmental terms.

To achieve the targets of the EU Green Deal, the financial sector will have to undergo a profound transformation. The new strategy focuses on three areas:

- encourage sustainable investments by introducing a new framework of more efficient structures and instruments;
- provide financial operators, undertakings and citizens with more opportunities to adopt sustainable solutions;
- improve the understanding and management of climate-related and environmental risks by financial firms.

After a long legislative process, the Green Deal targets have been approved by the European Council and Parliament.

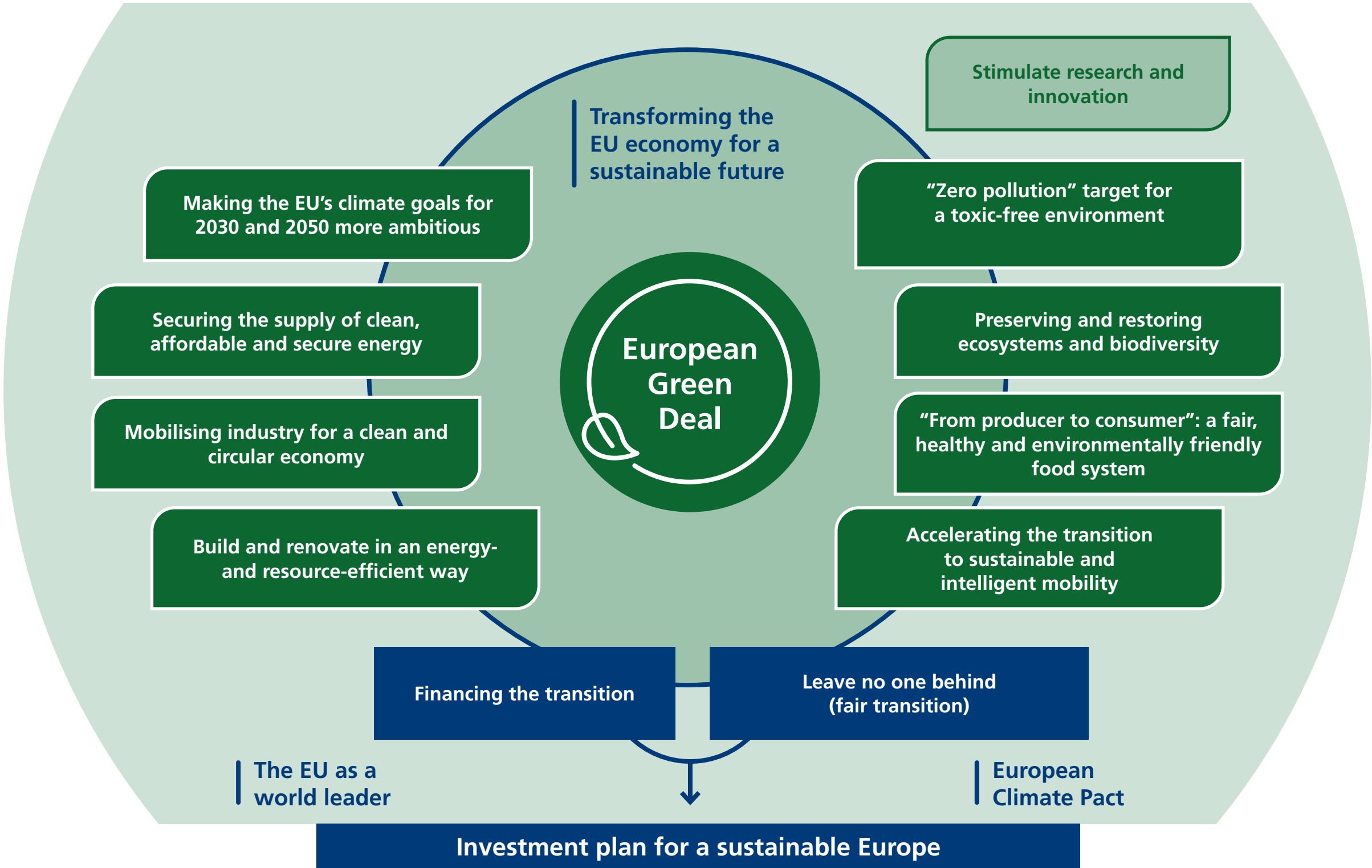
The Green Deal is based on three fundamental pillars:

- a clean and circular economy: the EU has committed to reducing greenhouse gas emissions by 55% by 2030 compared to 1990 levels. To achieve this goal, the EU will invest in renewable energy, energy efficiency and sustainable transport. The EU is also committed to promoting a circular economy, which reduces waste generation and resource use.
- a just Society: the EU is committed to creating a just and inclusive society where everyone can benefit from the transition to a green

economy. The EU will invest in education, training and employment to help people prepare for the changes the transition will bring. The EU is also committed to protecting human and social rights in the transition.

- a Healthy environment: the EU is committed to protecting the environment and promoting biodiversity. The EU will invest in reducing pollution, protecting forests and oceans and preserving biodiversity.

The Green Deal is an ambitious plan that will require a significant commitment from all actors involved, but the EU is determined to meet the targets and build a more sustainable future for all.



Source: Communication from the European Commission, Brussels 12.11.2019



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

In 2024, some significant Green Deal developments included:

- increasing climate ambition: the EU reaffirmed its commitment to achieving climate neutrality by 2050 and stepped up efforts to reduce greenhouse gas emissions by 55% by 2030 compared to 1990 levels;
- investments in renewable energy: significant funds have been allocated to promote the development of renewable energy and to improve the energy efficiency of buildings and transport;
- the transition to a circular economy: the EU has adopted new regulations to reduce waste generation and promote the reuse and recycling of materials;
- protecting biodiversity: measures have been put in place to protect ecosystems and restore nature, in line with the objectives of the EU Biodiversity Strategy for 2030;
- sustainable mobility: the EU has promoted the use of electric and low-emission vehicles and invested in the construction of sustainable mobility infrastructure.

One of the main tests for the Green Deal will be its ability to encourage economic growth and competitiveness. The political guidelines for the new Commission recognise this need and have placed it at the centre of

its agenda, identifying industrial and economic priorities to be achieved through sustainability and decarbonisation, linking the EU’s economic success to that of the Green Deal. New green technologies must be supported as drivers of growth and competitiveness, but they must also reduce energy costs, making production processes more efficient and decarbonised and increasing the competitiveness of European industry. The Commission has identified, among its priorities, a reduction in energy prices by accelerating the phase out of fossil fuels in electricity generation. The creation of a strategy for the electrification of consumption at European level is a fundamental step to accelerating decarbonisation and increasing the competitiveness of European industry and civil consumption sectors. Transition financing has so far proven to be the weak link in the chain. The European Commission’s new guidelines recognise the importance of this aspect, promising that the next Investment Commission will focus on releasing the necessary financing for the green, digital and social transitions, promoting the development of a European savings and investment union, a better use of public procurement and the creation of a European Competitiveness Fund. The planning framework for the next Commission appears to identify the key aspects to be addressed for the Green Deal to be a success in terms of growth and competitiveness. The challenge will be to develop policies that are adequate to achieve climate objectives and, at the same time, to create a consensus among Member States, business-

es and citizens, to prevent these measures from worsening economic and social imbalances, undermining the actual success of the project to transform Europe into the first climate-neutral continent.

Donald Trump’s election for a second term as President of the United States could lead to significant changes in the European Green Deal. Newly re-elected to the White House, President Trump signed a series of executive orders that mark a drastic departure from his predecessor’s environmental policies. Key measures include withdrawing the United States from the Paris Agreement (which could take effect within a year), pushing for oil and gas extraction, blocking new offshore wind farms and rolling back climate regulations. These decisions reflect the desire to focus on fossil fuels and reduce support for renewable energy and weaken international negotiations to limit greenhouse gas emissions and thus the fight against the climate crisis. International cooperation may slow down as the European Union has always considered the United States a key partner in the fight against climate change, and a return to less environmentally friendly policies by the United States could weaken global efforts to reduce greenhouse gas emissions and slow the adoption of green technologies. Global economic dynamics could also be affected, and Europe could find itself competing with a less regulated and more fossil fuel-friendly US market, putting pressure on European industries that are investing in sustainable technologies.

Finally, the new American Administration could influence public opinion and political will within the European Union. American leadership has a significant impact on global perceptions of climate policy. A return to less green policies could fuel internal debate in Europe and test member states’ commitment to the Green Deal goals. Furthermore, the climate crisis will generate growing social costs due to floods, hurricanes, fires, the decline in agricultural production, increases in healthcare spending, drops in productivity and sharp increases in energy consumption due to high temperatures that will make the objectives of the Green Deal still relevant.

In November 2025, world leaders will meet in Brazil for a United Nations global summit (COP30), which is likely to be the last chance to come up with a global plan to prevent temperatures from reaching 1.5°C above pre-industrial levels.



Fideuram and Sanpaolo Invest - Savona Office



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

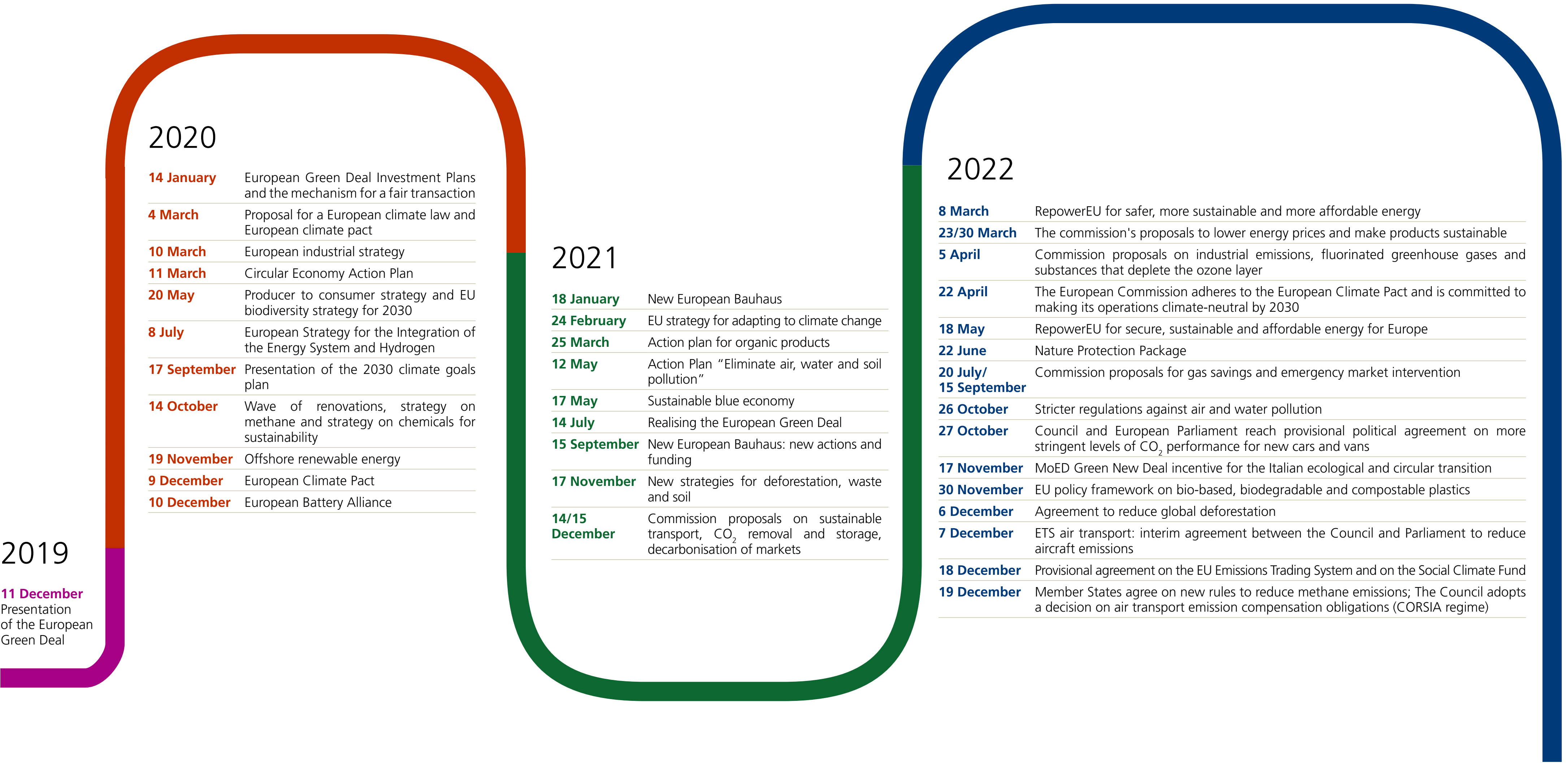
6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

TIMELINE OF THE EUROPEAN GREEN DEAL FROM 2019 TO 2024



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



2023

10 March	Agreement on the Energy Efficiency Directive
16 March	Agreement on amendments to the directive on industrial emissions
28 March	Adoption of four sets of standards included in the “Fit for 55” package
30 March	Provisional political agreement to increase the share of renewables in the EU's overall energy consumption to 42.5% by 2030, with an additional indicative top-up of 2.5% to reach 45%
25 April	Formal adoption of five legislative acts from the “Fit for 55” package
3 May	Proposal for a directive on empowering consumers for the green transition
10 July	New regulation on batteries and waste batteries
25 July	New regulation for the decarbonisation of the maritime sector
19 September	Provisional agreement to empower consumers for the green transition
25 September	Proposal for a regulation on the approval of motor vehicles and engines known as the Euro 7 regulation
5 October	Agreement on fluorinated gases and ozone-depleting substances
15 November	Agreement on new rules to reduce methane emissions in the energy sector
29 November	Provisional political agreement on the revision of the Industrial Emissions Directive and the regulation on the creation of an Industrial Emissions Portal
5 December	Provisional agreement on new ecodesign requirements for sustainable products
7 December	Proposal for a regulation on the net-zero emission industry with the objective of covering 40% of the EU’s need for strategic technological products
8 December	Provisional political agreement on a regulation that establishes common rules for the internal markets of renewable gas and natural gas and hydrogen
14 December	Provisional agreement on the Corporate Sustainability Due Diligence Directive

2024

18 January	Council and European Parliament negotiators reach a provisional political agreement on CO ₂ emission standards for heavy-duty vehicles. The aim is to further reduce CO ₂ emissions in the road transport sector and introduce new objectives for 2030, 2035 and 2040. The new rules will help to achieve the EU's climate ambitions for 2030 and to achieve climate neutrality by 2050
29 January	The Council adopts two regulations to gradually reduce fluorinated gases and other substances that cause global warming and deplete the ozone layer Council and European Parliament negotiators reach a provisional political agreement on a proposal to revise the urban wastewater treatment directive. The revised directive is one of the key objectives of the EU's “zero pollution” action plan

30 January	The Council adopts its negotiating mandate to start talks with the European Parliament on a proposal to phase out the use of dental amalgam gradually and to ban the manufacture, import and export of a series of products with added mercury, including certain bulbs. The proposal intervenes on the last uses of mercury still allowed in products in the EU, in order to create a mercury-free Europe
2 February	Circular economy: The Council and the Parliament reach a provisional agreement on the directive on the right to reparation
6 February	The Council and the European Parliament reach a provisional agreement on the regulation on the net-zero industry. The new rules will ease the conditions for investing in green technologies, simplifying authorisation procedures and supporting strategic projects
20 February	Consumer rights: final approval of the directive on empowering consumers for the green transition
4 March	The Council and the European Parliament reach a provisional political agreement on a proposal for a regulation on packaging and packaging waste
12 April	The Council adopts the revised directive on industrial emissions (IED) and the regulation relating to the creation of a portal on industrial emissions, two complementary legislative acts aimed at regulating and monitoring the environmental impact of industrial activities. The Council formally adopts the revised directive on energy performance in buildings, which will help reduce greenhouse gas emissions and energy poverty in the EU
24 May	The Council adopts the directive on corporate sustainability due diligence. The directive adopted today introduces obligations for large companies regarding the negative impacts of their activities on human rights and environmental protection
27 May	The Council adopts a regulation that establishes a framework of measures to strengthen the European ecosystem for the production of net-zero technologies, better known as the “regulation on the net-zero industry”. The Council adopts the Ecodesign Regulation, which sets requirements for sustainable products for almost all types of products placed on the EU market
30 May	Circular economy: The Council finally approves the directive on the right to reparation
17 June	The Council formally adopts the regulation, first of its kind, on the restoration of nature. The regulation aims to implement measures aimed at restoring at least 20% of the EU's land and marine areas by 2030 and all the ecosystems that need restoration by 2050
22 July	The Council adopts a regulation concerning the digital labelling of fertilizer products
5 November	The Council adopts the revision of the regulation on construction products



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

EUROPEAN UNION ACTION PLAN ON SUSTAINABLE FINANCE

The European Union played a decisive role in defining the United Nations Global Agenda 2030. On 22 November 2016, the European Commission published a document entitled “Next steps for a sustainable European future”: in which it links the SDGs to the EU strategic framework to ensure that all actions and strategic initiatives take the Sustainable Development Goals into account from the very beginning. The European Commission has repeatedly revisited this issue, with the aim of expressing the ways through which the Sustainable Development Goals can be achieved in the best way and how the European Union can make its best contribution by the scheduled deadlines, assuring a sustainable future for European citizens. In light of the Sustainable Development Goals, the Paris Agreement and the transition to a low-carbon, climate change resistant, circular and efficient economy in terms of resources, the European Union believes that a crucial role has to be played by banks and financial institutions, since they can channel financial flows to activities in the Green Economy and promote the growth of sustainable investments. In March 2018, the European Commission published an “Action Plan for Sustainable Finance”, outlining the strategy and measures to be taken to achieve a financial system capable of promoting development that is genuinely sustainable in economic, social and environmental terms, helping to implement the Paris Agreement on Climate Change and the United Nations 2030 Agenda for Sustainable Development. The Action Plan recommends ten actions to be taken at European level to support (i) the channelling of financial investments towards a more sustainable economy, (ii) the integration of sustainability into risk management procedures and (iii) the promotion of transparency and long-term investments. The Action Plan also refers to:

- improving the quality of non-financial corporate reporting;
- the need for institutional investors and asset managers to value sustainability factors in investment decision-making and make disclosure requirements more stringent;
- the integration of sustainability into ratings and market research;
- the integration of sustainability into the prudential requirements of credit institutions;

- the creation of EU labels for green financial products based on the EU classification system, enabling investors to easily identify investments that meet environmental or low-carbon criteria.

The 10 points of the EU Action Plan on Sustainable Finance

OBJECTIVES	THE 10 POINTS OF THE EU ACTION PLAN
Reorient capital flows towards sustainable investment	1. Establishing an EU classification system for sustainability activities 2. Creating standards and labels for green financial products 3. Fostering investment in sustainable projects 4. Incorporating sustainability when providing investment advice 5. Developing sustainability benchmarks
Mainstreaming sustainability into risk management	6. Better integrating sustainability in ratings and research 7. Clarifying institutional investors and asset managers’ duties 8. Incorporating sustainability in prudential requirements
Foster transparency and long-termism in financial and economic activity	9. Strengthening sustainability disclosure and accounting rule-making 10. Encourage the integration of ESG criteria and the adoption of a long-term approach in the decision-making processes of Boards of Directors

The various actions to **steer capital flows towards sustainable investments** include Regulation (EU) 2020/852 (the Taxonomy Regulation), which sets out the criteria for determining whether an economic activity qualifies as environmentally sustainable and determines the degree of environmental sustainability of an investment. The Taxonomy Regulation applies to financial market participants offering financial products in the EU, large companies that are already required to provide Sustainability Reporting under the CSRD and to the EU and its Member States when establishing public measures, standards or labels for green financial products or green corporate bonds. The Taxonomy directive introduces classification criteria to identify environmentally sustainable economic activities. These criteria allow companies and law-makers to make more targeted decisions by identifying activities that can make a substantial contribution to environmental objectives, thus helping to finance the transition to a more sustainable economy.

The taxonomy identifies six environmental objectives:

1. climate change mitigation;
2. climate change adaptation;

3. sustainable use and protection of water and marine resources;
4. transition to a circular economy, referring also to the reduction and recycling of waste;
5. pollution control and prevention;
6. the protection and restoration of biodiversity and ecosystems.

To be eco-sustainable, an activity must:

- contribute positively to at least one of the six environmental objectives;
- not produce negative impacts on any other objective;
- be operated in compliance with minimum social protections (e.g. those contained in the OECD Guidelines and United Nations documents).

Article 8 of the Taxonomy Regulation requires companies subject to the CSRD to publish information on the alignment of activities to the EU taxonomy. On 6 July 2021, the European Commission published the final version of Commission Delegated Regulation (EU) 2021/2178, which details the content, timing and manner in which this information must be published. In particular, non-financial companies must publish information on: the share of turnover from products or services associated with taxonomy-aligned economic activities; the share of capital expenditure (Capex) and operating expenditure (Opex) related to assets or processes associated with taxonomy-aligned economic activities. Financial companies are required to publish key performance indicators expressing the percentage of alignment with the taxonomy of client assets and in the balance sheet. For banks, the main indicator is the Green Asset Ratio (GAR), which indicates the share of exposures related to taxonomy-aligned assets in relation to total assets. The GAR refers to the core lending and investment activity of credit institutions, including loans, debt securities and equity investments, to reflect the extent to which these institutions finance taxonomy-aligned activities.

In order to **integrate sustainability in risk management**, the CRR (Capital Requirements Regulation) was supplemented in 2019, to include Article 449a on the disclosure of environmental, social and governance risks. This article requires large institutions, which have issued securities admitted to trading on a regulated market, to publish information on ESG risks in Pillar 3 disclosure, including physical risks and transition risks.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

In January 2022, the EBA published the “Final draft Implementing Technical Standards on prudential disclosures on ESG risks” (ITS) on Pillar 3 disclosure requirements, in accordance with Article 449a of the Capital Requirements Regulation (CRR). These ITS govern, through templates and instructions, the obligations under Article 449a of the CRR for large financial institutions with instruments listed on a regulated market of any Member State to publish prudential information, in order to allow investors and all interested parties to compare the sustainability performance of financial institutions. Furthermore, the ITS help institutions to be transparent about the criteria adopted for mitigating these risks, including information on the activities carried out to support customers and counterparties in the process of adapting to climate change and the transition to a more sustainable economy.

In addition to the GAR, the EBA also introduced another ecological performance indicator, the BTAR (Banking Book Taxonomy Alignment Ratio). Both GAR and BTAR are synthetic indices to quantify the sustainable exposures of a bank.

Finally, to **promote transparency in the financial system** and ensure greater accountability in economic and banking activities, several regulatory measures have been introduced in recent years at global and national levels. These measures aim to improve trust in financial markets, by promoting more sustainable and inclusive practices, with an increasing focus on sustainable finance and corporate governance.

The most significant regulatory measures include:

- Directive (EU) 2013/50 on Transparency: this Directive has improved transparency in the European financial system and updated the financial information publication requirements for listed companies, strengthening investor confidence and improving the reliability of financial data. It has also extended disclosure obligations to unlisted companies regarding certain aspects of corporate governance and remuneration policies.
- Regulation (EU) 2019/2088 on sustainability-related disclosures in the financial services sector (SFDR - Sustainable Finance Disclosure Regulation): The SFDR, which entered into force in March 2021, has had a significant impact in improving transparency in the sustainable finance sector. Financial institutions, such as banks, insurance companies and fund managers, are required to provide detailed information on how their financial activities comply with environmental, social and governance (ESG) criteria. In particular, the SFDR requires

financial institutions to disclose - in prospectuses, on the web and in periodic reporting - how they manage environmental, social and governance risks and impacts. The Regulation also clarifies what is meant by “sustainable investment” in environmental and social terms and sets minimum disclosure standards to be followed in order to avoid greenwashing, especially in the case of products that promote environmental or social characteristics (Article 8) and those with ESG objectives (Article 9).

- Directive (EU) 2022/2464 on the corporate sustainability reporting (CSRD - Corporate Sustainability Reporting Directive): The CSRD, which replaced the previous Non-Financial Reporting Directive (NFRD), was introduced to broaden and strengthen reporting obligations on non-financial information. This Directive requires large companies to disclose their environmental, social and governance impacts in a more structured and verifiable way. The aim is to improve the transparency and comparability of ESG information provided by companies, with a focus on long-term sustainability and alignment with the SDGs. Furthermore, data have to be reported on the basis of common reporting standards, developed by EFRAG and are audited and published in an XHTML and XBRL electronic format.
- MiFID II (Markets in Financial Instruments Directive): in force since January 2018, this Directive has significantly reformed the regulation of European financial markets, introducing new requirements for transparency and investor protection. New aspects include the obligation for financial institutions to provide clear information on the costs and commissions related to financial services and to ensure that investors are fully aware of the risks associated with the financial instruments they purchase. Furthermore, MiFID II has strengthened rules of conduct and corporate governance practices in the banking and financial sector.

REPORTING STANDARDS

“Theory and good management practice emphatically underscore that measurement is the premise for guiding the behaviour of individuals and organisations”.

“If you can’t measure it, you can’t improve it”.

(Peter Drucker, Economist)

The need for common, well-defined reporting standards concerning ESG (Environmental, Social, Governance) issues is a central theme in the debate concerning corporate sustainability reporting. In fact, investors and all market participants need transparent, comparable and credible information to make choices that are in line with a more sustainable economic approach, that reduces the risk of financing companies that engage in greenwashing practices.

Measuring sustainability is therefore crucial but requires appropriate indicators. Similarly, the measurement of traditional business performance entails the existence of a reliable database and designing a system of interrelated indicators, to acquire an overview of performance. The SDGs render sustainable development a global and measurable goal to be reported in corporate financial statements in relation to corporate strategies and performance. Financial markets need an increasing amount of high-quality ESG information to measure the value of the companies they invest in. While voluntary guidelines and reporting frameworks have stimulated organisations to provide this information in innovative ways, their sheer number and heterogeneity have increased costs and complexity for organisations, investors and regulators.

Below is an overview of voluntary standards and frameworks for reporting non-financial information.

GRI Standards

The GRI Standards issued by the Global Reporting Initiative are an international standard for sustainability reporting and constitute a universally accepted reporting model, guided by the goal of facilitating the comparability, reliability and verifiability of information. The new revised GRI Universal Standards were published on 5 October 2021 to improve the quality and consistency of sustainability reporting, as well as the way organisations use the standards to disclose their impact on the economy,



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

the environment and people. The new Standards, which came into force in January 2023, updated and integrated the concepts of impact, materiality, due diligence and stakeholder engagement, to meet the demand for greater transparency and accountability made by the Corporate Sustainability Reporting Directive (CSRD).

IFRS Sustainability Disclosure Standards

The IFRS Foundation created the International Sustainability Standards Board (ISSB), with the aim of developing a single global reference for sustainability disclosures, which encourages transparency and comparability of information and promotes sustainable investment decisions. On 26 June 2023, the International Sustainability Standards Board (ISSB) published the standards IFRS S1 (General requirements for disclosure of sustainability-related financial information) and IFRS S2 (Disclosures of climate-related risks and opportunities) developed on the basis of the Memorandum of Understanding between GRI and the IFRS Foundation for Sustainability Financial Reporting and Impact Reporting. IFRS S1 and IFRS S2 became effective for annual periods beginning on or after 1 January 2024. IFRS S1 establishes requirements for disclosure of an organisation’s sustainability-related risks and opportunities that can reasonably be expected to affect cash flows, access to finance or the cost of capital in the short, medium or long term, thereby influencing the company’s prospects. IFRS S2 establishes disclosure requirements for an organisation’s climate-related risks and opportunities and applies to climate-related risks to which the organisation is exposed (physical and transition risks). The launch of these first standards represents a significant milestone in the realisation of a strengthened global corporate reporting system, in which disclosure on impacts and sustainability and related risks and opportunities are on an equal footing.

European reporting standards (ESRS)

The European Commission has mandated EFRAG (European Financial Reporting Advisory Group) to develop sustainability reporting standards in the context of the revision of the Non-Financial Reporting Directive. In November 2022, EFRAG approved the final version of the European Sustainability Reporting Standards (ESRS), which set out the rules and requirements for companies to report on sustainability impacts, opportunities and risks, in accordance with the Corporate Sustainable Reporting Directive (CSRD). Reporting requirements will be introduced gradually over time according to different types of companies. The first-time application of the new ESRS for the preparation of Sustainability Reporting starts from the 2024 financial year for large public interest enterprises with more than 500 employees, already subject to the NFRD. In 2025, the obligation will be extended to all

other large companies (over 250 employees, 40 million in turnover or 20 million in assets). From 2026, listed SMEs, small credit institutions and captive insurance companies will also be included. Finally, from 2028, the obligations will apply to certain non-EU companies with a significant presence in Europe. This phased approach is designed to allow companies to adapt to the new requirements and facilitate the collection and disclosure of ESG information in a manner consistent with European expectations.

The overall architecture of the ESRS includes:

- Two “cross-cutting standards”, which apply across all reporting areas and include general reporting principles and requirements.
- Ten “topical standards”, i.e. disclosure requirements relevant to the three ESG variables, which include five environmental standards (“Climate change”, “Pollution”, “Water and marine resources”, “Biodiversity and ecosystems”, “Resources use and circular economy”), four social standards (“Own workforce”, “Workers in the value chain”, “Affected communities”, “Consumers and end-users”) and one governance standard (“Business Conduct”).
- Various “sector-specific standards”, i.e. disclosure requirements applicable according to economic sectors and SME-specific standards.

OUR COMMITMENT

The Fideuram has been committed for years to reporting on the factors on which the value creation process and sustainable growth are based. Fideuram has reported its ESG activities and results since 2005, first with the social responsibility report and, beginning in 2013, with its Integrated Annual Report, prepared in accordance with the International Framework standards issued by the International Integrated Reporting Council (IIRC).

ESG integration in the service model

The Group considers the integration of environmental, social and governance factors into the business model to be of fundamental importance, in the conviction that these elements not only encourage sustainable economic and social development, but can also contribute positively to the financial results of customer portfolios, while reducing their risks at the same time. In line with the objective stated in the 2022-2025 Business Plan on the development of dedicated ESG advisory services, Fideuram integrat-

ed its service model based on personalised advice to manage clients’ sustainability preferences, which, from as early on as 2021, have been obtained through the MiFID profiling questionnaire. In 2024, the MiFID questionnaire, which already included three questions relating to customers’ interest in ESG topics, specific sustainability factors and the percentage of the portfolio to be allocated to sustainability-focussed investments, was supplemented with the inclusion of four additional questions to identify customers’ sustainability preferences: an initial question allows the customer to confirm their interest in providing further preferences and, if the answer is affirmative, three further questions to identify, with reference to the products in which they invest, the minimum proportion in eco-sustainable and sustainable investments, in addition to their interest in Principal Adverse Impacts (PAI) being considered.

The Fideuram Group aligns its internal regulations, incorporating changes attributable to sustainability and related regulatory developments introduced at European and national level on customer preferences, product governance and financial product management, processes for the provision of investment services, financial product advice and the distribution of insurance products.

With regard to the development and selection of new investment solutions, analyses aimed at assessing positioning with respect to parameters related to ESG factors and sustainability risk management are part of the process of selecting issuers and product companies; furthermore, in compliance with Regulation (EU) 2019/2088 (the SFDR), in addition to the criteria for the classification of sustainable products (Articles 8 and 9), the criteria for sustainable/eco-sustainable investments (Article 2(17) of the Taxonomy Regulation) are also adopted, where applicable, at Group level, and PAI (Article 7 of the SFDR) are considered. This approach strengthens the assessment of the sustainability of products at the selection stage and in monitoring the product range over time. Moreover, in accordance with Articles 3 and 4 of the SFDR, Fideuram publishes the document on Policies on the Integration of Sustainability Risks and Information on the Main Adverse Impacts on Sustainability Factors in the Provision of Investment Advisory Services and Insurance Distribution on its website. This document illustrates the policy implemented with respect to the integration of environmental, social and governance (ESG) sustainability risks in the company’s activities and processes for selecting issuers and defining the catalogue of financial products and the provision of the advisory service.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

**1. BUSINESS
MODEL**

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

With the aim of outlining an approach geared towards sustainable and responsible investment (SRI), and also to integrating environmental, social and governance (ESG) factors into the investment process, the Group’s product companies (Fideuram Asset Management SGR and Fideuram Asset Management (Ireland)) have put in place so-called Sustainable and Responsible Investment Policies. These Policies apply to company activities and investment processes. Commitment Policies aimed at describing the action taken to encourage dialogue with issuers and favour a long-term commitment in companies in which the

product companies invest in have also been adopted. In addition, both Group product companies carry out activities relating to the exercise of administrative and voting rights, adopting the ISS proxy voting platform for securities held by managed funds. Fideuram Asset Management SGR has also adhered, in compliance with the SRD II Directive, to the Italian Stewardship Principles sponsored by Assogestioni for the exercise of administrative and voting rights in listed companies, ensuring full transparency on issuer performance and strategy, governance, corporate social responsibility and risk management.

In 2024, Fideuram Asset Management SGR and Fideuram Asset Management (Ireland) updated their Sustainable and Responsible Investment Policies. The main new aspects concerned the revision of the methodology for classifying an issuer as a sustainable investment, with the introduction of Principal Adverse Impacts, the consolidation of the “Do No Significant Harm” criterion and the extension of the positive contribution assessment criteria and a general revision of the sustainable and responsible investment process for products invested in CIUs, with the strengthening of the integration rules for Article 8 products and the formalization of the internal framework for Principal Adverse Impacts. Furthermore, Engagement Policies were updated in order to promote constructive dialogue with participating companies, focussing on four macro-topics that cover all industrial sectors: reducing GHG emissions, mitigating biodiversity loss, respecting human rights and combating the production of unconventional weapons, good corporate governance practices.

Sustainability governance

The Fideuram Group, through sustainability governance based on important organisational controls, builds and pursues an integrated corporate strategy that looks beyond business results to human, social, relational and environmental capital. Specifically:

- the Sustainability Manager supervises ESG initiatives in a comprehensive and integrated manner, also in connection with Intesa Sanpaolo initiatives;
- the “Sustainability (ESG)” session of the Fideuram Management Committee identifies sustainability issues at least quarterly and defines strategic initiatives, assessing their financial feasibility and impact. Its assigned functions include the coordination and integration of Group activities with the sustainability initiatives of Intesa Sanpaolo and the Control Unit, and policymaking on the consistency of technological development with the principles of the Group Code of Ethics;
- the ESG & Strategic Activism team ensures proper management of ESG issues in the Group’s Asset Management companies. Main tasks include: integrating ESG metrics into the financial analysis of managed products, assessing the sustainability profiles of products distributed and managed by third parties, managing sustainability-focused products, implementing activities of the programme to fight climate change and overseeing corporate governance and engagement activities with issuers.



Fideuram - Intesa Sanpaolo Private Banking - Permanent Secondary Office, Milan



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

**1. BUSINESS
MODEL**

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

The ESG Programme

Regulatory developments envisaged by regulators and society’s continued focus on the transition to a more sustainable economy have led the Group to further intensify its commitment, initiatives and improved approach to sustainability, confirming the focus and strategic importance of the ESG Programme launched in 2021. The project is ambitious, cross-cutting and involves all company functions, aiming to integrate sustainability into all aspects of business management and operations. The main objectives of the ESG Programme are:

- defining the Group’s strategic positioning with regard to ESG issues;
- integrating sustainability into the service model;
- including sustainability factors and risks in the investment process and financial advice;
- complying with regulatory requirements.

Following the evolution of the topics covered and in line with the development of each working area, the project organisation chart, developed in order to achieve greater synergy and operational efficiency in the performance of vertical and transversal activities, through a rationalisation and remodelling of the working areas within the programme, was confirmed in 2024. These changes have enabled a flexible and structured response to the increasingly specific and ESG-oriented needs of all stakeholders. The ESG 2.0 Programme is therefore divided into six main and two transversal working areas, for each of which key objectives were defined as priority areas for the evolution of the ESG approach.

Objectives and description of the six main working areas

NAME	OBJECTIVE	DESCRIPTION
Working area 1: Risk Framework	Integration of ESG factors into the Group’s risk management processes.	The risk governance framework defined at Group level - updated over time with current legislation - is kept in line with the typical, specific aspects of the business both at regulatory level and in terms of monitoring. The main activities of this working area include the definition of logics for measuring, managing and monitoring sustainability risk and, from a broader perspective, the assessment of how ESG factors can be integrated into risk management processes in the areas of governance and risk monitoring (proprietary and client portfolios).
Working area 2: ESG Investment Process	Integration of ESG factors into key asset management processes.	The working area follows the main project activities related to the Group’s Asset Managers, including the definition of a framework for the classification of Article 8 and 9 (SFDR) products, as well as the integration of ESG factors into the investment process. Stewardship and Engagement activities and initiatives adopted are also monitored within the working area, in addition to all ESG initiatives (e.g. UN PRI, Net Zero Asset Managers Initiative, Climate Action 100+).
Working area 3: ESG Service Model	Review and update of the service model to integrate ESG factors into the suitability engine and advisory platforms.	The main activities of this working area are to ensure the evolution of the advisory platforms and commercial tools, in view of the revision of the adequacy system in the light of new questions supplementing the MiFID profiling questionnaire on clients’ sustainability preferences. The evolutions planned and monitored in the working area also refer to necessary commercial information and sustainability risk metrics to be included, in addition to planned commercial tools, in detailed reporting.
Working area 4: Sustainable Offering - Marketing and Communication	The implementation of new offering strategies focused on sustainable products and the definition and implementation of a marketing strategy to promote the Group’s ESG initiatives.	A sustainable offer is one of the pillars of the Group’s ESG transformation. The main activities include the definition and evolution of the Product Plan, the identification of KPIs for strengthening the sustainable offer with relative 2022-2025 roadmap, and the updating of Product Governance policies and processes to integrate sustainability factors. In addition, the working area aims to define a marketing and communication strategy dedicated to sustainability issues that also includes brand-awareness initiatives.
Working area 5: Network Engagement	Definition and implementation of ESG initiatives for all Networks.	This area’s activities are aimed at disseminating and consolidating a culture of sustainability within the Networks with a twofold purpose: disseminating ESG issues and sustainable behaviour, while at the same time acting as a listening point for customers’ needs. To this end, the “ESG Ambassador” initiative has been developed: the “ambassador” is a person who engages and works with clients, the market and Personal Financial Advisers, capable of intercepting market needs and transferring them to head office and vice versa. The main characteristics of the role are: - disambiguator: a guide to the complexities of the context; - testimonial: an enthusiastic spokesperson for the change taking place; - engine: a driving force as well as support and reference point of the Network.
Working area 6: Foreign subsidiaries	Strengthening the monitoring and coordinating role of foreign subsidiaries on ESG issues to and ensure consistency, uniformity and a common direction of the various topics dealt with by the other working areas in the field of sustainability.	This activity focussed on the growing need to adopt a common approach and implement a convergence plan for ESG issues, for the Group’s foreign companies (Reyl and Intesa Sanpaolo Wealth Management) through the adoption of the Group’s rules and methodologies and the concurrent implementation of related IT developments has been formalised. These activities are always planned and conducted considering and being attentive to the typical aspects of the business and models of foreign companies.

The following six working areas have been identified, that cover the six main working areas:

- Working area A - Information Systems, which involves the units tasked with the development of information systems to ensure the correct implementation of the solutions adopted in the field of sustainability;
- Working area B - Reporting & Disclosure, with the aim of producing and updating the disclosures provided for in the integrated report, in the field of sustainability, providing timely and comprehensive evidence of commitment in this area.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



Fideuram - Roma Boncompagni Branch.

Combating climate change and Stewardship and Engagement activities

Net Zero Asset Managers Initiative

Reflecting the awareness of their active role in combating climate change, Fideuram Asset Management SGR and Fideuram Asset Management (Ireland) have been a part of the Net Zero Asset Managers Initiative (NZAMI) since 2021. The initiative, launched in December 2020, consists of international asset managers committed to supporting the goal of zero net greenhouse gas emissions by 2050 in line with efforts to limit global warming to 1.5 degrees Celsius by supporting investments in line with this goal.

In the context of this initiative, Fideuram Asset Management SGR and Fideuram Asset Management (Ireland) have published objectives that concern the four areas of action defined by the Net Zero Investment Framework developed by The Institutional Investors Group on Climate Change (IIGCC):

1. *Asset Level Alignment Target*, with which asset managers commit to managing a portion of their assets, defined as the Portfolio in Scope, in line with the objective of achieving climate neutrality by 2050 and progressively increasing investments in the most virtuous companies, according to the reference framework.
2. *Portfolio Level Reference Target*, which addresses the decarbonisation of the Portfolio in Scope. Fideuram Asset Management SGR and Fideuram Asset Management (Ireland) have declared the ambition to halve their emission levels by 2030, as required by the IPCC (Intergovernmental Panel on Climate Change), also through investments in climate solutions and Stewardship & Engagement activities.
3. *Stewardship and Engagement Target*, which involves a commitment to establishing solid interaction plans with investee companies, focused on encouraging them to implement effective decarbonisation paths. In this context, Fideuram Asset Management SGR and Fideuram Asset Management (Ireland) have planned engagement activities to achieve the targets of 70% coverage of financed emissions by the end of 2025 and 90% by the end of 2030, through collective and bilateral actions with issuers.
4. *Investment in Climate Solutions*, for which the two companies have set the goal of tripling their Green Bond exposures by the end of 2025.

In 2024, the main activities related to NZAMI included:

- preparing monitoring and reporting activities for the four objectives outlined above on a quarterly basis;
- the annual compilation of the PRI questionnaire, including data to be reported for Net Zero purposes;
- intensifying climate engagement activities;
- participating in the External Fund Managers working group promoted by the Institutional Investors Group on Climate Change (IIGCC);
- signing the Global Investor Statement promoted by the Investor Agenda as a tool for engagement with Governments in response to the climate crisis.

NZAMI is also a partner in ‘Race to Zero’, the UN-led campaign that brings together a coalition of initiatives committed to achieving zero net emissions by 2050.

Fideuram Asset Management SGR and Fideuram Asset Management (Ireland) have also joined the Institutional Investors Group on Climate Change (IIGCC), an international network of institutional investors committed to integrating and promoting awareness of the risks and opportunities associated with climate change in investment decisions. In particular, the organization aims to foster dialogue among investors, companies, regulators and other stakeholders to improve transparency and management of climate risks, support the adoption of sustainable investment practices and the transition to a low-carbon economy and promote standards and best practices for the disclosure of climate-related risks, helping to direct capital towards more sustainable solutions.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Joining collective Stewardship and Engagement initiatives

As part of the programme to combat climate change, Fideuram Asset Management SGR and Fideuram Asset Management (Ireland) joined the collective initiatives Climate Action 100+, the Net Zero Engagement Initiative and the Nature Action 100 network in 2023.

In 2024, the two companies also signed CDP's (Carbon Disclosure Project) “2024 Non-Disclosure Campaign”.

Climate Action 100+ (CA100+), launched in 2017 and evolved in 2023 with the development of a second implementation phase (2023-2030), represents the largest global engagement initiative on climate change, involving over 600 investors globally. Asset managers and asset owners that have joined the initiative collaborate in various working groups to ensure that the 168 companies, responsible for approximately 70% of global greenhouse gas emissions, take the necessary actions to align their corporate strategies with the objectives of the Paris Agreement.

At an operational level:

- corporate governance on climate change;
- the reduction of greenhouse gas emissions;
- and the strengthening of climate-related financial reporting are monitored.

The Net Zero Engagement Initiative (NZEI) established in 2023 by IIGCC is a collective engagement initiative focused on approximately 160 high-emitting companies not included in the scope of CA100+. NZEI promotes collaboration among investors according to international “best practices” of Stewardship and Engagement, in order to improve the profile of companies with respect to the six criteria defined as “Core” by the Net Zero Investment Framework, i.e.: Ambition, Targets, Emissions Performance, Disclosure, Decarbonisation Strategy and Capital Allocation Alignment. In 2024, the group of participating investors including asset managers and asset owners totalled 107.

Nature Action 100 (NA100) is a global initiative focused on promoting corporate action to preserve natural capital and biodiversity by engaging 100 companies in sectors considered “key” to reversing nature and biodiversity loss by 2030. NA100 is currently supported by over 230 institutional investors.

The Non-Disclosure Campaign is an initiative promoted annually by CDP to require greater transparency from companies that have had significant exposures to risks related to climate change, deforestation and water use identified. In 2024, in CDP's campaign, approximately 2 thousand companies were requested to supplement their reporting relating to the three macro-topics.

ESG topics play a key role in the Stewardship and Engagement activities conducted by the investment teams of Fideuram Asset Management SGR and Fideuram Asset Management (Ireland) with the companies present in the managed products.

Stewardship and Engagement activities

	2024		2023	
	FIDEURAM ASSET MANAGEMENT SGR	FIDEURAM ASSET MANAGEMENT (IRELAND)	FIDEURAM ASSET MANAGEMENT SGR	FIDEURAM ASSET MANAGEMENT (IRELAND)
Number of companies that make up the portfolios	566	4,494	512	4,265
Number of companies for which engagement activities have been carried out	109	51	106	94
Number of companies for which ESG engagement activities have been carried out	89	49	78	82
% of companies for which ESG engagement activities have been carried out	81.7	96.1	74.0	87.2
Total number of engagement activities	115	51	112	98
Number of engagement activities on ESG issues	89	49	78	82
% ESG issues engagement activity of total engagement activities	77.4	96.1	69.6	83.7



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Dissemination of the ESG culture

Over the last few years, the ESG investment approach has moved from being a niche issue to the mainstream and represents a factor of the distinction and quality of the Asset Management industry. Likewise, comprehension of the ESG investment logic in the Financial Advisory Service is fundamental to presenting its merits to customers. The Group, also in support of the expansion of the ESG product offering, launched numerous information and training activities during the year, including:

- an ESG training pathway, in collaboration with some of the most prestigious universities, for the Personal Financial Advisers of the Fideuram, Sanpaolo Invest and IW Private Investments Networks, at the end of which participants can take an exam to certify the skills they have gained;
- the provision of ESG training content on the Apprendo platform for Group employees and non-employee Personal Financial Advisers of the Intesa Sanpaolo Private Banking Network registered for mandatory CONSOB training, in addition to the participation of 24 people in the EFPA ESG Advisor certification process;
- approximately 5,300 financial advisors of the Fideuram, Sanpaolo Invest and IW Private Investments Networks received training in the ESG Advisor EFPA certification programme for more than 124,000 hours, and 1,049 financial advisors of the Intesa Sanpaolo Private Banking Network received specific training on ESG issues, for approximately 9,000 hours;
- Intesa Sanpaolo Wealth Management focussed in particular on setting up some specific sectors particularly involved in ESG topics in order to support them in their daily activities. In particular, the Risk department participated in an activity on “Climate risk management”, while the Business Plan & ESG Transition department benefited from dedicated training aimed at consolidating the Group’s methodologies and commercial contents;
- Reyl & Cie organized a mandatory ESG presentation for all new employees.

ESG events and initiatives

In 2024, in-person events on ESG issues were organised for clients of the Fideuram and Intesa Sanpaolo Private Banking Networks. In particular, the following were organised:

- eleven in-person events: three events in association with BlackRock on the impacts, prospects and opportunities of sustainable investments, with a focus on the automotive sector; six events, in associated with

Raiffeisen, held in prestigious theatres with a focus on climate change and analysis of possible solutions, which also include savings choices; two events in association with Candriam in which topics related to the importance of research and innovation in the medical sector and investments in healthcare and biotechnology were discussed;

- an in-person and remote Financial Conference, in association with Raiffeisen Capital Management and the Agribusiness Department of Intesa Sanpaolo, dedicated to Intesa Sanpaolo Private Banking customers on sustainable agriculture topics.

ESG AMBASSADOR

Clients’ interest in sustainable investments is growing steadily: in this evolutionary process, the role of Personal Financial Advisers is fundamental, ready to listen to and address the needs of customers by making them understand the logic of an ESG investment and its value points. The Group trains highly qualified professionals who recognise themselves in ESG values, disseminating a sustainability-conscious financial culture and offering a quality level of service. To this end, several training courses on this area have been developed, in collaboration with prestigious Italian universities, as well as ad hoc training sessions, taking advantage of the experience of leading international asset managers. This area includes the introduction of the role of ESG Ambassador, currently held by a group of 32 Personal Financial Advisers, selected for an initial pilot phase from among the approximately 6,000 members of the Fideuram and Intesa Sanpaolo Private Banking networks, on the basis of their attention to ESG issues.

The ESG Ambassadors are called on to promote a culture of sustainability in their respective territories with a dual purpose: disseminating ESG issues and sustainable behaviour and being a listening point for the needs of clients and Personal Financial Advisers. With the introduction of the position of ESG Ambassador, the Group aims to further accelerate the process of disseminating sustainable guidelines and policies not only internally, but also to customers and more generally to the territory.

The pilot phase, with specific dedicated kick-off and closing events, entailed four training sessions in which various sustainability topics were presented with the participation of external speakers. The last part of the pilot phase involved six working groups, with the ESG Ambassadors divided among them, with the aim of developing some possible proposals on three main topics: role evolution, commercial support and ESG content and training support.

The results of the pilot project and the suggested proposals were presented and discussed during the event with Top Management held on 16 December 2024.

CHARITY INITIATIVES COMMITTEE

In 2024, the Fideuram Group established the Charity Initiatives Committee, strengthening its strategic commitment to sustainability and confirming its responsibility towards stakeholders. This Committee is an advisory and decision-making body, set up with the aim of:

- evaluating reports of non-profit entities and organizations made by employees of the Group’s Italian companies in light of the social initiatives promoted by them;
- deciding on the allocation of funds to support selected non-profit institutions and organizations;
- overseeing additional charitable donation activities promoted by the Division, whose funding is linked to the profitability of specific products.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

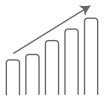
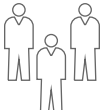
7. SCHEDULES

8. GLOSSARY

9. CONTACT US

The Group’s contribution to Sustainable Development Goals

The Fideuram Group is also called on to make its own contribution to achieving the Sustainable Development Goals of Agenda 2030, through the company’s activities that will have an impact on the Sustainable Development Goals. The following table describes the existing connections between the main material topics identified, the stakeholders and the Sustainable Development Goals impacted by corporate activities.

		CUSTOMERS	SHAREHOLDER	COLLABORATORS	SUPPLIERS	COMMUNITY	ENVIRONMENT	
CHAPTERS	MATERIAL TOPICS	RELEVANCE FOR OUR STAKEHOLDERS						CONTRIBUTIONS TO THE SDGS
 Financial Capital	Maintenance of Group solidity and profitability: - Capital Adequacy - Fiscal governance - Competitiveness on the market - Contribution to the real economy - Contribution to employment	●	●	●	●	●	●	
 Productive Capital	Customer Satisfaction: - Accessibility of services for customers with physical disabilities	●	●	●				 
 Intellectual Capital	Management of customer portfolios: - Transparent customer portfolio management - Attention to High Net Worth Individuals customers Development of sales networks and dissemination of financial literacy and sustainability: - New tools available to customers - Development of consulting services anticipating market demands - Strengthening of tools to support consulting	Privacy and Data Security: - Protection of customer personal data (data security) - Cybersecurity and data protection in the digital age - Prevention of computer fraud and customer information - Adequacy of controls on distribution networks - Data management		Innovation and Digitization: - Impact of Artificial Intelligence on business processes - Adoption of sustainable technologies aligned with the best industry standards (e.g.: online banking, digital signatures, cloud storage, Direct Banking)			●	
 Human Capital	Human Rights and Labour: - Remuneration policies - Health and safety policies - Freedom of association and collective bargaining - Working conditions - Professional/personal life balance - Job satisfaction - Inclusiveness policies - Personalised training courses - Incentive systems and career paths	Social impact: - Talent development - Dissemination of the culture of savings		Development of sales networks and dissemination of financial literacy and sustainability: - Prompt and effective response to customer needs				    
 Relational Capital	Management of customer portfolios: - Monitoring of Financial Personal Adviser-Customer Relationships - Reinforcement of customer retention measures Customer satisfaction: - Customer satisfaction regarding the quality of services offered - Effective management of customer reports to improve service Development of sales networks and dissemination of financial literacy and sustainability: - Financial education and dissemination of the culture of responsible asset management - Dissemination of issues related to sustainability	Adequacy and innovation of the financial products offered: - Promotion of sustainable financial instruments (e.g. green bonds) - Promotion of asset management products with sustainability characteristics - Dissemination of ESG culture to customers Sustainable Business Model: - Integration of ESG factors into investment decisions - Business strategy with sustainable development objectives - Governance of ESG issues - Reducing funding to sectors with a high environmental impact		Social impact: - Support for local communities - Corporate commitment to social work (Charitable Initiatives Committee) - Ethical supply chains (working conditions, gender and pay equality, training, inclusiveness)		●	●	    
 Natural Capital	Climate change and natural resources: - Carbon footprint (CO₂ emissions) - Responsible use and management of natural resources (water, diesel, methane, electricity)	- Soil pollution - Microplastics - Waste		Sustainable Business Model: - Responsible asset management			●	 



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Fideuram Group’s ESG Offering

For years, the products and services offered by the Fideuram Group have allowed it to satisfy the demands of customers who are most sensitive to ESG issues, simultaneously reconciling the risk, return and diversification goals required by professional portfolio management with moral values and convictions.

The Group’s ESG offering consists of 307 managed asset products (298 products classified under Article 8 and Article 9 of the SFDR), for total client assets at 31 December 2024 of €82.7bn, made up of €46bn in investment funds (including alternative funds), €29.9bn in discretionary accounts and €6.8bn in insurance and pension funds.

To complement the Group’s product offering according to the Guided Open Architecture Approach to meet even the most sophisticated needs, customers can also access third-party ESG products in collaboration with leading international investment houses. At 31 December 2024, 78% of client assets subscribed by customers were¹ classified under Articles 8 and 9 of the SFDR up from 2023 (70%).

(€m)								
MANAGED ASSET PRODUCTS	SFDR TYPE	PLATFORM	PRODUCTS NO.	31.12.2024 AUM	PRODUCTS NO.	31.12.2023 AUM	PRODUCTS NO.	31.12.2022 AUM
Funds	Art. 8	AILIS SICAV	12	4,311	6	2,120	3	1,307
		FIDEURAM FUND	4	1,711	2	1,405	2	997
		FONDITALIA	46	23,052	40	15,484	39	13,539
		INTERFUND SICAV	23	11,193	22	10,178	21	8,954
		WILLERFUNDS	13	2,580	12	1,486	8	937
		FIDEURAM MASTER SELECTION	3	178	3	169	3	172
		FIDEURAM ALTERNATIVE INVESTMENTS	3	766	2	478	1	394
		FIDEURAM SGR FUND	5	1,627	5	1,610	-	-
		FONDITALIA	2	262	1	235	1	255
		WILLERFUNDS	4	347	4	178	3	44
Discretionary accounts	Art. 8	TOTAL FUNDS	115	46,027	97	33,343	81	26,599
		FOGLI FIDEURAM	59	10,974	53	7,579	43	6,072
		FIDEURAM OMNIA	52	14,990	37	12,520	35	10,008
		WEALTH COLLECTION	38	3,854	13	970	9	965
		DIRECT VALUE +	5	1	5	-	5	-
		FOGLI FIDEURAM	1	98	1	121	2	181
		TOTAL DISCRETIONARY ACCOUNTS	155	29,917	109	21,190	94	17,226
	Art. 9	FIDEURAM VITA	21	3,222	20	3,021	9	160
		INTESA SANPAOLO ASSICURAZIONI DUBLIN BRANCH	8	102	6	57	6	27
		FIDEURAM PENSION FUND	6	3,405	6	2,731	6	2,387
		FIDEURAM VITA	1	65	1	53	1	42
		INTESA SANPAOLO ASSICURAZIONI DUBLIN BRANCH	1	22	1	20	-	-
Insurance and pension funds	Art. 9	TOTAL INSURANCE AND PENSION FUNDS	37	6,816	34	5,882	22	2,616
		Total	307	82,760	240	60,415	197	46,441
		of which Art. 8	298	81,966	232	59,808	189	45,919
		of which Art. 9	9	794	8	607	7	522

As a member of the Intesa Sanpaolo Group, Fideuram also enjoys benefits deriving from the membership and active participation of Intesa Sanpaolo in international networks and associations on sustainable development themes.

It should be noted that the Consolidated Management Report, including the Consolidated Sustainability Report, is available on the Intesa Sanpaolo website (<https://group.intesasanpaolo.com/it/>).

Intesa Sanpaolo As a member of the Intesa Sanpaolo Group, Fideuram also enjoys benefits deriving from the membership and active participation of Intesa Sanpaolo in international networks and associations on sustainable development themes.

It should be noted that the Consolidated Management Report, including the Consolidated Sustainability Report, is available on the Intesa Sanpaolo website (<https://group.intesasanpaolo.com/it/>).

1 The scope of the offer includes à la carte mutual investment funds, Discretionary accounts and insurance-based investment products subscribed by customers of the Fideuram, Sanpaolo Invest, IW Private Investments and Intesa Sanpaolo Private Banking networks. For the purposes of the calculation, customized GP lines, private insurance policies, dedicated internal funds (unit-linked) and separately managed funds (Class I) are excluded.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



2. External context and strategies

- 2.1 Economic scenario
- 2.2 Market growth prospects
- 2.3 Group competitive position
- 2.4 Brand Equity and Customer Satisfaction
- 2.5 Group strategy

The **MSCI ACWI** index
(in dollars) stood at
841.33
at the end of 2024
(727 at the end of 2023)

Source: Bloomberg

Drivers of the managed assets market 2024-2026:

- **Innovation and new product launches:** adopting advanced technologies and data-driven tools to improve asset allocation and risk management.
- **Sustainability and longevity management:** developing pension and insurance solutions to ensure financial stability in a context of increasing life expectancy.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. **EXTERNAL
CONTEXT AND
STRATEGIES**

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

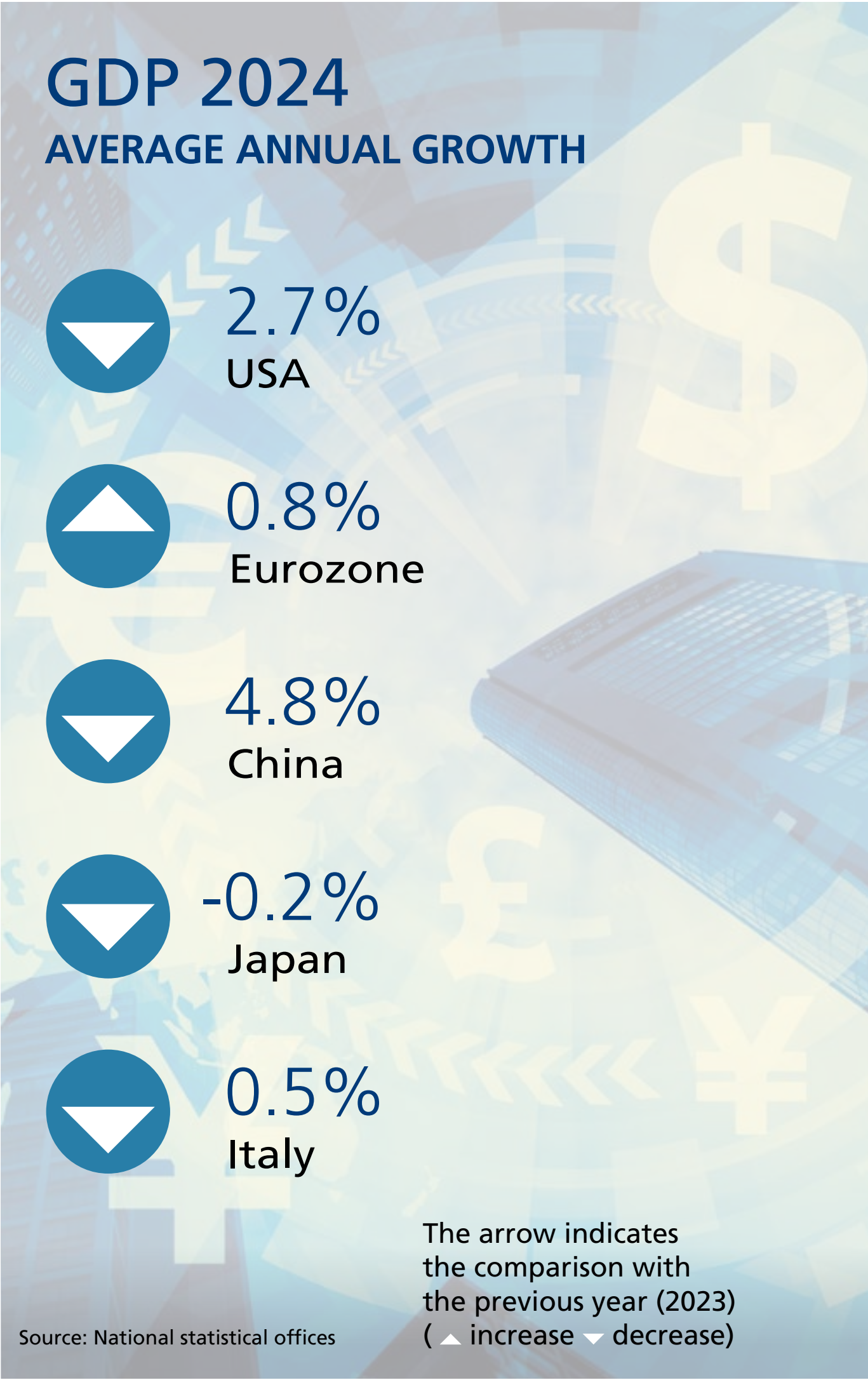
6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

2.1 Economic scenario



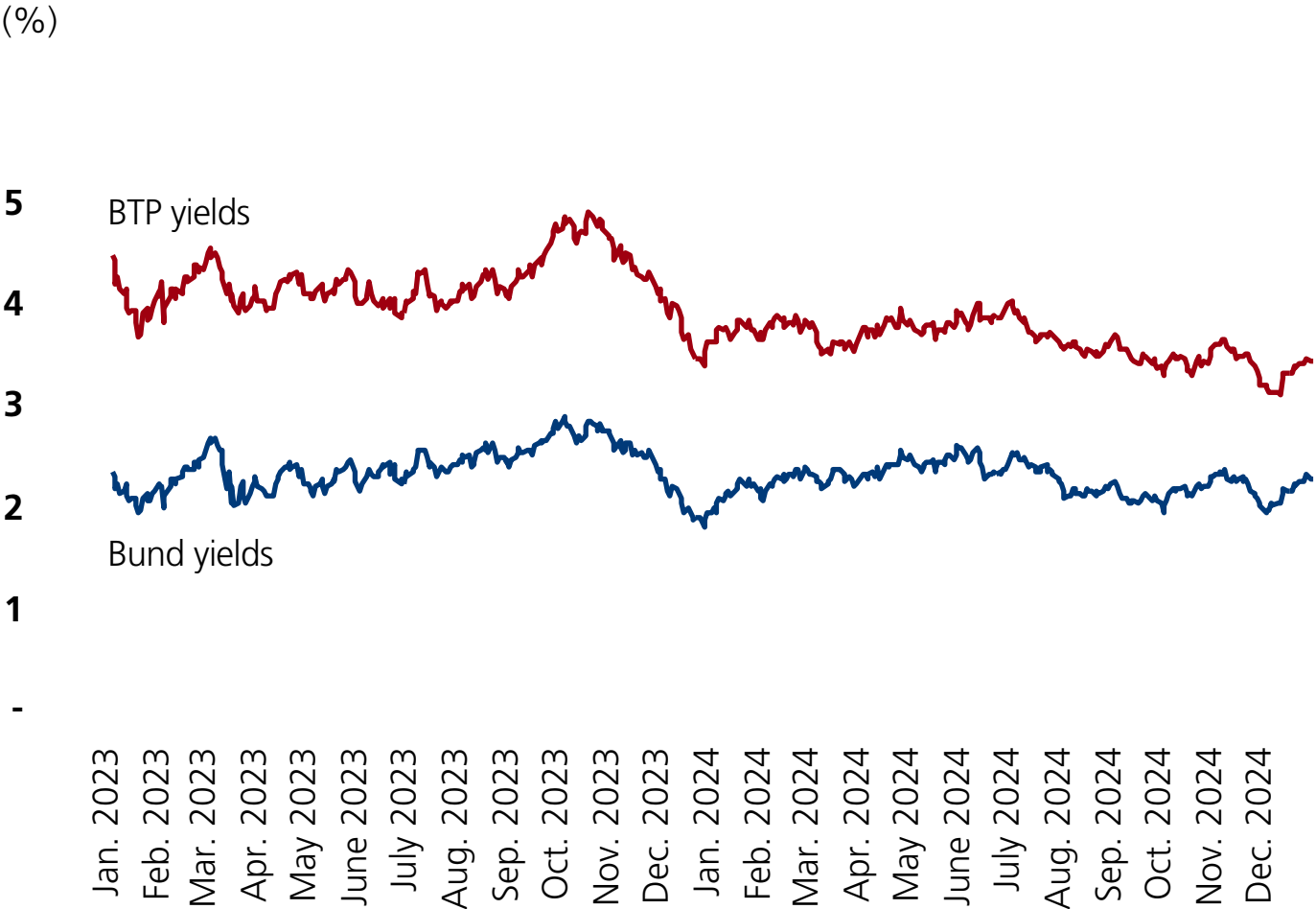
tors recover. European industry suffered from the reduction in demand for industrial goods from China, which in fact has become a fearsome competitor in several sectors (primarily the automotive sector), to the extent that over the summer the European Commission decided to impose tariffs on imports of Chinese electric cars. Domestic consumption in the area was mainly directed towards the services sector, still supported by a robust labour market and the recovery in real wages as well as the temporary boost, in the third quarter, from the Olympics in France and the tourist season in Mediterranean countries, before slowing down in the last quarter of the year. Inflation continued its gradual return towards the 2% target and, from 2.9% in December 2023, temporarily fell below 2% before closing the year up at 2.4%. Inflation in the services sector remained high but other components (goods, foodstuffs and energy) slowed visibly compared to 2023.

Growth in **Asia** slowed overall and inflationary pressures eased, but most central banks have left interest rates unchanged. In China, economic activity accelerated significantly in the first quarter, thanks to strong foreign demand, but then slowed in the middle quarters of the year due to the ongoing crisis in the residential sector and the resulting deterioration in consumer confidence. Only in the second half of May did the authorities announce a series of interventions aimed at managing the real estate crisis more effectively and decisively, but without effective implementation, the crisis in the sector continued into the second half of the year. Due to the persistent weakness in economic activity, a package of expansionary monetary policy measures and additional measures to boost the residential sector and, subsequently, a large fiscal package were announced from the second half of September onwards. Growth accelerated in the final part of the year, benefiting from policies to support consumption, with the achievement of the Government's objective of growth of around 5% in 2024. In Japan, GDP growth slowed, due to subdued consumption and foreign demand. Inflation decelerated, but remained above 2%, allowing the Bank of Japan to begin the process of normalizing monetary policy. The arrival of the new Prime Minister Shigeru Ishiba, following Fumio Kishida's unexpected resignation, was followed in October by early elections for the Lower House, in which the ruling coalition unexpectedly lost its absolute majority, significantly increasing political uncertainty.

The relative strength of the US economy was also reflected in the stock market, where the performance of the S&P 500 index (+23.3%) was significantly superior to the corresponding indices for Japan (+17.7% for the Topix index) and especially Europe (+6.0% for the Stoxx-600 index, with a clear outperformance for the Italian market, +12.6% for

the FTSE-MIB). In particular, the European and Japanese markets, unlike the US market which was significantly driven by a small number of technology stocks, failed to sustain the rise in prices even in the second half of the year. Emerging stock markets finally recorded a gain of 5.1% for the MSCI index in dollars. On the bond side, there were three distinct phases during the year. Until April, yields rose as the monetary policy outlook was reconsidered following the upside surprises in US inflation, followed by a sharp decline in market rates in response to the more favourable inflation path and especially the negative surprises in the US labour market. Yields finally started to rise again in the latter part of the year, despite the Fed's easing shift in September. The yield on 10-year US Treasuries increased by more than 70 basis points over the period, while for Bunds the increase was just over 40 basis points (with the spread of Italian bonds versus German ones declining markedly over the course of the year). The final part of the year also saw a significant appreciation of the dollar, which probably also reflected expectations regarding the economic policy choices of the new US Administration.

10-year Bund and BTP yields



Source: Bloomberg

Stock market performance



Source: Bloomberg

Bond market performance



Source: Bloomberg



- ABOUT THIS REPORT
- OUR IDENTITY
- GROUP STRUCTURE
- HIGHLIGHTS
- KEY PERFORMANCE INDICATORS
- INTRODUCTORY NOTE
- CHAIRMAN'S STATEMENT
- CHIEF EXECUTIVE OFFICER'S STATEMENT
- 1. BUSINESS MODEL
- 2. EXTERNAL CONTEXT AND STRATEGIES
- 3. PERFORMANCE
- 4. GOVERNANCE
- 5. CONSOLIDATED FINANCIAL STATEMENTS
- 6. INDEPENDENT AUDITORS' REPORT
- 7. SCHEDULES
- 8. GLOSSARY
- 9. CONTACT US

Historic market returns 2015-2024

The following table shows the historic market result broken down by return bands.

2015	RANGE	2016	RANGE	2017	RANGE	2018	RANGE	2019	RANGE	2020	RANGE	2021	RANGE	2022	RANGE	2023	RANGE	2024	RANGE
ITALY shares	1	Oil	1	EM shares	1	USA monetary	1	USA shares	1	GOLD	1	Oil	1	Commodity	1	ITALY shares	1	GOLD	1
USA shares		USA shares		ITALY shares		USA Government Bonds		ITALY shares		Convertible		USA shares		Oil		USA shares		USA shares	
USA Government Bonds		EM shares		GOLD		GERMANY Government Bonds		Oil		USA shares		Commodity		USA Monetary		JAPAN shares		ITALY shares	
USA monetary		Commodities		EUROPE shares		EURO Government Bonds		EUROPE shares		EM shares		ITALY shares		GOLD		EUROPE shares		JAPAN shares	
EUROPE shares		GLOBAL HY Euro hdg		Pac formerly Japan shares		USA shares	2	EM shares	1	Global Inflation Linked	1	EUROPE shares	1	EMU Monetary	3	Euro HY	1	EM shares	
Global Inflation Linked		EM local debt		EM external debt hdg		Global Government Euro hdg		Pac formerly Japan shares		ITALY Government Bonds		JAPAN shares		Global Hedge Fund EUR		GLOBAL HY Euro hdg		USA Monetary	
ITALY Government Bonds		Pac formerly Japan shares		Financial Euro sub	1	EMU Monetary	3	GOLD	1	Global Corp Hdg Eur	1	USA Monetary	1	USA Government	1	GOLD	1	EUROPE shares	
Convertible		Euro HY		USA shares		EURO Corporate Bonds		EM local debt		Euro Government Bonds		Euro Inflation Linked		EUROPE shares		ITALY Government Bonds		Euro HY	
Pac formerly Japan shares		EM external debt hdg		Euro HY		ITALY Government Bonds		EM external debt hdg		Global Government Euro hdg		EM shares		ITALY shares		Euro subordinated financials		GLOBAL HY Euro hdg	
EMU Government Bonds		GOLD		GLOBAL HY Euro hdg		EURO Inflation Linked		Euro HY		Global HY Hdg Eur		USA Government Bonds		Euro Inflation Linked		EM local debt		USA Government Bonds	
Financial Euro sub		Global Inflation Linked		Oil	1	EM local debt		GLOBAL HY hdg Eur	1	EM external debt hdg	1	Global Inflation Linked	1	JAPAN shares	1	EU Corporate Bonds	1	Commodity	
Global Government Bonds Euro hdg		Financial Euro sub		Convertible		GOLD		ITALY Government Bonds		Global Hedge Fund EUR		GOLD		EM HDG external debt		Convertible		Euro subordinated financials	
Euro Inflation Linked		EU Corporate Bonds		Global Corporate Bonds Euro hdg		Global Inflation Linked		Euro subordinated financials		EM local debt		Euro HY		Euro HY		Euro Government Bonds		Convertible	
Euro HY		Global Corporate Bonds Euro hdg		Global Hedge Fund EUR		Euro subordinated financials	1	Convertible		Euro Inflation Linked		Global Hedge Fund EUR	2	Euro subordinated financials	4	EM shares	1	ITALY Government Bonds	
EM external debt hdg		USA Government Bonds	1	EU Corporate Bonds	2	Global Corporate Bonds Euro hdg		Global Corporate Bonds Euro hdg	1	GERMANY Government Bonds	2	Global HY Hdg Eur		Global HY Hdg Eur		Global Corp Hdg Eur		EM local debt	
GERMANY Government Bonds		GERMANY Government Bonds		Euro Inflation Linked		Euro HY		USA Government Bonds		Euro subordinated financials	2	Euro subordinated financials	2	EU Corporate Bonds		Euro Inflation Linked		Euro Corporate Bonds	
EMU Monetary		EURO Inflation Linked		EM local debt		Global HY Hdg Euro		Commodity		Euro HY		EMU Monetary	3	USA shares		GERMANY Government Bonds		EMU Monetary	
EU Corporate Bonds	3	USA monetary		ITALY Government Bonds	2	Convertible	4	Euro Government Bonds	1	Euro Corporate Bonds	2	Euro Corporate Bonds		EM shares	3	EM external debt hdg	1	Global Hedge Fund EUR	
Global Corporate Bonds Euro hdg		EUROPE shares		Global Government Bonds Euro hdg		Pac formerly Japan shares		Euro Inflation Linked		EMU Monetary		Global Corp Hdg Eur	3	Global government Hdg Euro		Global Government Euro hdg		Global Corp Hdg Eur	2
GLOBAL HY Euro hdg	4	EMU Government Bonds	2	EMU Government Bonds	3	EM external debt hdg		Euro Corporate Bonds	1	USA Government Bonds	3	Convertible		Global Corp Hdg Eur	3	EMU Monetary	2	EM external debt hdg	
Global Hedge Fund EUR		Global Government Bonds Euro hdg		EMU Monetary		Commodities		Global Inflation Linked		Pac formerly Japan shares		GERMANY Government Bonds	4	ITALY Government Bonds		Global Inflation Linked		Oil	
EM shares		ITALY Government Bonds		GERMANY Government Bonds	4	EM shares	1	Global Government Euro hdg	1	EUROPE SHARES	1	EM debito locale	4	Convertible	4	USA Monetary	2	Euro Government Bonds	
EM local debt		Global Hedge Fund EUR		Global Inflation Linked		EUROPE SHARES		USA monetary		Global Hedge Fund EUR		Global Government Euro hdg		GERMANY Government Bonds		Global Hedge Fund EUR		GERMANY Government Bonds	
GOLD		Convertible	3	USA Government Bonds	4	Global Hedge Fund EUR	1	Global Hedge Fund EUR	1	USA monetary	4	ITALY Government Bonds	4	Euro Government Bonds	4	USA Government Bonds	4	Euro Inflation Linked	
Commodities		EMU Monetary		USA monetary		ITALY shares		GERMANY Government Bonds		Commodities		Euro Government Bonds		Global Inflation Linked		Oil		Global Government Euro hdg	3
Oil		ITALY shares	4	Commodities		Oil	3	EMU Monetary	3	Oil	3	EM external debt hdg	4	EM local debt	4	Commodity		Global Inflation Linked	

1 ■ > 3% 2 ■ 0% / 3% 3 ■ -3% / 0% 4 ■ < -3%

The information, opinions and data contained in this table do not in any way constitute research, recommendation, investment advice, investment advisory or any other form of advice and are subject to change.

The data shown refers to the past. Past results do not constitute a reliable indicator of future results.

Source: Prepared by Fideuram Asset Management SGR S.p.A..



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

2.2 Market growth prospects

THE WORLD MARKET

In recent years, global wealth has seen significant growth, affecting different segments of the population across the board. This positive trend, although briefly interrupted by the 2022 crisis, has shown a vigorous recovery, highlighting an extraordinary resilience of the global economic system. In particular, there has been a progressive reduction in the number of people living in conditions of extreme poverty and a constant increase in those belonging to the middle and high income brackets. This is particularly evident if we consider that in the last few decades the number of individuals with a net worth of less than ten thousand dollars has almost halved, while the number of people with a net worth of between ten thousand and one hundred thousand dollars has more than doubled. Even more significant is the increase in the number of millionaires, which has tripled compared to the past.

Long-term analyses of household wealth reveal a dynamic and ever-changing picture. There is a clear trend towards upward social mobility, that is, an increasing number of people are able to improve their economic situation over the course of their lives. While it is more likely that an individual will maintain their social position or move towards lower income brackets, it is equally true that a considerable part of the population will manage to climb the social ladder, reaching previously unthinkable levels of wealth. However, this positive scenario should not make us forget that the possibility of getting rich tends to decrease with the passing of time. Another key aspect to consider is the role of inheritance in handing over wealth. A significant portion of wealth is passed down within families, often from one spouse to the other and, subsequently, to younger generations. This phenomenon is set to intensify in the coming decades, with estimates indicating a transfer of over 83 trillion dollars over the course of two to three decades.

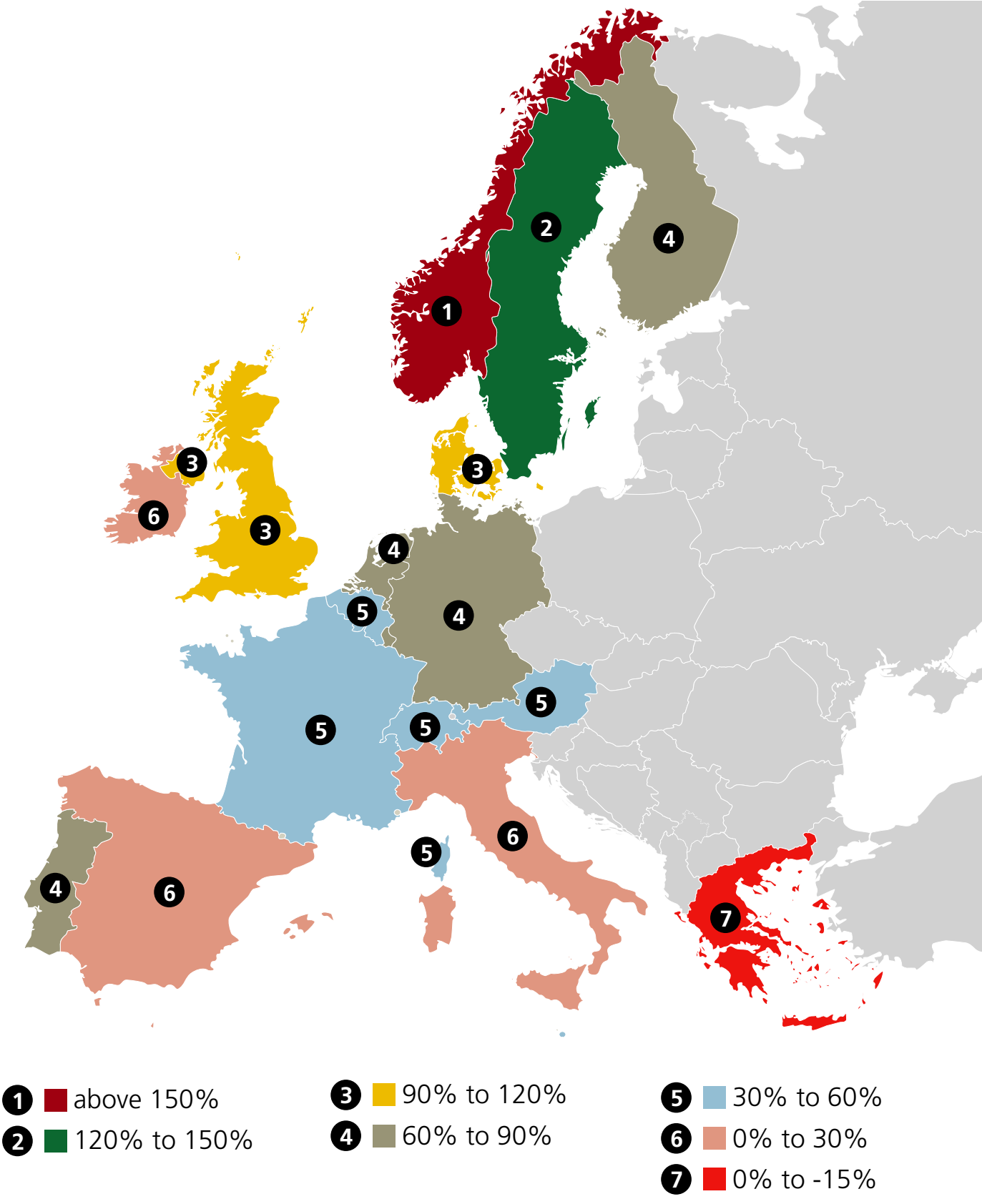
In conclusion, future prospects seem to confirm the trend of growth in the number of millionaires globally. Many markets, including Taiwan, are poised to see significant increases in the number of individuals with a net worth over one million dollars. However, not all countries will follow this trajectory, and some, such as the UK and the Netherlands, may see more modest growth.

The information in the section “The World Market” is taken from the research “Global Wealth Report 2024” published by UBS in June 2023.

The picture that emerges from this analysis is that of a world in continuous evolution, where economic inequalities are progressively reduced and the opportunities to improve own living conditions are ever greater. However, it is essential to underline that this process is not linear and that there are still many challenges to be addressed, such as gender inequalities and differences between countries.

Significant disparities in individual wealth accumulation are not only found between countries with different levels of economic development and geographic location. Even within Western Europe, the evolution of wealth growth is extremely varied. Indeed, from this point of view, the continent appears more like a mosaic than a homogeneous entity, a fact that is particularly significant considering that as early as 2008, Western European countries had mature and developed economies, and in most cases, were already part of the same trading bloc. The European sovereign debt crisis is one of the factors that have contributed to these very different growth trajectories. In many countries, average wealth far exceeds the median, due to the concentration of wealth in the hands of a few extremely wealthy individuals. This gap occurs because average wealth figures are skewed upward by the presence of a small number of extremely wealthy individuals, who end up inflating the average figure, while median wealth, which represents the value at the centre of the distribution, is less influenced by these extreme values. In Switzerland, the average is four times the median, in the United States and the United Arab Emirates five times, while in China and Hong Kong almost three times. The growth in wealth since 2008 further reflects these disparities. In China, average wealth growth has been significantly higher than median wealth growth, highlighting an increase in wealth concentration. In contrast, in Singapore the median actually decreased. In Italy and Spain, the growth of the mean conceals a significant decline in the median, while in Greece both have shrunk, suggesting an increase in the concentration of wealth. In contrast, in the US and the UK, the mean and median have grown in parallel, signalling stability in wealth distribution.

Average growth in wealth per adult between 2008 and 2023



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

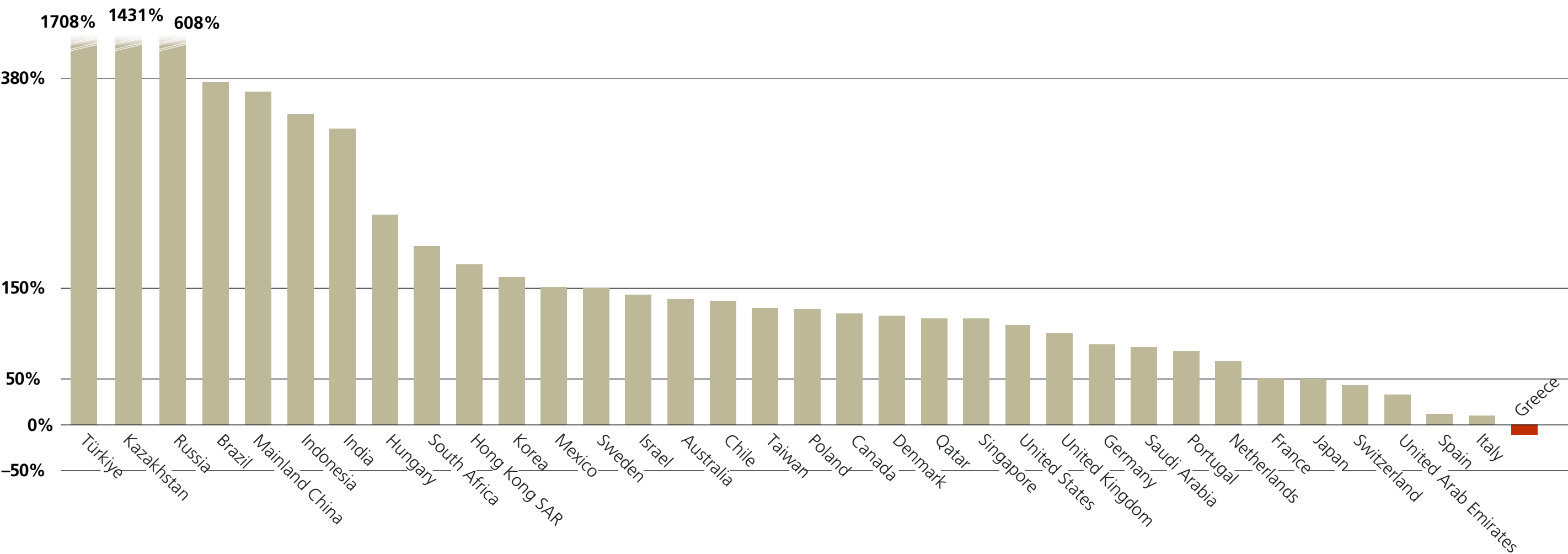
6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

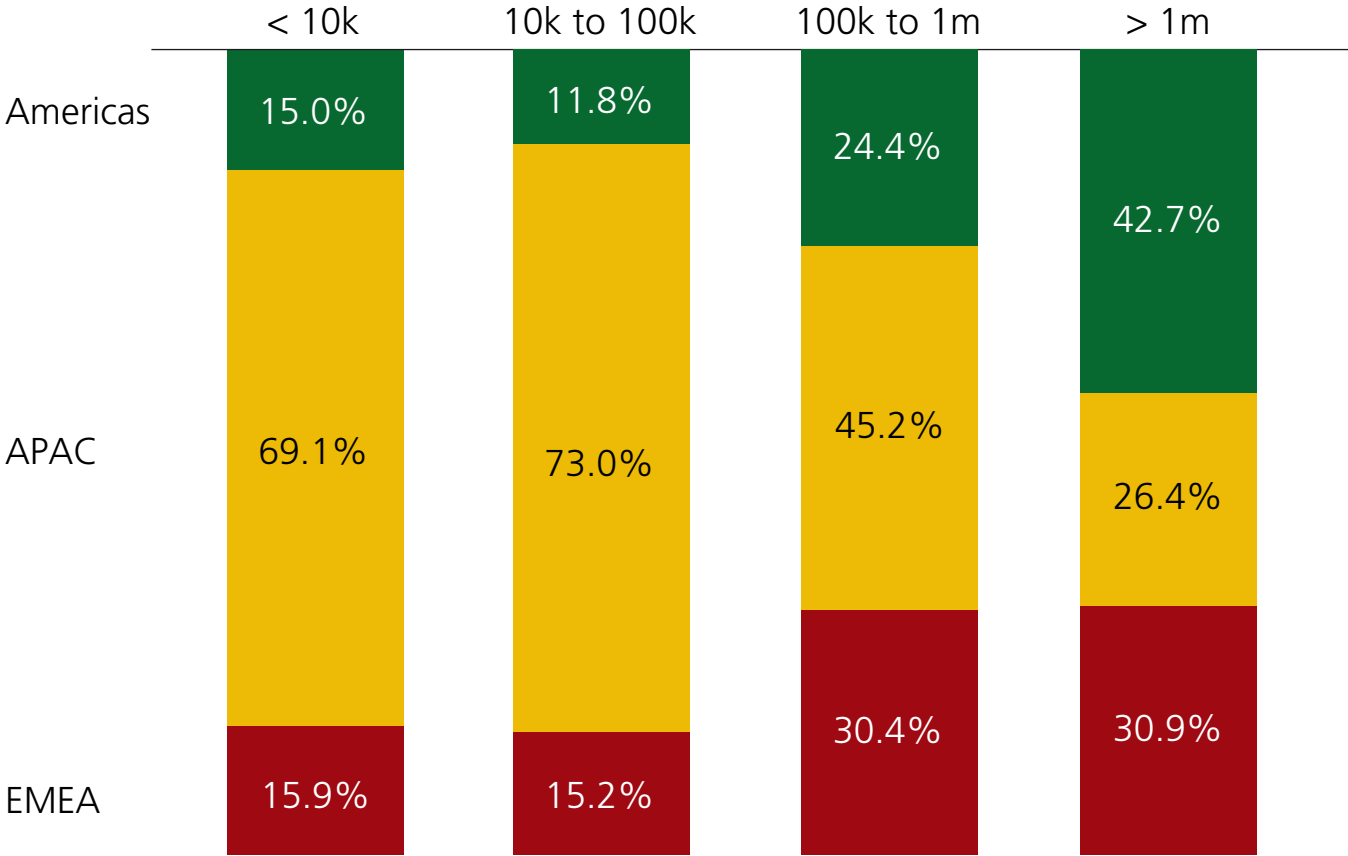
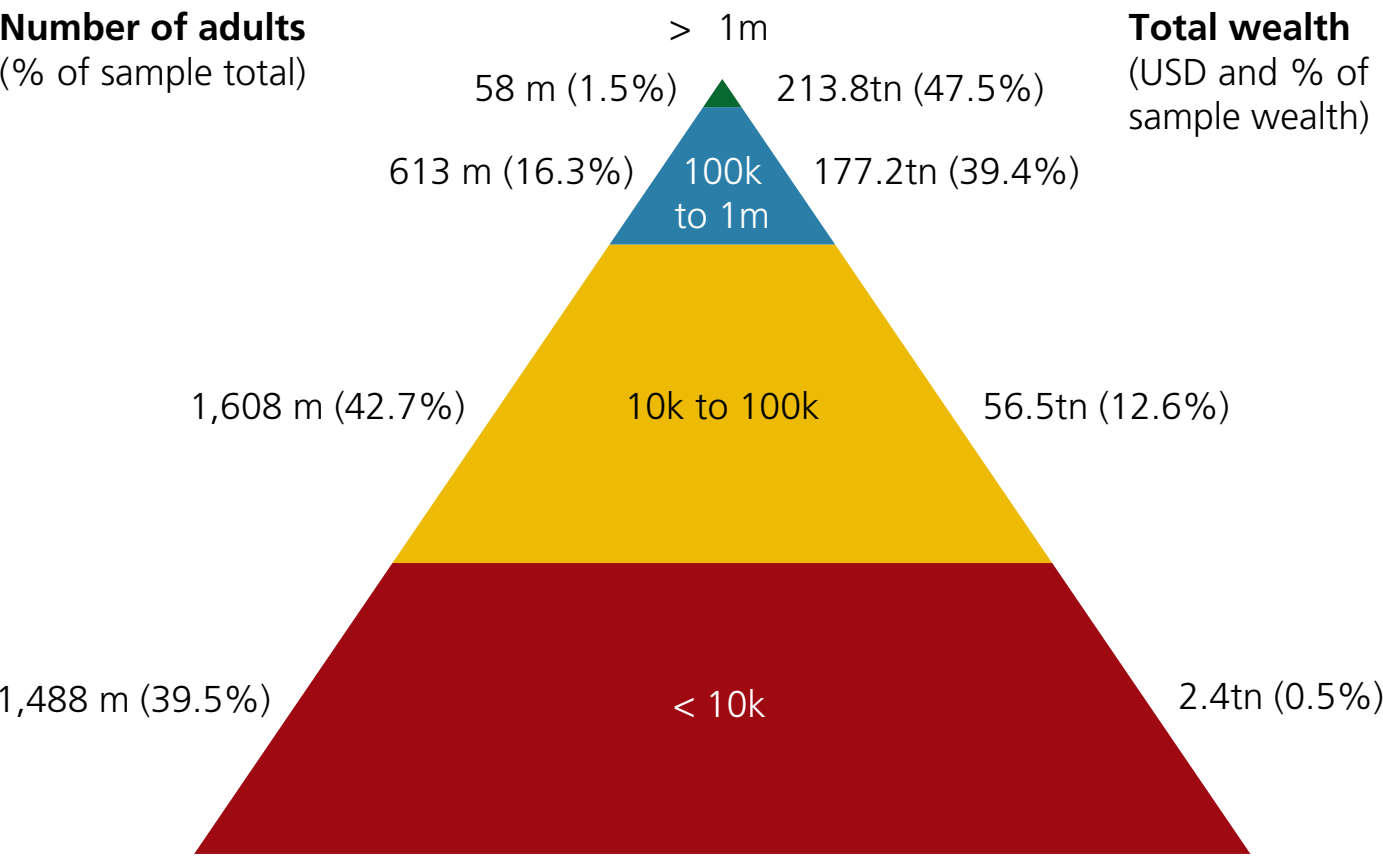
8. GLOSSARY

9. CONTACT US

Evolution of average wealth per adult, 2008–2023, local currency, selected markets



The wealth pyramid



WEALTH CONCENTRATION

The wealth pyramid is a visual summary of the distribution of wealth at different levels of society:

- at the top of the pyramid is a small portion of individuals who own a significant fraction of global wealth;
- on the contrary, the base of the pyramid includes the fraction of individuals (representing a significant part of the world population) who possess low or zero net wealth.

The data suggests that the top of the pyramid is dominated by the American continent (42.7%), followed in order by EMEA (Europe, Middle East and Africa; 30.9%) and APAC (Asia - Pacific; 26.4); instead, the base of the pyramid has a higher concentration of subjects in the Asia-Pacific region.

In an overall view, it can be said that the United States is home to 38% of the world's millionaires, Western Europe 28%, and Mainland China 10%.

Over the last thirty years, the factors that have contributed most to the increase in wealth of the richest individuals have been: globalization, the growth of financial markets, the development of emerging economies and the technological boom.

In the last decade, a relevant aspect concerns the improvement of the distribution of wealth per adult: the percentage of individuals with assets under 10 thousand dollars (at the base of the wealth pyramid) has progressively decreased; at the same time, the second tier (net worth between 10 thousand and 100 thousand dollars) has grown from just under 17% to around 40% in 2023. The third and fourth tiers of the pyramid have also increased: in particular, the third tier (wealth between 100 thousand and 1 million dollars) has doubled, while the fourth tier (wealth above 1 million dollars) has tripled, reaching a percentage equal to 1.5% of the entire world population.

Over time, the distribution of global wealth has undergone profound transformations: the decrease in the number of subjects in the lowest tier indicates a general improvement in economic conditions, however the concentration of wealth remains high, with a small fraction of individuals holding a significant portion of wealth.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

THE EU MARKET

CONSUMER SPENDING

In the third quarter of 2024, household spending in the Euro area recorded a growth of 0.7%, supporting domestic demand. The increase was mainly driven by Italy, with an increase of 1.4%, well above the European average. Spain followed, showing a growth of 1.1%, while France, recovering after the stagnation of the previous quarter, recorded an increase of 0.6%. As for Germany, despite a positive rebound of 0.3%, spending is showing the least expansion among the main European economies, positioning itself well below the Euro area average.

In Italy, national and domestic spending recorded significant growth, respectively 1.4% and 1.3%. In the third quarter of 2024, spending abroad by resident families increased by 2.7%, in contrast to a slight contraction in spending in Italy by non-residents, equal to -0.1%. This trend has enabled domestic spending to grow at a faster pace than internal spending.

The components that supported growth show different dynamics. The expansionary cycle of durable goods was slightly revised downwards, however, the component continued to grow also in the third quarter (+0.5%). Non-durable goods, following the contraction of the last quarter, returned to positive territory (+0.7%). Spending on semi-durable goods, albeit moderate, is the only component that contracted in the summer months (-0.1%). Finally, the component that most supported Italian spending was services (+2%), with another positive quarter after the contractions at the end of 2023 and the beginning of 2024.

In Germany, domestic spending increased slightly compared to the previous quarter (+0.2%). The most buoyant component is non-durable goods (+1.4%), followed by semi-durable goods (+0.2%). Spending on services has been stagnant and is still far below pre-Covid levels. In France, the only component recording a decline was represented by durable goods (-1%), however, growth in other components more than offset this contraction and allowed French domestic consumer spending to grow (+0.7%) in line with the national and European averages. In Spain, a quarter of strong expansion was recorded for domestic consumption (+1.1%), which saw general growth in all sectors. Spending on durable goods stands out (+5.1%), but the figures for semi-durable goods and services were also quite dynamic (overall +0.8%).

Forecasts for 2024 see household net wealth in real terms growing by 1.4%, boosted by a very positive year for financial markets in the face of a reduction in housing wealth. From 2025, with a recovery in real estate prices, a positive contribution is also expected from the real estate sector, however, due to a lower contribution from net financial assets, the growth of household net wealth will be modest.

THE INVESTMENT MARKET

In the first half of 2024, the private sector recorded still positive financial balances. For households, the financial balance remained favourable and in line with that of the previous year. Businesses, on the other hand, saw a lower balance than in 2023, although still remaining significantly above pre-pandemic levels.

In Italy, the process of reducing and reallocating private savings of households and businesses accumulated since 2020 continued, albeit at a lower intensity. Up until October, the liquidity deposited at banks by households and businesses decreased by a total of €9 billion. Not only has the outflow from deposits decreased, but the composition between sight deposits and time deposits has also changed. Since mid-year, the reduction in refinancing rates has reduced the cost and opportunity of holding liquidity, thus making time deposits less attractive. These trends have also been observed in other major European countries, albeit with some differences. In Germany, there was a significant decline in sight deposits, but this was largely offset by an increase in time deposits, with the overall liquidity balance showing, until October, a positive flow well above that of the same period in 2023.

The slowdown in deposit restructuring also reflects greater caution by banks in offering time deposits, given the phase of lowering interest rates. Meanwhile, bond issues have continued to perform well, contributing to maintaining a financing deficit in a context of a weak credit cycle, thus reducing the need for additional medium- and long-term funding flows. In the next three years, deposits are expected to decrease in terms of the share of households’ financial assets by approximately 3% (-2.2% for the sight component), with a share of 31.6% at the end of 2027, while the share of bonds is estimated to increase by 0.4%.

The information presented in the section “The Eu Market” has been taken from the Prometeia publication “Forecast Report – December 2024”.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

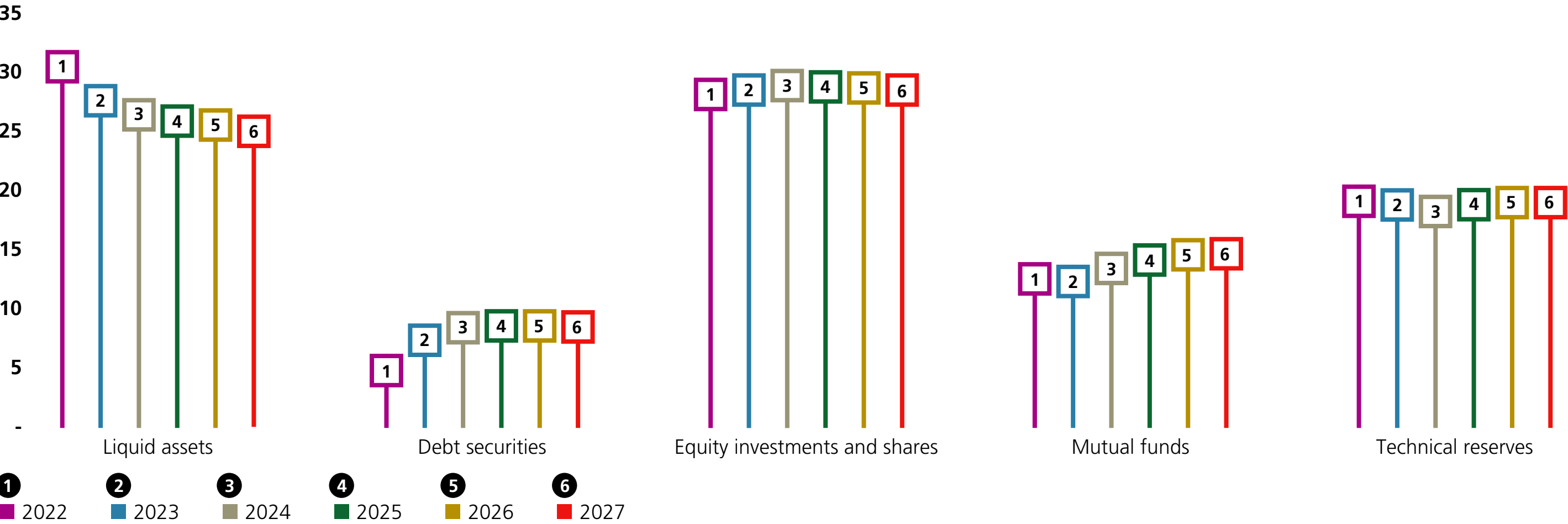
6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

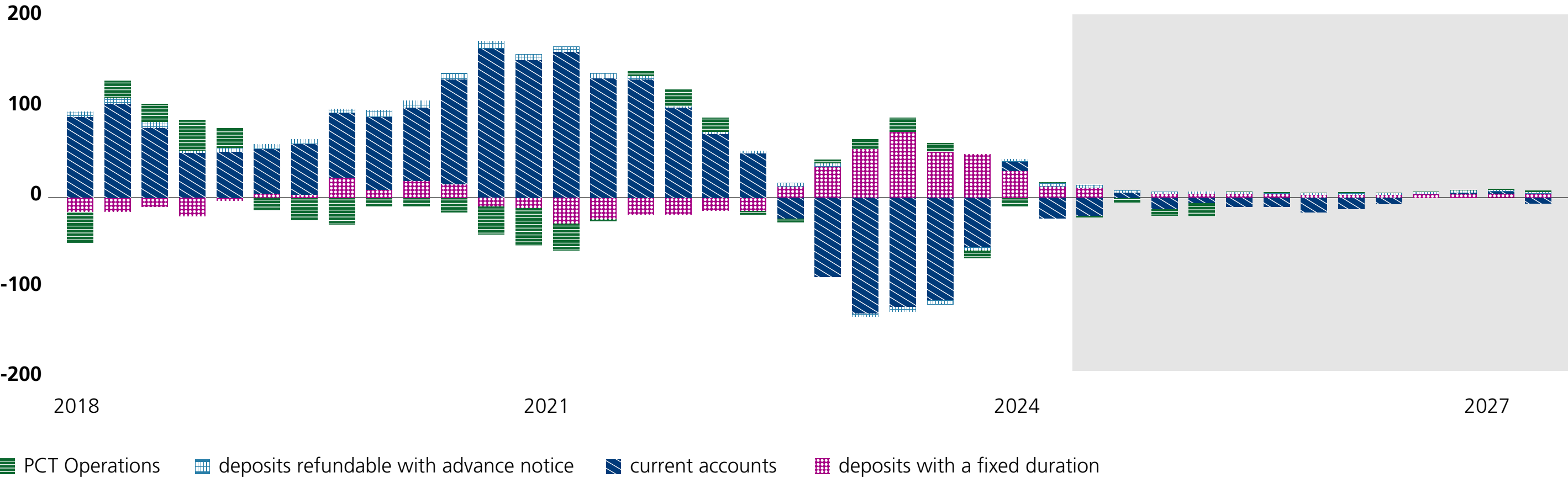
9. CONTACT US

Households: breakdown of financial assets in Italy
(percentages)



Source: Prometeia forecasts using Bank of Italy data.

Composition of deposits
(annual changes in billions of euro)



Source: Prometeia forecasts using Bank of Italy data.

THE PRIVATE MARKET

During 2023, Private Banking returned to growth, exceeding the levels reached in 2021; at the end of the year, assets under management came to €1,101 billion, recording a growth more than 4 times higher than that of other operators (+11.2% for Private Banking versus +2.4% for other operators). Growth was fairly evenly distributed across the quarters of the year, with the exception of the third quarter which had a slightly negative variation, that subsequently recovered. The market effect recorded by Private Banking (€64 billion) was significantly higher than that recorded by other operators (+6.5% of Private Banking versus +2.4% of other operators) and made it possible to recover a large part of the devaluation occurred in 2022. New Private Banking inflows towards its own service model were also positive (+€38 billion), showing stability compared to the 2022 figure (+€42 billion). This is in contrast to other operators, who saw a significant reduction in new inflows (+€8 billion in 2023 compared to +€40 billion in 2022).

The better dynamics of Private Banking compared to other operators has allowed the Private industry to increase its market share of investable financial wealth (from 29.8% in 2022 to 31.6% in 2023). The market share of indirect inflows (wealth net of liquidity) rose to 45.1%.

In the current economic and financial scenario, the composition of the portfolio managed by Private Banking has undergone significant changes, reversing trends consolidated in recent years.

Fixed-rate products grew strongly, especially for new inflows, with government bonds up by 78%, going from 6% to 10% in terms of weight in the portfolio, while bonds, growing by almost 50%, gained 1% in the portfolio. Driven by the good market performance, stocks and ETFs recorded strong growth, maintaining their portfolio shares. Mutual funds and discretionary accounts maintain their weight in the portfolio, recording interesting growth rates (average +7.6%), slightly lower than average following the good performance of the market, but with a weak or even no contribution to inflows. The shift in portfolio allocation towards non-managed products occurred at the expense of a liquidity recomposition (-6%) to historically low values at the end of the year (13% of the overall portfolio) and of Class I (-6.4%) and Class III (-6.8%) insurance products. In particular, for insurance, the growth trend recorded over the last ten years appears to have stopped. In recent years, Private Banking seems to have started a progressive

The information presented in this section has been taken from the “Report on Private Banking in Italy (2024)”, produced by AIPB in conjunction with Prometeia.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

process to revise its service models, moving towards the application of advanced advisory services. The data shows us that client assets with advanced advice have grown from 12% in 2018 to 15% in 2023; in 2023, 83% of operators applied advanced advisory models compared to 74% in 2018.

The average size of client assets managed by Private Banking operators is approximately €30 billion, with a market that has slightly increased the level of concentration: the top 5 operators hold 60% of the market as in 2022, the top 10 77% (74% in 2022), while the remaining 27 operators distribute the residual share. Personal financial advisers with agency contracts represent 62% of the total, employees 31%, while 7% is represented by network managers/coordinators with portfolios. In terms of assets, the share of client assets managed by Personal Financial Advisers, with an agency contract is 39%, while the majority is managed by employed Personal Financial Advisers (61%). This is reflected in the size of the average portfolios which remain much higher for employed Personal Financial Advisers (€117 million) compared to Personal Financial Advisers who are agents (€40 million). Private Banking serves three main types of customers, with the primary focus on families. In terms of client assets, this category accounts for approximately 80% of assets, followed by companies (15.7%) and institutions (4.6%).

Analysing wealth distribution by tier of assets, 33% of wealth is concentrated in the €1-5 million bracket and approximately 32% belongs to individuals with assets of less than €1 million; the higher tiers distribute the remaining 35%. The majority of individuals (37%) are placed in the €1-5 million bracket, for businesses the majority bracket is €10-50 million (30%). Lastly, almost 60% of institutional customers are in the over €50 million bracket.

Over a third of the investable wealth of Italian families is held by savers with financial assets exceeding €500 thousand, an ideal target for Private services. These individuals share not only considerable financial means, but also increasingly sophisticated needs that push them to seek new investment solutions to protect, enhance and pass on their wealth to future generations. According to Prometeia estimates for AIPB, the wealth of these families has grown at rates significantly higher than those of the investible financial wealth of all families overall (+8.4% compared to +5% for other families), reaching €1,326 billion at the end of 2023. These families, in fact, typically have higher incomes and a greater capacity to save, and the weakening of the economy and price increases seem to have had a less significant impact. Even considering the last three years, the wealth of well-off families

has grown more intensely than the average of Italian families (an average annual increase of 4% compared to +2.5%) and the share of total investable financial wealth has increased by 1.6 percentage points.

OUTLOOK

Despite slightly stronger-than-expected GDP growth in the third quarter, the outlook for the euro area remains weak. Global uncertainty, fuelled by protectionist policies and political instability, has dampened investment, particularly in capital goods. Moreover, third-quarter GDP growth was supported mainly by transitory factors, such as tax transfers among multinationals, rather than by a solid economic recovery. Although private spending has shown signs of recovery, households remain cautious due to persistent inflation and uncertainty about the future. Economic growth is expected to be moderate in the coming years, with inflation remaining above the ECB’s target.



Fideuram - Vicenza Branch.

2024 was a year of transition for the Italian economy, characterized by limited growth and a context of global uncertainty. Despite the support measures introduced by the government and the launch of the National Recovery and Resilience Plan (PNRR), the Italian economy will have to deal with the legacy of the past, such as the end of the Superbonus tax relief scheme and the new challenges posed by inflation and rising interest rates. The banking sector, although solid, will have to face a period of readjustment, with a reduction in interest margins and an evolution of the business model towards more innovative services. Italian households, despite benefiting from an improved spending power, will maintain a cautious attitude to spending, directing their savings towards safer and less risky financial products. Overall, the outlook for the coming years is for gradual and sustainable growth, but will largely depend on the effectiveness of structural reforms and the evolution of the international context.

ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

ESG INVESTMENTS

2024 AT A GLANCE

2024 proved to be a year of consolidation for ESG (Environmental, Social, Governance) investments. Investors’ growing awareness of the social and environmental impact of their financial choices has continued to drive an increasingly massive migration of capital towards sustainable products and strategies.

The main trends for 2024 are as follows:

- an exponential growth of ESG funds: the number and size of funds integrating ESG criteria into their investment decisions has increased significantly;
- most robust regulation: the European Union and many other countries have introduced new regulations to promote transparency and integrity in sustainable investments, such as the EU Taxonomy on Sustainable Finance;
- ESG integration into decision-making processes: more and more companies have integrated ESG factors into their business strategies and decision-making processes, making them a key element in the assessment of risk and opportunities;
- a focus on alignment with the Sustainable Development Goals (SDGs): ESG investors have paid increasing attention to the SDGs, seeking to invest in companies that actively contribute to the achievement of these global goals.

RETURNS: SUSTAINABILITY AND PROFITABILITY CAN COEXIST

A key theme is the relationship between sustainability and performance. The 2024 data confirm that it is possible to generate competitive returns by investing sustainably:

- aligned returns: numerous studies have shown that in the long term ESG investments have provided similar or higher returns than traditional funds;

- resilience in times of crisis: ESG portfolios have often demonstrated greater resilience during periods of market turbulence, thanks to diversification and the selection of stronger and more sustainable companies;
- sustainability awards: some studies suggest the existence of a “sustainability award,” an additional return that investors can earn by investing in companies with strong ESG practices.

However, it is important to underline that past performance is not a guarantee of future results and that the performance of ESG investments may vary depending on the strategies and asset classes chosen.

CHALLENGES AND PERSPECTIVES

Despite the progress made, ESG investments still face some challenges:

- greenwashing: the risk of greenwashing, which means presenting financial products as sustainable when they are not, remains a significant concern;
- the standardization of ESG metrics: the lack of globally recognized standards for assessing ESG factors makes it difficult to compare different products and investors;
- data availability: ESG data collection and analysis are still complex and expensive, limiting the diffusion of sustainable investing in some markets.

The outlook for ESG investments is very positive. Demand from institutional and retail investors is expected to continue to grow, supported by factors such as:

- climate change, with a growing awareness of the risks associated with climate change, pushing investors to seek sustainable solutions;
- increasingly stringent regulations, with European and international regulations that are creating a regulatory framework favourable for sustainable investments;
- technological innovation, with the introduction of valid tools such as blockchain and artificial intelligence that facilitate the collection and analysis of ESG data.

ESG INVESTMENTS IN ITALY

The sustainable investments landscape in Italy is rapidly evolving. Italian investors’ growing awareness of the social and environmental impact of their financial choices, combined with increasingly stringent regulations, is pushing towards an ever-increasing diffusion of ESG products. In recent years, there has been significant growth in assets allocated to ESG funds and products. Several factors have contributed to this positive trend; these include the European SFDR (Sustainable Finance Disclosure Regulation) and the EU taxonomy on sustainable finance, which have introduced new transparency obligations for issuers and fund managers, encouraging demand for ESG products. Another factor to consider is investor awareness: more and more Italian investors, both institutional and retail, consider ESG factors as key elements in their investment decisions. Thanks to the diversified offer, the Italian market of ESG products has also become far more attractive, offering an increasingly wider range of solutions to satisfy the needs of different investor profiles.

ESG investments represent an unstoppable trend on the Italian financial landscape. The growth of assets allocated to sustainable products, combined with increasingly stringent regulations and greater investor awareness, all point to a promising future for ESG investments in Italy. However, it is essential to address the remaining challenges, such as standardizing ESG metrics and preventing greenwashing, to ensure the transparency and integrity of these investments.

The information in the section “ESG investments” is taken from the publications: Global Sustainable Investment Alliance: “Global Sustainable Investment Review 2024”; Morningstar: “Sustainable Investing: “A Long-Term Perspective”; BlackRock: “Global Investment Outlook 2025”; Assoreti Annual Report on Savings.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

2.3 Group competitive position

The Fideuram - Intesa Sanpaolo Private Banking is a leader in the provision of advisory support and financial products and services for high-end clients. The Group’s distribution model is built on four well-known brands, Fideuram, Sanpaolo Invest, IW Private Investments and Intesa Sanpaolo Private Banking. All three have consolidated reputations on the Italian market among customers and Personal Financial Advisers alike, strengthened by their Networks’ constant ability to act as a reference point, synergistically bringing together not just individual professionals in the sector but entire companies as well.

The Group has a leading position in its reference market (Asset Gathering), being ranked sixth in Europe and third in the euro area for client assets.

Top 10 Private Banking operators in Europe

(figures at 31.12.2024 - €bn)

	Client Assets
UBS ¹	4,024
Julius Bar	528
HSBC	466
BNP Paribas	462
Deutsche Bank ²	460
Fideuram - Intesa Sanpaolo Private Banking	394
Santander ³	305
Pictet	295
Indosuez Private Banking ⁴	279
ABN-AMRO	239

1. Invested Assets (Global Wealth Management Division).
2. Data referring to the WM and Private Banking segment.
3. Estimated data.

4. Data referring to LCL Private Banking and Indosuez Wealth Management. The data do not include assets under custody of institutional customers.

The Fideuram Group is, moreover, the undisputed leader of the Italian managed assets market and in the distribution of financial products through Networks of Personal Financial Advisers registered in the Unified Register of Financial Advisors, taking a very solid first place in the Assoreti ranking with a 38.9% market share at 31 December 2024 (amounting to approximately €354bn). Moreover, the Group came first in 2024 both for total net inflows (€13.4bn).

The following tables show the market breakdown of client assets and net inflows among the main Groups operating in Italy.

Market shares by client assets

(€bn)

	31.12.2024		31.12.2023	
	CLIENT ASSETS	% OF TOTAL CLIENT ASSETS	CLIENT ASSETS	% OF TOTAL CLIENT ASSETS
Fideuram Group (*)	353.8	38.9	320.0	40.8
Banca Mediolanum	123.3	13.6	105.5	13.4
Finecobank	121.7	13.4	106.7	13.6
Banca Generali Group	102.7	11.3	91.8	11.7
Allianz Bank	76.9	8.5	68.4	8.7
Credito Emiliano Group	52.4	5.8	44.5	5.7
Mediobanca Group	34.6	3.8	9.2	1.2
Zurich Group	18.4	2.0	16.7	2.1
BNP Paribas Group	11.9	1.3	10.5	1.3
Monte dei Paschi di Siena Group	9.1	1.0	8.2	1.0
Other	4.1	0.5	3.4	0.4

(*) Only includes the inflows of the Fideuram, Sanpaolo Invest, IW Private Investments and Intesa Sanpaolo Private Banking Networks.
Source: Assoreti.

Total net inflows and into managed assets

(€bn)

	2024		2023	
	TOTAL NET INFLOWS	NET INFLOWS INTO MANAGED ASSETS	TOTAL NET INFLOWS	NET INFLOWS INTO MANAGED ASSETS
Fideuram Group (*)	13.4	5.7	13.5	(1.7)
Banca Mediolanum	8.9	5.9	6.3	2.9
Finecobank	7.8	2.2	7.1	0.3
Banca Generali Group	6.6	3.2	5.8	(0.5)
Allianz Bank	5.4	4.1	5.6	2.2
Mediobanca Group	3.9	2.0	1.1	0.4
Credito Emiliano Group	3.2	1.3	2.1	(0.9)
BNP Paribas Group	0.9	0.6	1.0	0.2
Zurich Group	0.6	0.2	0.4	(0.1)
Monte dei Paschi di Siena Group	0.5	0.2	0.5	-
Other	0.5	-	0.8	(0.1)

(*) Only includes the inflows of the Fideuram, Sanpaolo Invest, IW Private Investments and Intesa Sanpaolo Private Banking Networks.

Source: Assoreti



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

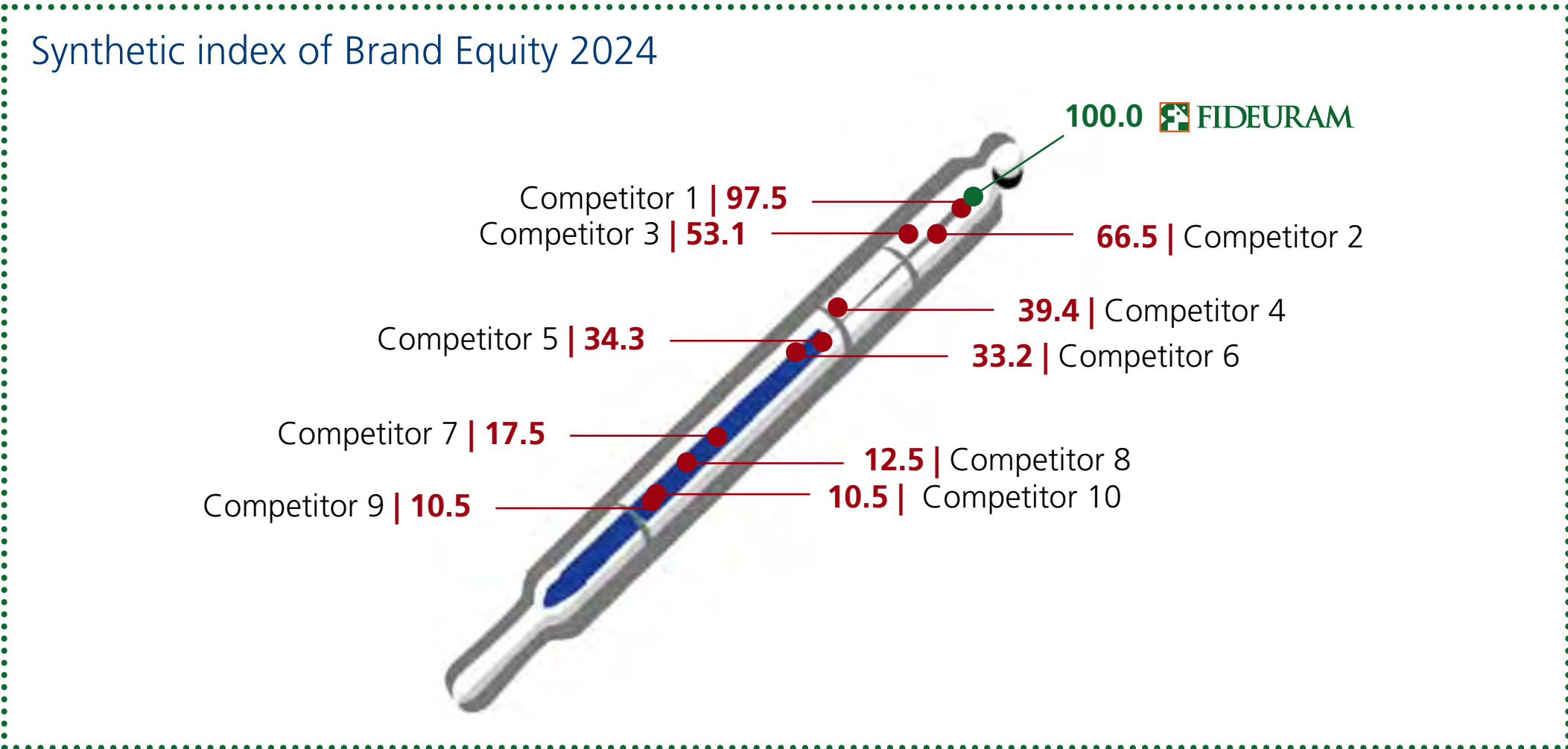
2.4 Brand Equity e Customer Satisfaction

The Fideuram Group constantly monitors the perception that Italian Personal Financial Advisers have as regards the Fideuram and Intesa Sanpaolo Private Banking Networks, evaluating their rate of satisfaction and the reputation of the Brand.

BRAND EQUITY SURVEY

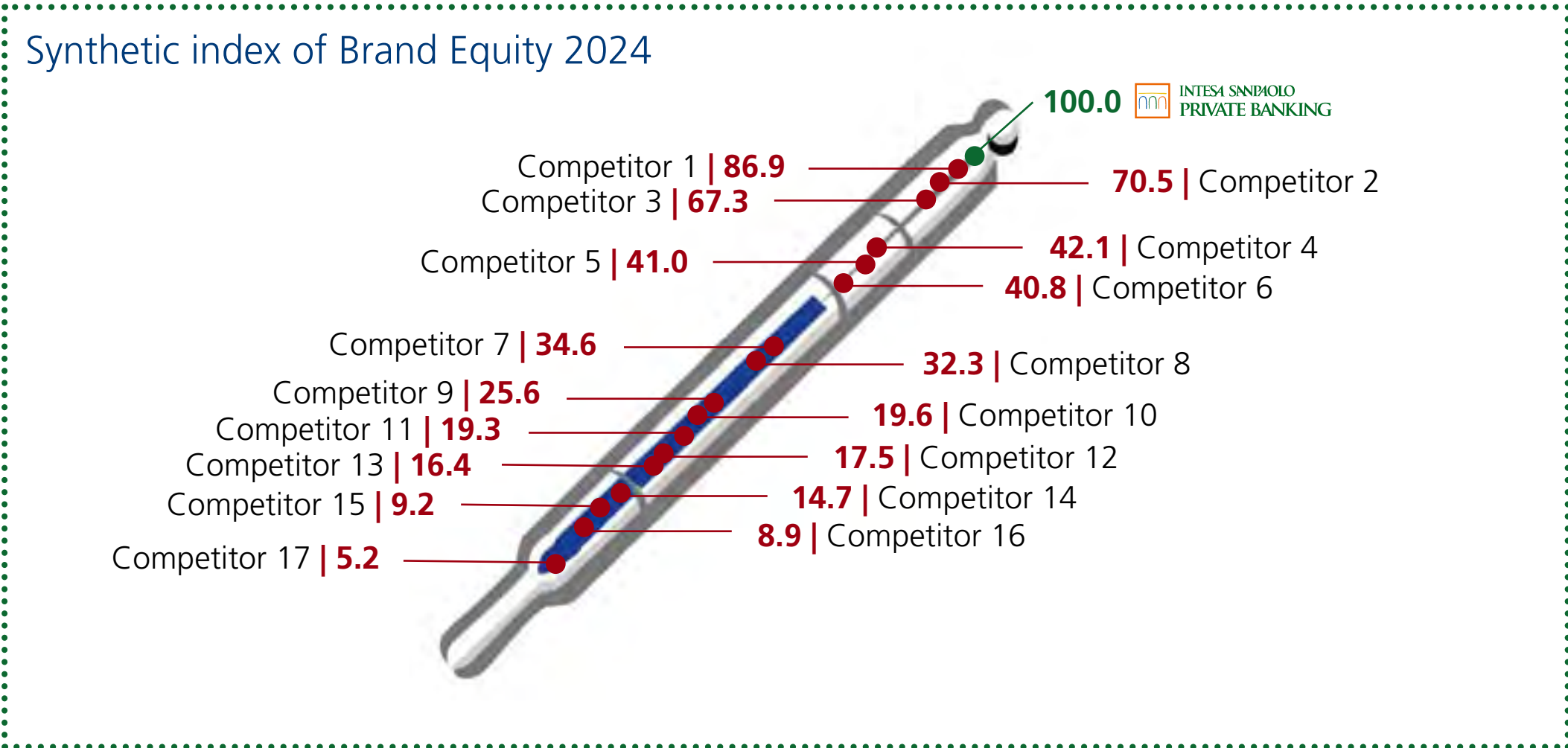
In the **FINER CF EXPLORER 2024** market research survey, the Fideuram Network was ranked first by Italian financial advisors, for its reputation and brand image; moreover, **95% of its financial advisors were satisfied**.

The survey was carried out based on 3,941 telephone interviews with the financial advisors of the 15 main networks in Italy. The survey revealed that Fideuram is recognized as one of the first places for seriousness and reliability, growth and career opportunities, management expertise, advisory and training services, availability and competence of staff at headquarters, growth potential on the reference market, as well as the beset salary levels.



The **FINER PB EXPLORER 2024**, with its annual survey on the world of Italian Personal Financial Advisers and Wealth Managers, has once again confirmed Intesa Sanpaolo Private Banking as the best Equity Brand in terms of consideration and appreciation from the Private Banking professionals.

The survey was carried out based on 1,970 telephone interviews with Personal Financial Advisers from the 34 main and most significant Private Banking and Wealth Management organisations in Italy. The strong sense of belonging and loyalty to the company of the commercial network remains unchanged and continues to be met through communication, the possibility of interacting with Management and the commitment towards Personal Financial Advisers; moreover, trust in the Bank’s management and Group was confirmed. The positive assessment is given with regard to the breadth of the commercial offering, including wealth planning services, specialised banking services with Internet Banking, and the digitalisation of processes. Finally, Personal Financial Advisers highly value the support received from network managers and the specialists.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

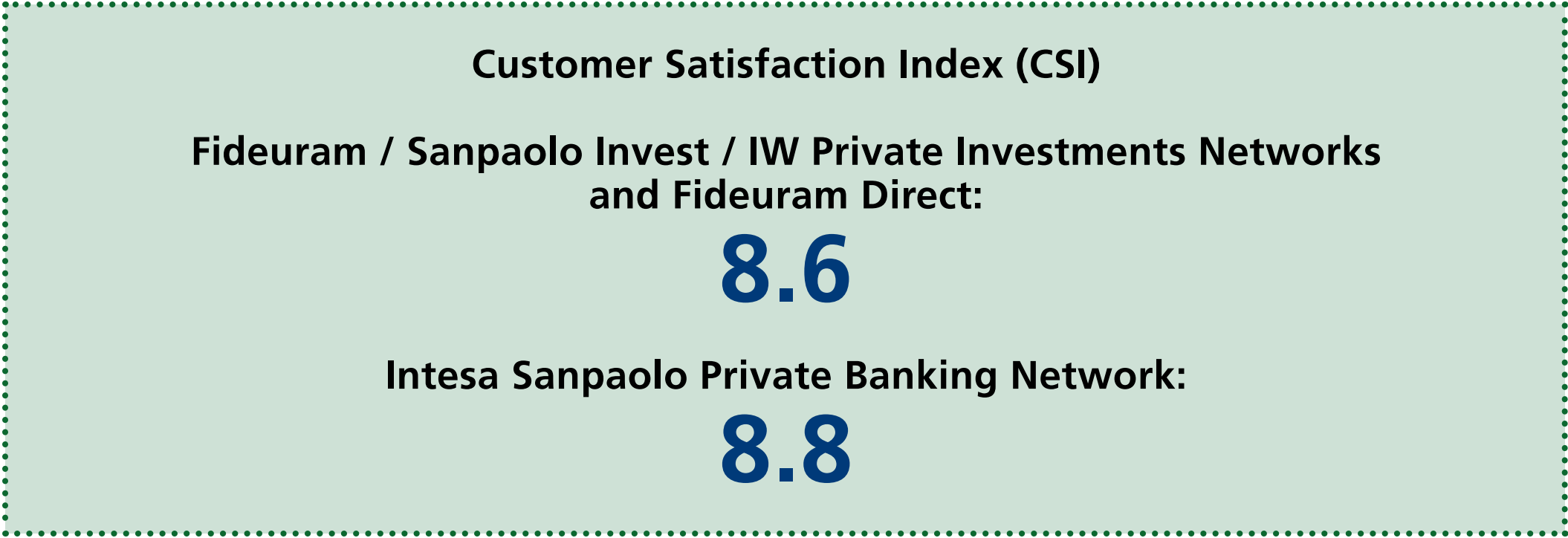
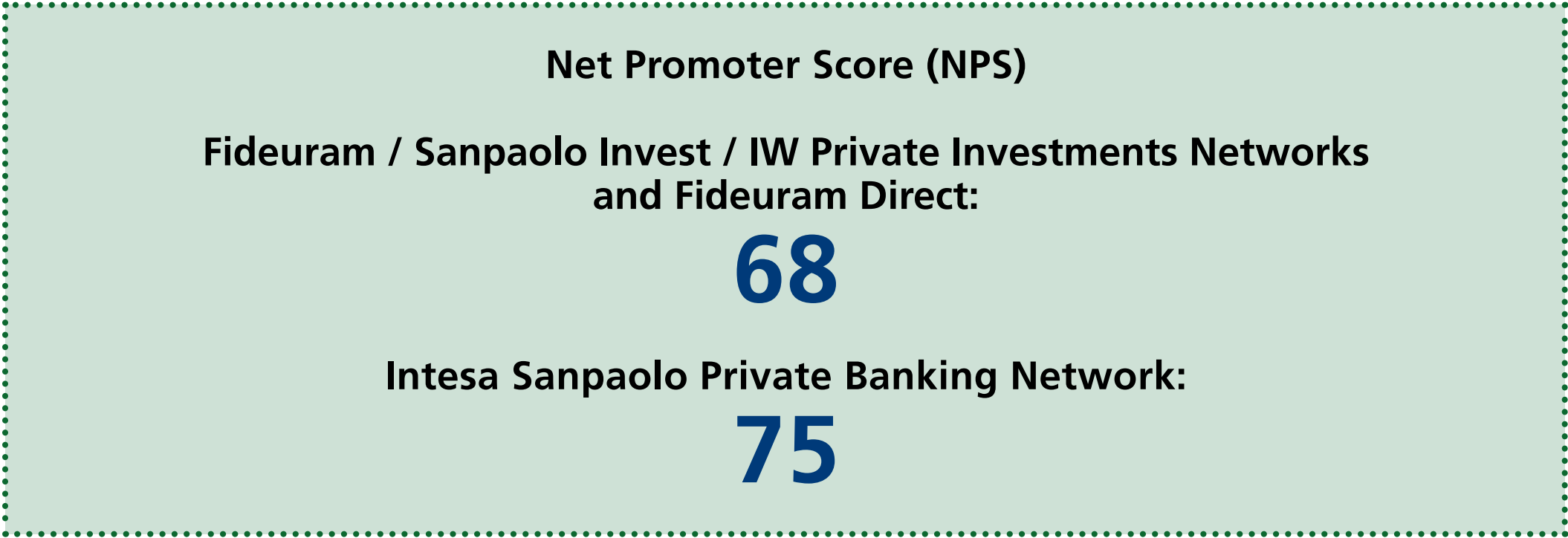
9. CONTACT US

CUSTOMER SATISFACTION SURVEY

The Group’s customer satisfaction survey takes into account the specific aspects of the service models of each company. Compared to the previous year, the number of customers who participated in the survey increased by 13%; in fact, over 70 thousand customers responded (47,185 from Fideuram, 12,333 from Sanpaolo Invest, 3,806 from IW Private Investments, 4,065 from Intesa Sanpaolo Private Banking and 2,620 from Fideuram Direct).

The following aspects emerged from the survey:

- Fideuram, Sanpaolo Invest, IW Private Investments and Fideuram Direct Networks: the overall customer satisfaction data, already at excellent levels in 2023, also registered growth in 2024. The Customer Satisfaction Index (CSI) was 8.6 (8.5 in 2023), on a scale of 1 to 10, and the Net Promoter Score (NPS) was 68, up by 6 points compared to 2023. The role of the financial adviser is an important vehicle for conveying the image of the Networks and the bank towards the market. In particular, three key factors are most appreciated in the relationship with the financial advisor: competence, the ability to propose solutions in line with specific requirements and interpersonal skills. The latter include courtesy, clarity and attention dedicated to the customer. Among the stand-out features of Fideuram, Sanpaolo Invest, IW Private Investments and Fideuram Direct, solidity, reliability, belonging to a solid and reliable banking group, a focus on the customer and multi-channel strategy were mentioned. Regarding ESG issues and products, 66% of respondents are aware, with a growing tendency towards ESG-related investments (74% compared to 71% in 2023). Knowledge of and a tendency to select this type of investment are higher in customer bands with greater financial resources.
- Intesa Sanpaolo Private Banking: overall customer satisfaction continued to grow in 2024, with the Customer Satisfaction Index at 8.8 (8.6 in 2023) and the Net Promoter Score at 75 (69 in 2023). The factors most appreciated are the professionalism of the personal financial advisers and branch staff, the understanding of the customers’ needs and the possibility of having a team of specialists at their disposal. Customers rate the time dedicated to interviews highly, along with the clarity and simplicity in explaining the characteristics of the investments and the ability to make them feel special, in addition to the solidity and reliability of the Intesa Sanpaolo Group. Regarding investment topics, the propensity for ESG products remains stable and there is a growing interest in private markets.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

2.5 Group strategy



Fideuram and Sanpaolo Invest - Genoa Branch.

BUSINESS PLAN 2022-2025

In recent years, the Intesa Sanpaolo Group has demonstrated that it is capable of generating value for all stakeholders, achieving excellent results even in a challenging external landscape characterised by a geopolitical uncertainty, rising inflation, the growing competitiveness of international competitors and new tech-oriented operators and increased regulatory pressure.

Fideuram - Intesa Sanpaolo Private Banking is well poised to take full advantage of market opportunities, thanks to the new distinctive skills it has acquired in recent years, partly through the integration of various Italian and international companies, to its ongoing investments in technology, digital channels and ESG, and to an efficient and streamlined operating model that evolves proactively, anticipating new market dynamics.

The objectives of the business plan are in the following areas:

- 1. Strengthening the Division’s identity** by fully tapping the potential of its People and their skills. The key activities include:
 - Continuation of the “Value & Purpose” project to share common values within the Group.
 - Management training and the evolution of digital culture.
 - Further optimisation of the recruiting machine, with dedicated strategies for the acquisition of teams of Consultants and Personal Financial Advisers, also to bring new blood into the Networks, and organisation and segmentation of the Networks to differentiate management, training, development and induction of young talents.
 - Consolidation of head office and branch units by hiring young talents to cope with the specialist skills required for plan initiatives (e.g., Credit, Digitalisation, Analytics) and to support growth.
 - Development of innovative contractual forms (e.g., mixed contracts).



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

**2. EXTERNAL
CONTEXT AND
STRATEGIES**

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

2. Consolidation of the core business in Italy, positioning Fideuram - Intesa Sanpaolo Private Banking as the Group’s centre of excellence in Wealth Management and specialising the Service Models.

To achieve this goal, it will aim to:

- Increasingly build a complete and dedicated product offering by customer segment with the updating of the product range in innovative areas (e.g., alternative investments, ESG products), in continuous collaboration with Eurizon/Epsilon/Eurizon Capital Real Asset (ECRA) and leveraging external partnerships.
- Increase lending to the Private segment by improving the product catalogue (e.g., new Lombard loans, mortgages for HNWI)s and strengthen the credit platform in terms of supporting tools and skills.
- Introduce a CRM system to support the commercial offering using Advanced Analytics/AI technology and evolving the Service Model of the Networks and the direct channel.
- Strengthen the service model dedicated to the management of large assets and Family Office and create a service dedicated to Lower Private and Young customers.
- Consolidate the premium advisory model by incorporating ESG principles and including real estate advice.
- Introduce cutting-edge solutions (e.g., Robo Advisory) to support the commercial offering and in a multi-channel perspective.

3. Strengthen and expand the international business, by reinforcing our European leadership in Wealth Management, also by hiring Personal Financial Adviser teams and evaluating possible selective small acquisitions in strategic geographic areas. Specifically, the main activities include:

- Definition of a distinctive value proposition for each country covered.

- Development of synergies with the domestic customer base.
- Launch and enhancement of the digital channel, also by leveraging other Group initiatives as growth tools in countries with limited Network presence and/or in specific customer segments.
- Further development of a product offering dedicated to international customers (e.g., Private Insurance, RAIF).
- Development of international factories as specialist competence centres of the Group.
- Start of the convergence process of the Group’s international IT platforms.

4. Developing the digital channel of Banca Diretta & Advanced Trading, through the development of an investment and trading platform dedicated to customers with a significant technological inclination and limited use of traditional channels, centred on the evolution of the digital service model.

The initiatives in this area are:

- Creation of a new digital channel for customers who prefer to manage their investments themselves and strengthening of the hybrid service model for financial advisors.
- Development of digital products and services (e.g., Robo Advisor, channels for self-service activities).
- Enhancement of the investment and trading platform (Fideuram Direct) to offer distinctive services to customers with significant technological appetite and limited use of traditional channels.
- Introduction of Advanced Analytics systems to manage customer journeys between different channels and maximise cross-selling.
- Development of an online advisory tool dedicated to international customers, leveraging Alpiant’s innovative digital platform.

5. Integrate ESG aspects across the board into the business proposition, operating model and Division processes. The main activities include:

- Introduction of initiatives and best practices to reduce environmental impact, also in line with the Group’s initiative plan.
- Consolidation of leadership in the Italian and European markets with regard to ESG governance aspects, leveraging its membership of NZAMI.
- Integration of commercial tools that enhance the ESG value proposition.
- Set-up of IT tools for defining and monitoring sustainability parameters.
- Integration of ESG factors in all processes, also in line with Group standards.
- Introduction of a best-in-class ESG advisory service through the definition of a new ESG advisory model aimed at assisting customers, also by implementing dedicated customer journeys and the set-up of dedicated ESG teams within the networks with the introduction of specialist skills through ESG training.
- Creation of a dedicated ESG product offering.
- Definition of specific targets and sustainable investment policies per sector/customer.
- Analysis of the integration of sustainability factors for third-party companies and their products.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

**2. EXTERNAL
CONTEXT AND
STRATEGIES**

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



3. Performance

- 3.1 Overview of 2024
- 3.2 Reclassified financial statements
- 3.3 Customer financial assets
- 3.4 Inflows into managed and non-managed assets
- 3.5 Customer segmentation
- 3.6 Advanced advisory services
- 3.7 Financial risk
- 3.8 Financial and non-financial results
- 3.9 Events after 31 December 2024 and outlook

Total net inflows € **13.1** bn

R.O.E.
34%
Cost / Income Ratio
29%



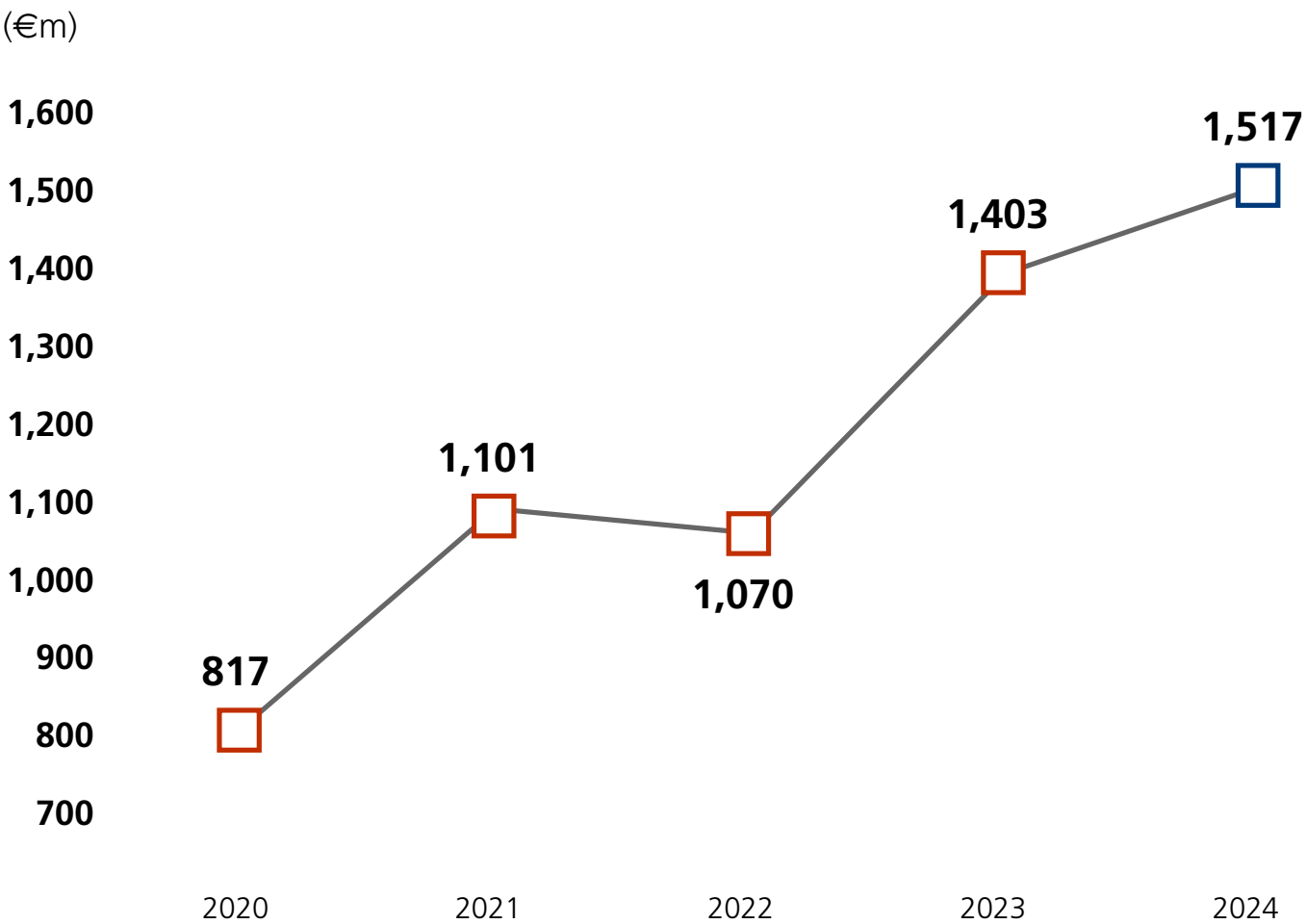
- ABOUT THIS REPORT
- OUR IDENTITY
- GROUP STRUCTURE
- HIGHLIGHTS
- KEY PERFORMANCE INDICATORS
- INTRODUCTORY NOTE
- CHAIRMAN'S STATEMENT
- CHIEF EXECUTIVE OFFICER'S STATEMENT
- 1. BUSINESS MODEL
- 2. EXTERNAL CONTEXT AND STRATEGIES
- 3. PERFORMANCE**
- 4. GOVERNANCE
- 5. CONSOLIDATED FINANCIAL STATEMENTS
- 6. INDEPENDENT AUDITORS' REPORT
- 7. SCHEDULES
- 8. GLOSSARY
- 9. CONTACT US

3.1 Overview of 2024

In an economic scenario characterised by weak growth and geopolitical uncertainties, the Fideuram - Intesa Sanpaolo Private Banking Group closed the 2024 financial year with a consolidated net profit of €1.5bn, up €114m on 2023 (+8%). The Cost/Income Ratio was 29%, in line with the previous year. The R.O.E. stood at 34% (40% at the end of 2023).

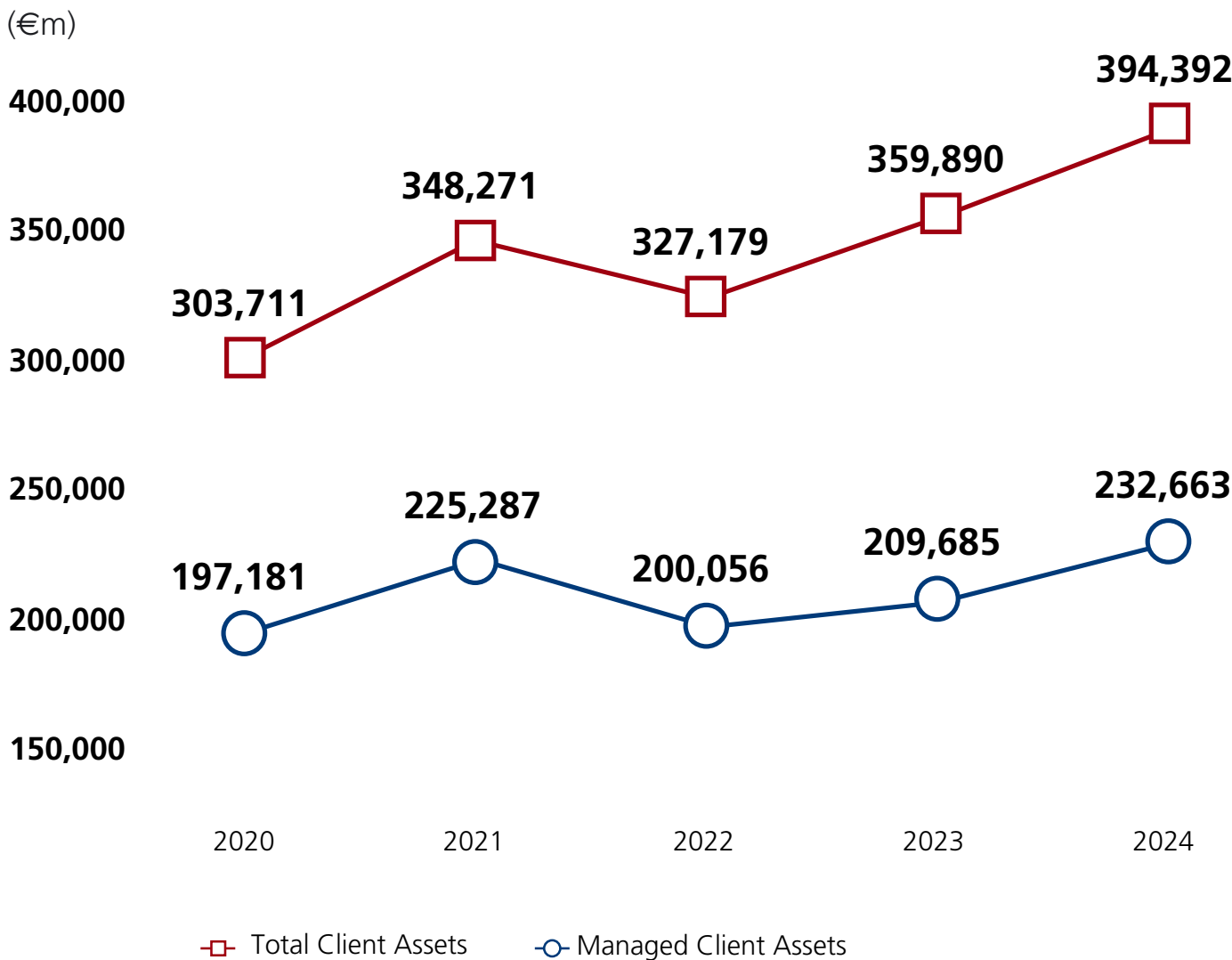
Analysis of the main economic aggregates shows that net operating income increased by €165m compared to the previous year.

Trend in Consolidated net profit



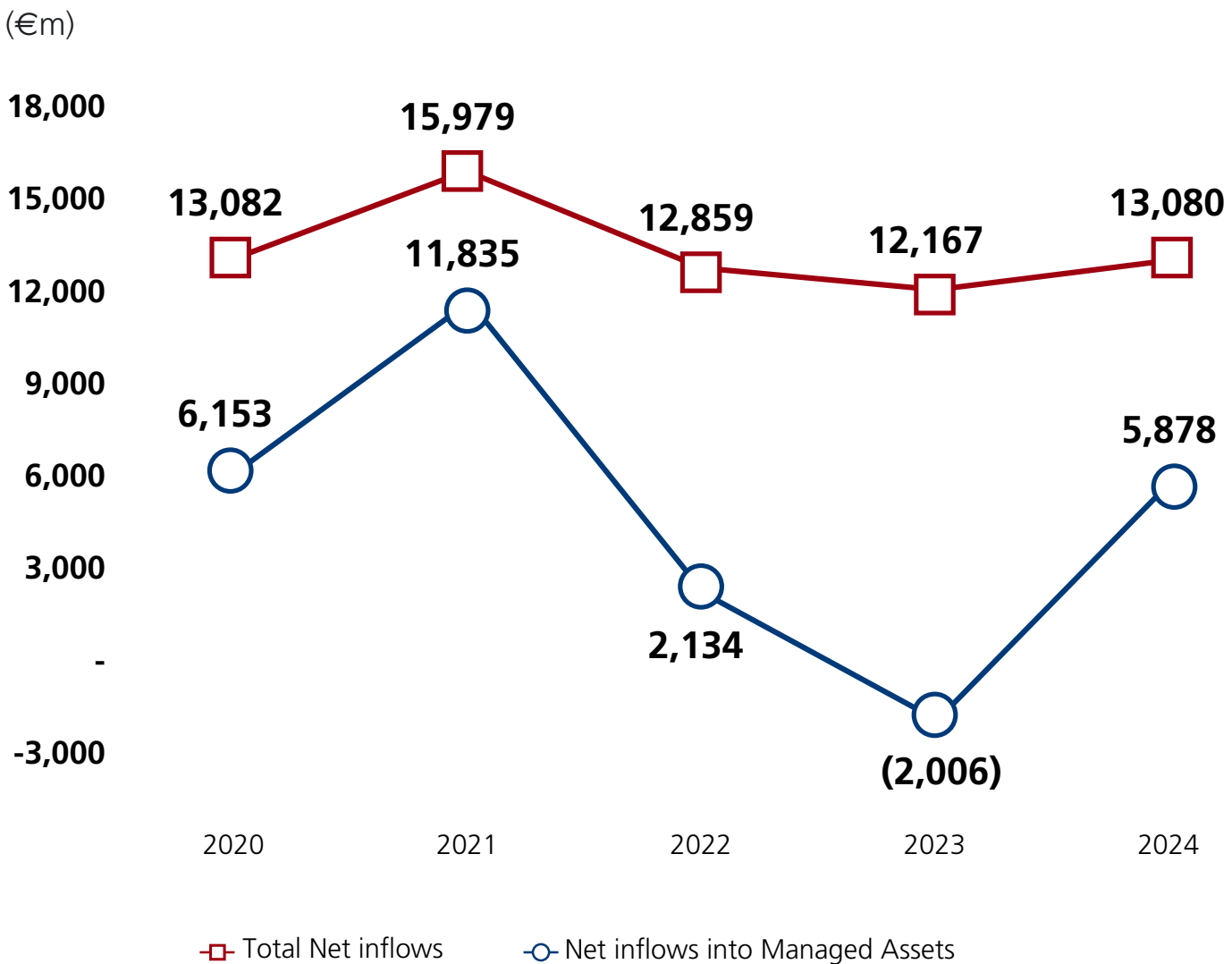
This trend is due to the growth in net fee and commission income (+€221m), the result of financial assets (+€25m), and the result of equity investments and other income (+€5m), partially offset by the reduction in net interest income (-€86m)). Operating expenses moved in the opposite direction (+€51m). Adjustments to loans (-€15m), provisions for risks and charges (-€27m) and non-recurring income (+€6m) showed a favourable trend compared to the previous year. Gross income amounted to €2.3bn, up 7% compared to 2023.

Trend in Client Assets (*)



At 31 December 2024, there were a total of 6,814 Personal Financial Advisers, up from 6,696 at 31 December 2023. Client Assets for Personal Financial Advisers as at 31 December 2024 amounted to around €58m, up from €54m in 2023. The Group's workforce consisted of 4,367 employees, up from 4,289 employees at 31 December 2023. There were 250 bank branches and 392 Personal Financial Advisers' offices.

Trend in Net Inflows (*)



(*) Figures restated on a consistent basis to take account of changes in the scope of consolidation.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

3.2 Reclassified financial statements

Consolidated balance sheet
(reclassified - €m)

	31.12.2024	31.12.2023 (*)	CHANGE	
ASSETS			AMOUNT	%
Cash and cash equivalents	6,498	5,287	1,211	23
Financial assets measured at fair value through profit or loss	941	719	222	31
Financial assets measured at fair value through other comprehensive income	3,338	3,360	(22)	-1
Debt securities measured at amortised cost	20,976	19,504	1,472	8
Loans to banks	11,966	9,483	2,483	26
Loans to customers	14,022	14,372	(350)	-2
Hedging derivatives	303	257	46	18
Equity investments	229	236	(7)	-3
Property and equipment and intangible assets	1,223	1,237	(14)	-1
Tax assets	186	216	(30)	-14
Other assets	2,066	1,806	260	14
TOTAL ASSETS	61,748	56,477	5,271	9
LIABILITIES				
Due to banks	4,719	3,955	764	19
Due to customers	48,198	46,170	2,028	4
Financial liabilities held for trading	32	52	(20)	-38
Hedging derivatives	288	362	(74)	-20
Tax liabilities	112	149	(37)	-25
Other liabilities	1,889	1,965	(76)	-4
Provisions for risks and charges	710	591	119	20
Share capital, reserves and equity instruments	4,264	3,012	1,252	42
Interim dividends	-	(1,200)	1,200	-100
Equity attributable to non-controlling interests	19	18	1	6
Net profit	1,517	1,403	114	8
TOTAL LIABILITIES	61,748	56,477	5,271	9

(*) Figures restated on a consistent basis to take account of changes in the scope of consolidation.

Consolidated Income Statement (*)
(reclassified - €m)

	2024	2023	CHANGE	
			AMOUNT	%
Net interest income	1,181	1,267	(86)	-7
Net profit (loss) on financial assets and liabilities	61	36	25	69
Net fee and commission income	2,094	1,873	221	12
INTERMEDIATION MARGIN	3,336	3,176	160	5
Profit on equity investments and other income (expense)	20	15	5	33
NET OPERATING INCOME	3,356	3,191	165	5
Personnel expenses	(543)	(526)	(17)	3
Other administrative expenses	(335)	(314)	(21)	7
Depreciation and amortisation	(107)	(94)	(13)	14
NET OPERATING EXPENSES	(985)	(934)	(51)	5
OPERATING MARGIN	2,371	2,257	114	5
Net impairment of loans	(23)	(38)	15	-39
Net provisions for risks and charges and net impairment of other assets	(45)	(72)	27	-38
Net non-recurring income (expenses)	20	14	6	43
GROSS INCOME (LOSS)	2,323	2,161	162	7
Income taxes for the year on continuing operations	(745)	(695)	(50)	7
Integration and voluntary redundancy expenses (net of tax)	(39)	(23)	(16)	70
Effects of purchase price allocation (net of tax)	(20)	(23)	3	-13
Expenses regarding the banking system (net of tax)	(25)	(31)	6	-19
Net profit (loss) attributable to non-controlling interests	23	14	9	64
NET PROFIT	1,517	1,403	114	8



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

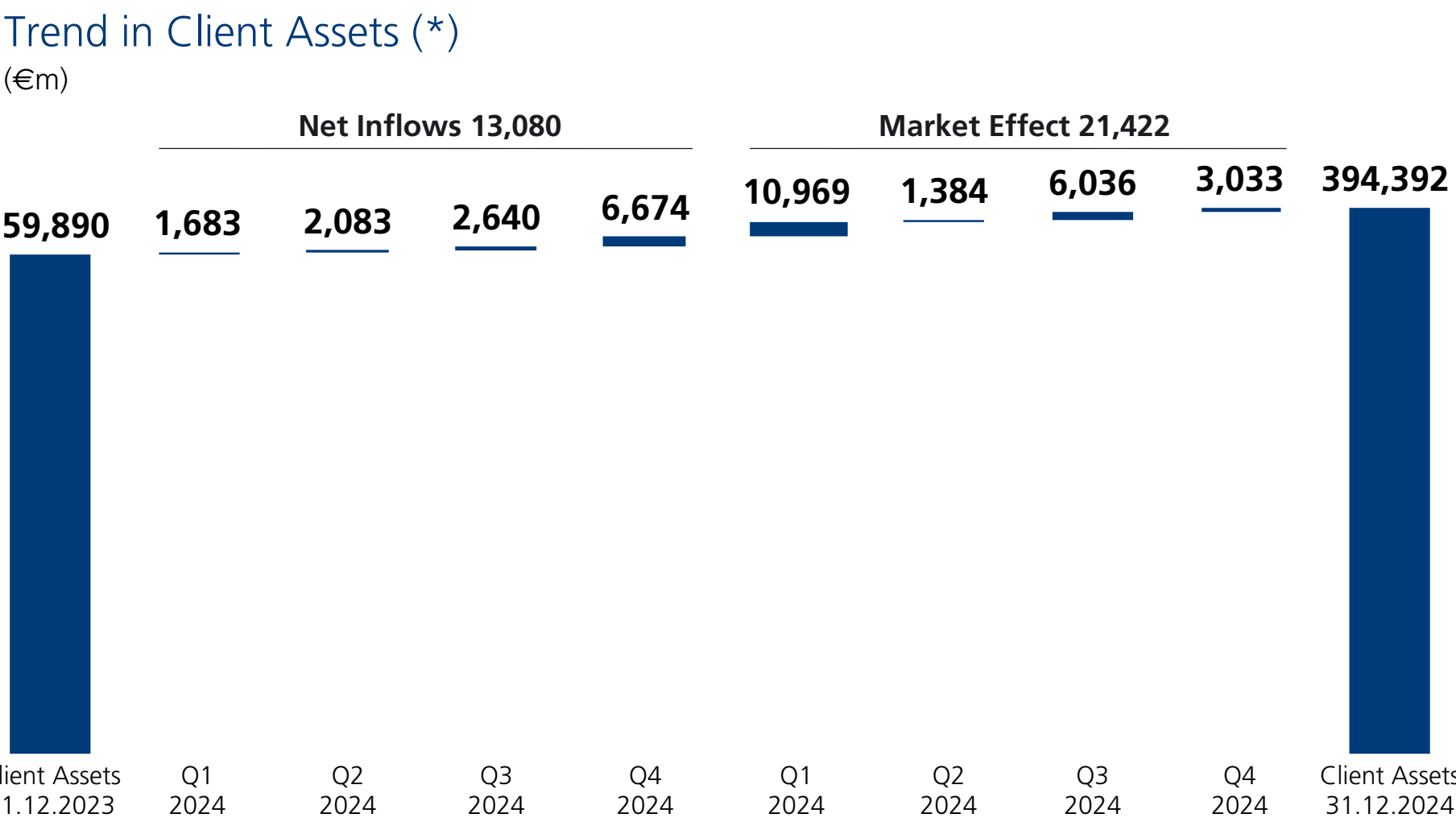
9. CONTACT US

3.3 Customer financial assets

€394.4
bn

Client Assets

Client assets at 31 December 2024 amounted to **€394.4bn**, up €34.5bn, compared to 31 December 2023. This trend is due to the market performance, which had a positive impact on assets for €21.4bn, and to positive net inflows for €13.1bn.



An analysis by aggregate shows that the **managed assets** component (59% of total client assets) amounted to **€232.7bn**, up €23bn over the figure at the end of 2023. The increase is mainly attributable to mutual funds (+€9.5bn), discretionary accounts (+€8.3bn) and life insurance (+€5bn). **Non-managed assets** increased to a total of **€161.7bn**, or €11.5bn higher than at 31 December 2023.

Client Assets
(€m)

	31.12.2024	31.12.2023 (*)	CHANGE	
			AMOUNT	%
Mutual funds	81,879	72,340	9,539	13
Discretionary accounts	76,128	67,785	8,343	12
Life insurance	70,998	65,953	5,045	8
including: Fideuram Vita / Intesa Sanpaolo Assicurazioni unit linked	44,407	41,546	2,861	7
Pension funds	3,658	3,607	51	1
Total managed assets	232,663	209,685	22,978	11
Total non-managed assets	161,729	150,205	11,524	8
including: Securities	116,844	107,275	9,569	9
Total Client Assets	394,392	359,890	34,502	10

(*) Figures restated on a consistent basis to take account of changes in the scope of consolidation.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

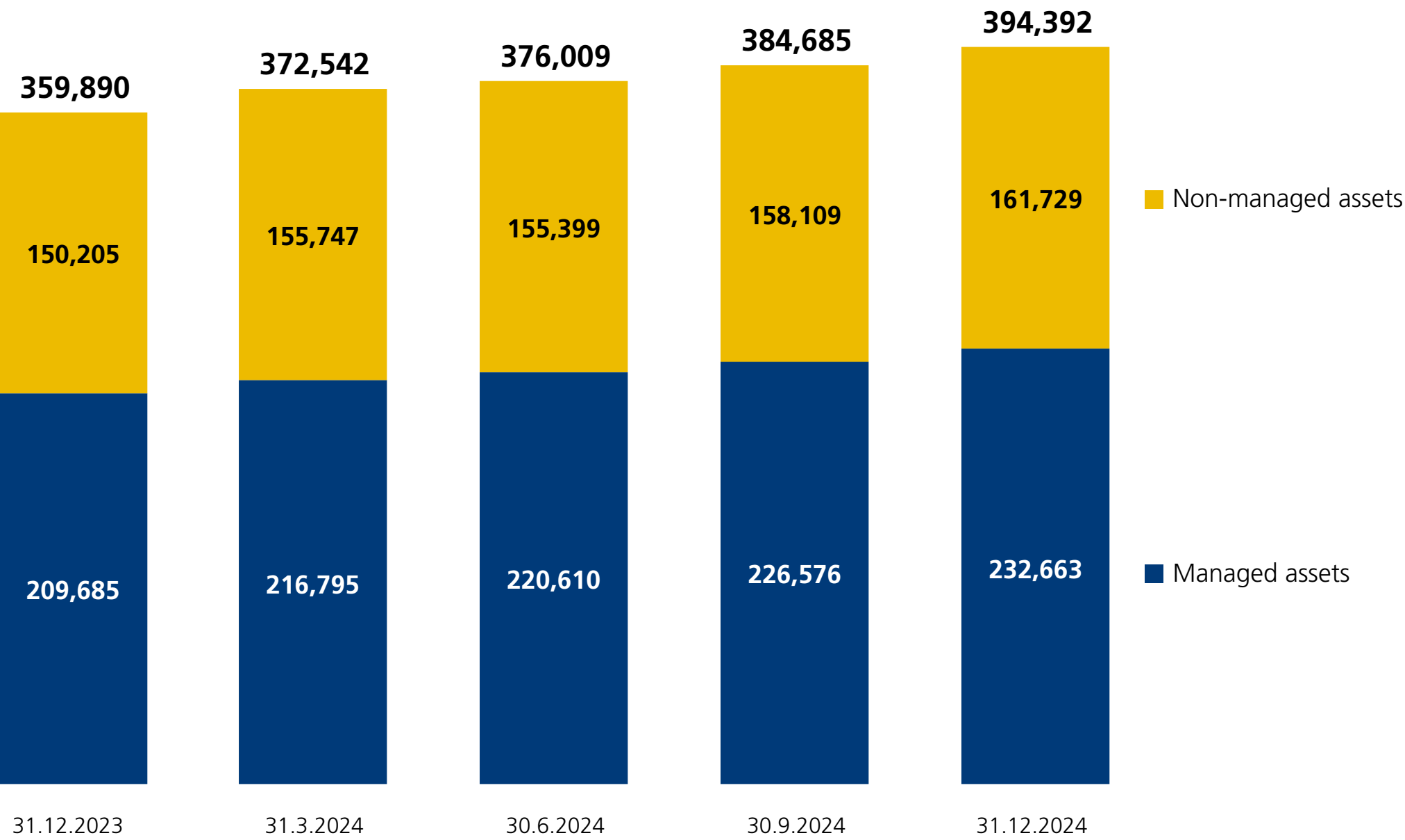
7. SCHEDULES

8. GLOSSARY

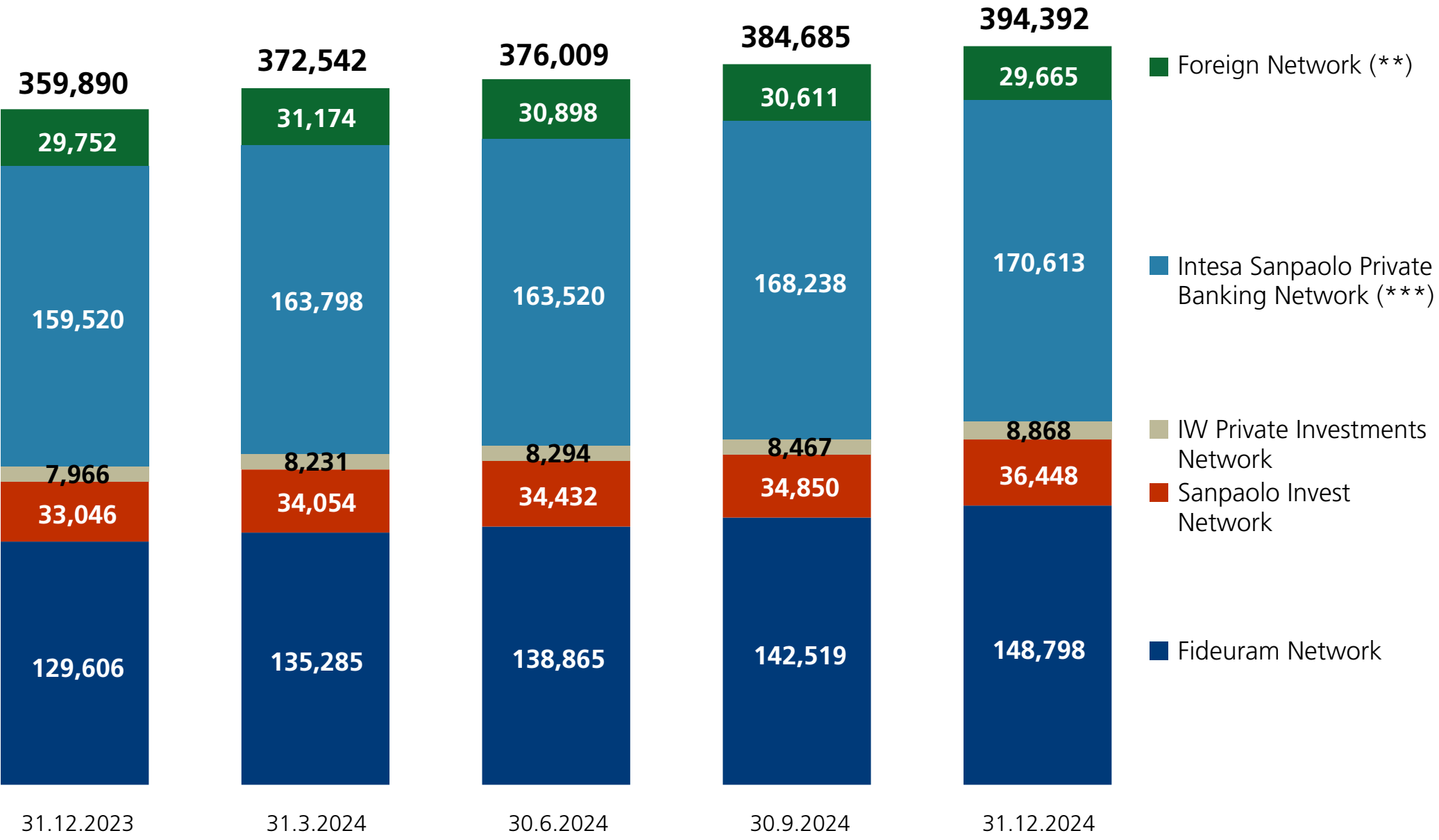
9. CONTACT US

The following graphs show the quarterly trend of Client Assets, analysed by type of inflow and sales Network.

Client Assets - by type of inflows (*)
(€m)



Client Assets - by Sales network (*)
(€m)



(**) The figures for the Intesa Sanpaolo Private Banking sales network include the client assets of Siref Fiduciaria
(***) The foreign network includes the Client Assets of Reyl, Intesa Sanpaolo Wealth Management and Alpian.

(*) Figures restated on a consistent basis to take account of changes in the scope of consolidation.

ABOUT THIS REPORT
OUR IDENTITY
GROUP STRUCTURE
HIGHLIGHTS
KEY PERFORMANCE INDICATORS
INTRODUCTORY NOTE
CHAIRMAN'S STATEMENT
CHIEF EXECUTIVE OFFICER'S STATEMENT
1. BUSINESS MODEL
2. EXTERNAL CONTEXT AND STRATEGIES
3. PERFORMANCE
4. GOVERNANCE
5. CONSOLIDATED FINANCIAL STATEMENTS
6. INDEPENDENT AUDITORS' REPORT
7. SCHEDULES
8. GLOSSARY
9. CONTACT US

67

3.4 Inflows into managed and non-managed assets

€13.1
bn

Net inflows

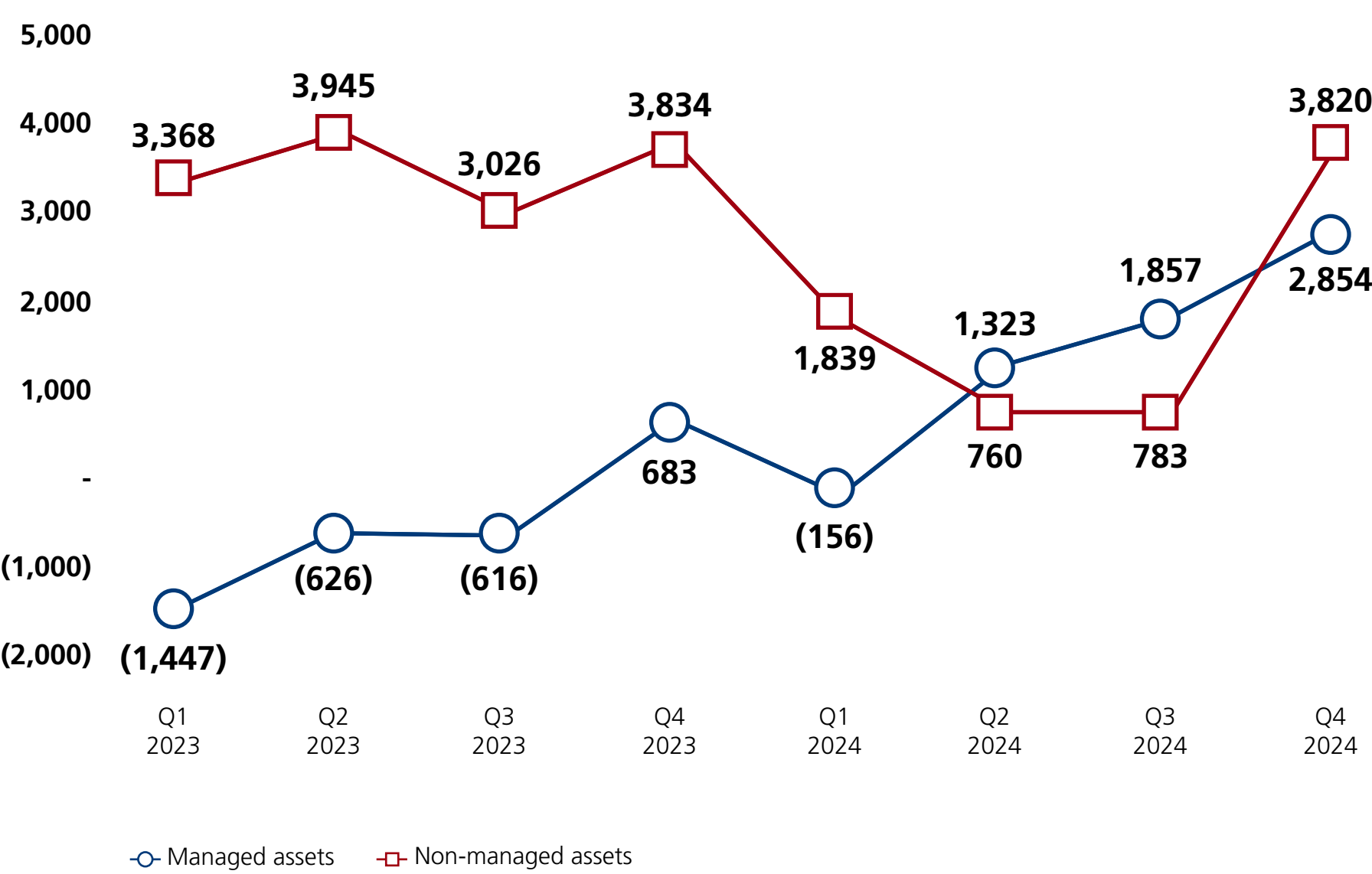
The Group's sales networks brought in **€13.1bn** of **net inflows** in 2024, an increase of €913m compared to 2023 (+8%). An analysis by aggregate shows that inflows of managed and non-managed assets, at €5.9bn, showed an increase of €7.9bn compared to last year's negative net inflows of €2bn. Non-managed assets, equal to €7.2bn, decreased by €7bn compared to 2023.

Net inflows (*)
(€m)

	2024	2023	CHANGE	
			AMOUNT	%
Mutual funds	3,092	(921)	4,013	n.s.
Discretionary accounts	2,410	1,112	1,298	117
Life insurance	34	(2,474)	2,508	n.s.
including: Fideuram Vita / Intesa Sanpaolo Assicurazioni unit linked	(835)	(1,623)	788	-49
Pension funds	342	277	65	23
Total managed assets	5,878	(2,006)	7,884	n.s.
Total non-managed assets	7,202	14,173	(6,971)	-49
including: Securities	5,134	17,297	(12,163)	-70
Total Net inflows	13,080	12,167	913	8

n.s.: not significant

Trend of Net inflows (*)
(€m)



(*) Figures restated on a consistent basis to take account of changes in the scope of consolidation.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

3.5 Customer segmentation

CLIENT ASSETS AT 31 DECEMBER 2024

- Fideuram: €148.8bn
- Sanpaolo Invest: €36.4bn
- Intesa Sanpaolo Private Banking: €165.8bn
- IW Private Investments: €8.9bn
- Siref Fiduciaria: €4.8bn (*)
- Foreign Network: €29.7bn

(*) The figure does not include the fiduciary mandates regarding Group client assets. Fiduciary mandates. The total number of fiduciary mandates is 81,843, with total Client Assets of €12.4bn.

CUSTOMERS AT 31 DECEMBER 2024

- Fideuram: no. 791,944
- Sanpaolo Invest: no. 181,805
- Intesa Sanpaolo Private Banking: no. 47,327 (**)
- IW Private Investments: no. 59,550
- Siref Fiduciaria: no. fiduciary mandates 1,653 (*)
- Foreign Network: no. 21,761

(**) Number of households with Client Assets in excess of €250k.

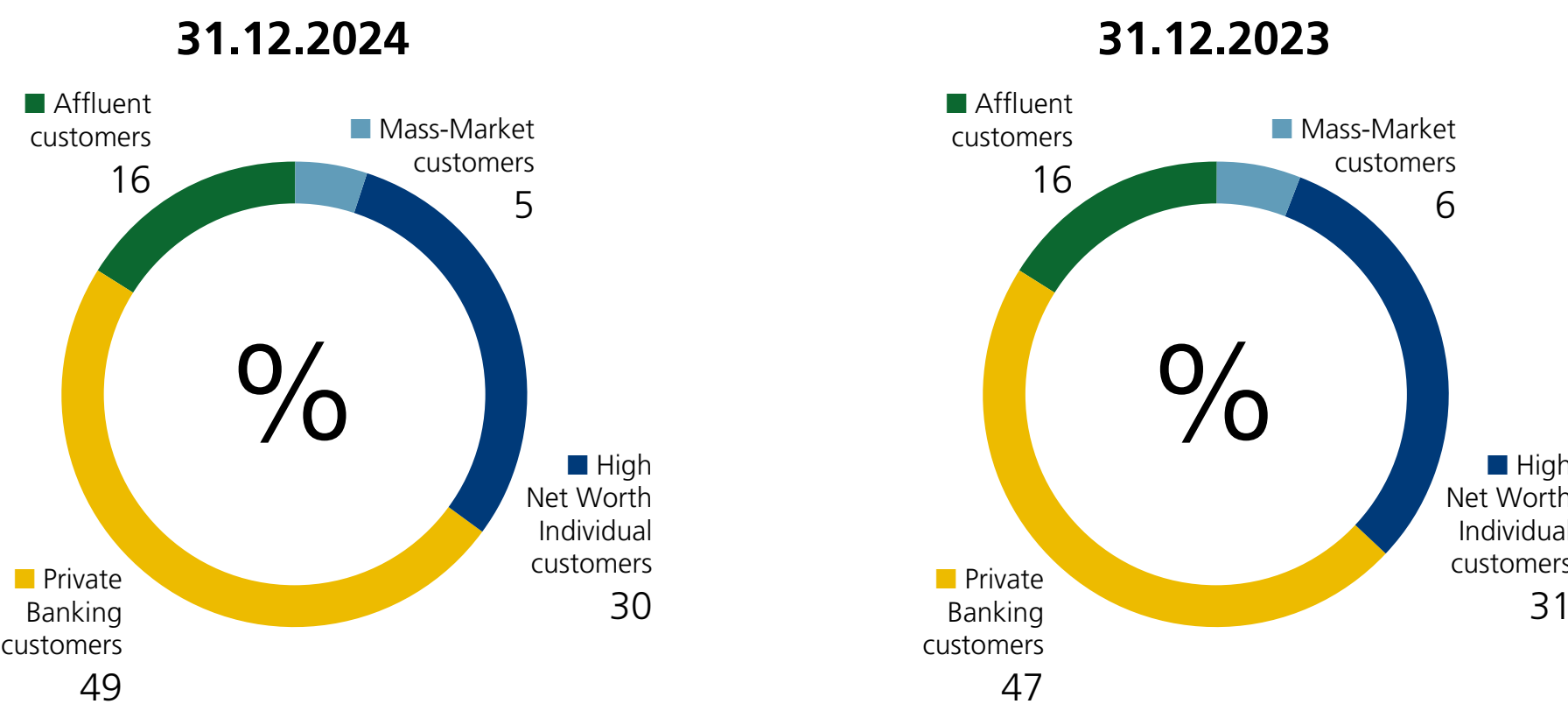
Analysis of the Group’s customer base shows that it is concentrated in the Private Banking and High Net Worth Individual (HNWI) segments. This focus on high-end customers (about 79% of client assets, corresponding to about 16% of customers, come from Private Banking and HNWI customers) enables our Personal Financial Advisers to target a segment with high growth prospects in the Italian market. The Group supports its customers with a dedicated service model using ad hoc organisational management and customised products and services.

The table and graphs below analyse client Assets by type of customer.

Client Assets by type of customer (***)
(€m)

	31.12.2024	31.12.2023	CHANGE	
			AMOUNT	%
High Net Worth Individual customers	116,882	110,096	6,786	6
Private Banking customers	193,335	170,373	22,962	13
Affluent customers	63,834	59,035	4,799	8
Mass-Market customers	20,341	20,386	(45)	-
Total	394,392	359,890	34,502	10

Percentage of Client Assets by type of customer



(***) The Fideuram Group’s customers are segmented as follows:
High Net Worth Individual customers: customers with financial assets potentially totalling in excess of €10,000,000.
Private Banking customers: customers with financial assets totalling between €500,000 and €10,000,000.
Affluent customers: customers with financial assets totalling between €100,000 and €500,000.
Mass-Market customers: customers with financial assets totalling less than €100,000.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

3.6 Advanced advisory services

€58.5
bn

Advanced Advisory
Services Client Assets

67_k

Customers subscribed
to Advanced Advisory
Services

The Fideuram Group is a leading Italian banking group in the provision of financial advisory services and in the distribution, development and management of financial services and products for private individuals. The Group’s principal distinctive strengths, emblematic of its market leadership, are founded on a business model that anchors the distribution of products and services in the professional relationships between our Personal Financial Advisers and their customers, and is supported by the strength of a Group with four recognised brands: Fideuram, Intesa Sanpaolo Private Banking, Sanpaolo Invest, IW Private Investments, that contribute decisively to customer loyalty, in addition to the Intesa Sanpaolo Wealth Management Network abroad. Our guided open-architecture model offers third-party products to complement our Group products. The professional relationship between each Personal Financial Adviser and customer is based on a financial advisory service model governed by a specific contract. The services under this model are delivered in two ways:

- **Basic Advisory Services:** offered free of charge to all customers and consisting in the provision of personalised advisory services supporting each customer’s investments, paying careful attention to risk management and the suitability of their overall portfolio.
- **Advanced Advisory Services:** provided on the basis of a dedicated contract and subject to the payment of commission.

In particular, the Group offers its customers the following fee-paying Advanced Advisory Services:

- **SEI Advanced Advisory Service:** advanced, fee-paying advisory service offered by Fideuram, Sanpaolo Invest and IW Private Investments; launched in 2009, this service was restyled in 2024 to respond more comprehensively and appropriately to the needs and characteristics of customers. The main new features introduced in 2024 concerned: simplifying the criteria for determining the periodic commissions applied; identifying the portion of the client’s assets to be considered for the purposes of calculating periodic commission and verifying the requirements to activate and maintain the service; expanding the range of services offered to customers thanks to the introduction of the additional service “Selezione Titoli Sei”, aimed at enhancing the component of customer portfolios invested in managed savings instruments; strengthening the safeguards aimed at preserving the quality of the service (raising the minimum capital threshold for access to the evolved Advisory service, the suspension of the payment of periodic commission by the customer in the case of a portfolio that is “not sufficiently diversified” and/or not adequate for a given time horizon, the customer’s signature of the declaration of advisory activities concerning policies, asset management and Fideuram Information Sheets; the migration of customers with the Sei service and Sei Private version to the new service and the elimination of the Sei Private version service and digitisation of operations and advice forms for natural persons. SEI provides customers with a highly personalised advisory service, able to support them in achieving their investment objectives and in realising their plans, including through value-added ancillary services dedicated to responding to particular asset needs. Sei

puts the customer and their needs centre stage and supports Personal Financial Advisers in identifying optimal customised solutions to meet those needs and in monitoring their progress over time. All this while keeping a constant eye on the risk level and diversification of the customer’s overall assets. Personal Financial Advisers are supported by the Advisory Platform at all stages of providing the SEI service. This technologically advanced application provides Personal Financial Advisers with all the features and reporting necessary to provide the customer with the Advanced Advisory Service.

- **WE ADD Advanced Advisory Service:** an advanced, fee-paying advisory service offered by Intesa Sanpaolo Private Banking. WE ADD was designed with the aim of enriching and strengthening the advanced Advisory Service thanks to competence, method and vision. Personal Financial Advisers, as qualified professionals, are the sole contact in the relationship with the customer: they are supported and assisted by the investment strategies set out by the Investment Committee, by the “Analysis and Strategies” unit and by a digital and innovative platform, which allows them to maximise and rationalise the information system in support of investment choices. A structured process allows them to get to know the customer, his/her needs and his/her investment objectives, to analyse and monitor over time, thanks to multiple and professional detailed views, the single financial instrument and the portfolio as a whole, identifying concrete solutions that can respond to specific customer needs.
- **Private Banking Advanced Advisory Service:** advanced, fee-paying advisory service offered by Intesa Sanpaolo Private Banking, with high added value and a high level of personalisation, dedicated to customers with at least €2.5 million in financial assets and who want constant support from a team of specialists in investment choices. This service, supported by the Wealth Shaper platform, comprises an analysis of the customer’s portfolio, followed by proposals for personalised allocation and advice aimed at buying and selling individual financial instruments. The portfolio analysis and allocation proposals are handled directly by the Advisory central team, with the aim of guiding customers towards a more efficient and diversified portfolio and better risk control. The Private Banking Advanced Advisory Service offers customers the possibility of receiving personalised recommendations on their entire assets, also including wealth management mandates and insurance-based financial products, in addition to the scope already covered by the service relating to mutual funds and securities.
- **ISWM Advanced Advisory Service:** personalised and continuous advisory service offered by Intesa Sanpaolo Wealth Management, which makes use of the specialist skills of dedicated, highly trained professionals and an advanced technological platform to constantly monitor the balance between risk and return of the customer’s portfolio.

A total of approximately 67,000 customers were subscribed to our Advanced Advisory Services at the end of December 2024, accounting for approximately €58.5bn of Client Assets.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



Fideuram, Intesa Sanpaolo Private Banking and Sanpaolo Invest - Bergamo Office

The customer and client assets data for our Advanced Advisory Services are shown below.

Customers subscribed to Advanced Advisory Services

(number)

	31.12.2024	31.12.2023	CHANGE	
			AMOUNT	%
High Net Worth Individual customers	1,515	1,430	85	6
Private Banking customers	22,134	18,246	3,888	21
Affluent customers	30,099	28,293	1,806	6
Mass-Market customers	13,453	13,858	(405)	-3
Total	67,201	61,827	5,374	9

Advanced Advisory Service client assets

(€m)

	31.12.2024	31.12.2023	CHANGE	
			AMOUNT	%
High Net Worth Individual customers	15,116	12,393	2,723	22
Private Banking customers	34,793	27,715	7,078	26
Affluent customers	7,861	7,419	442	6
Mass-Market customers	747	813	(66)	-8
Total	58,517	48,340	10,177	21

Advanced Advisory Service fee and commission income

(€m)

	2024	2023	CHANGE	
			AMOUNT	%
Fee and commission income	135	117	18	15
Fee and commission expense	(41)	(44)	3	-7
Net fee and commission income	94	73	21	29



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

3.7 Financial risk

The main risks and uncertainties that the Group faces in doing business in the current macroeconomic and market scenario are summarised below.

GOING CONCERN

The Group ended this year with net profit totalling €1.5bn and a Return on Equity of 34%. Financial resources acquired as customer deposits through current accounts, deposits and repurchase agreements totalled €48.2bn, up 4% compared to the end of 2023. Consolidated shareholders’ equity totalled €5.8bn. Fideuram’s own funds totalled €2.2bn and its total capital ratio was 27%. The Fideuram Group voluntarily estimates its consolidated capital requirements, taking its membership of the Intesa Sanpaolo Banking Group into account. At 31 December 2024, our Common Equity Tier 1 Ratio was estimated to be 27.5% and the Total Capital Ratio 27.7%.

The Group’s stability has a fivefold foundation:

- a business model which integrates production and distribution;
- sustainable revenue deriving mainly from recurring fees generated by a solid base of managed assets;
- appropriate staff distribution across our branches and networks, with a good balance between fixed and variable costs;
- a structured risk monitoring system on different control levels;
- effective management of legal and tax disputes with sufficient provisions set aside.

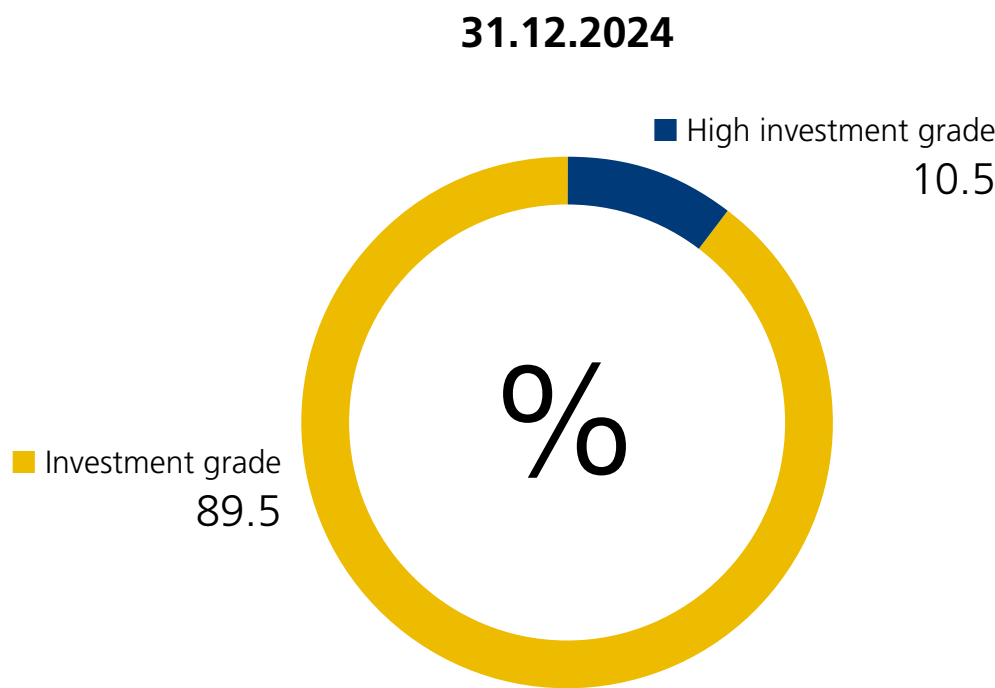
SECURITIES HOLDINGS AND RELATED FINANCIAL RISKS

In regard to the method used to determine the fair value of the bonds held in its portfolio, the Group continued referring directly to market values and made only marginal use of financial models for the pricing of unlisted or illiquid assets. The banking book, which totalled €53.4bn at 31 December 2024 (€49.6bn at 31 December 2023), consisted of €28.8bn in current accounts and loans to banks and customers, with the remainder being comprised of bonds and hedging derivatives. 8% of the securities portfolio consisted of Italian government bonds and 79% of bonds issued by Intesa Sanpaolo.

Analysis of the portfolio showed continued high loan quality: with 10.5% of the investments having a high investment grade rating and 89.5% belonging to the investment grade.

The Group’s total exposure to interest rate risk (shift sensitivity) was mitigated in part following a strategy of making asset swap contracts linked to the individual fixed-coupon bonds in the portfolio.

Composition of portfolio



LIQUIDITY RISK

Analysis of the Group’s consolidated liabilities shows the prime role of customer deposits, which totalled approximately €48.2bn at year-end and principally consisted of current accounts and deposits that are highly stable over time. More volatile markets exposed to crisis of confidence situations, such as the money market (through interbank loans), are conversely allocated a more limited role in funding the Group’s business.

Liquidity from liabilities is mainly invested in a portfolio of securities with medium/long-term maturities containing a substantial proportion of eligible securities. The Group has put in place a liquidity monitoring system based on the quantification of inflows and outflows, focusing its controls both on indicators quantifying short-term risk and on structural liquidity indicators, aiming to monitor and manage mismatch risk regarding the medium/long-term maturities of assets and liabilities.

CONCLUSIONS

The Group’s business model and the strategies adopted to put our future growth plans into effect leave us strongly placed to tackle the volatility of the financial markets without any impact on our business continuity.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

The following are shown below for the principal activities of the Group: the type of risk, the mitigation measures adopted and the stakeholders involved. The impact of each activity on the income statement is also illustrated.

	ACTIVITY	TYPE OF RISK	RISK MITIGATION MEASURES	INCOME EFFECTS	STAKEHOLDERS INVOLVED
INCOME	The Group is active in offering financial advice services and in the production, management and distribution of banking, insurance, social security and investment products through its Personal Financial Adviser Networks and through the Direct Banking service	Operational risks Reputational risks Performance risks Social risks	- application of Intesa Sanpaolo's guidelines for the measurement, management and control of operational risks; - establishment of a legal litigation fund to deal with possible judicial proceedings; - taking out of an insurance policy to cover any wrongdoing by Personal Financial Advisers; - personalised dynamic management of customers' financial wealth; - commercial due diligence for Private customers; - in-depth knowledge of customers and counterparties and compliance with legislation on the fight against money laundering and terrorist financing.	- Fee and commission income - Other operating income	CUSTOMERS PERSONAL FINANCIAL ADVISERS SHAREHOLDER COMMUNITY
	The Group carries out operations on the financial markets on its own behalf: buys and sells financial instruments and implements tools to mitigate the risks associated with them	Credit risk Liquidity risk Market risk Operational risks	- application of the Investment Policy that subjects the securities portfolio to limits in terms of asset allocation, rating, currency area, geographical area, sector concentration and counterparty; - monitoring of existing exposures and verifying the effectiveness of hedging tools.	- Net interest income - Net profit (loss) on financial assets and liabilities	SHAREHOLDER
	The Group provides loans to its customers and operates on the interbank market	Credit risk Liquidity risk Market risk Operational risks Environmental risks	- acquisition of collateral and personal guarantees or irrevocable mandates to sell financial instruments; - analysis of the counterparty's creditworthiness, monitoring of the deterioration of guarantees and periodic review of each position; - consideration of environmental risk in the assessment of creditworthiness, acquiring specific supporting information for customers belonging to the sectors most at risk.	- Interest income	SHAREHOLDER CUSTOMERS COMMUNITY
COSTS	The main sources of funding for the Group are deposits and current accounts (banks and customers)	Liquidity risk Market risk Operational risks	- control of the cash position maintaining a balanced relationship between inflows and outflows in both the short and medium-long term.	- Interest expense	SHAREHOLDER CUSTOMERS
	The Group invests in its people : Employees Personal Financial Advisers	Operational risks Reputational risks Social risks	- carrying out training activities; - drafting of written procedures, circulars and internal regulations; - personnel selection policies in line with respect for human rights.	- Personnel expenses - Fee and commission expense - Net provisions for risks and charges and net impairment of other assets - Other operating expense	EMPLOYEES PERSONAL FINANCIAL ADVISERS SHAREHOLDER COMMUNITY
	The Group invests in its operating structures	Operational risks Reputational risks Environmental risks	- application of internal regulations on expenditure aimed at ensuring a continuous improvement of quality standards and a careful selection process of suppliers; - energy upgrading and elimination of architectural barriers in buildings and branches.	- Other administrative expenses - Depreciation and amortisation	CUSTOMERS EMPLOYEES PERSONAL FINANCIAL ADVISERS SUPPLIERS SHAREHOLDER
	The Group buys goods and services for carrying out daily operations	Social risks Environmental risks	- selection of suppliers based on criteria of sustainability, respect for human rights, health and safety and business ethics; - supplier selection based on environmental compliance analysis (e.g. certifications and adoption of environmentally friendly technologies).	- Other administrative expenses	SUPPLIERS SHAREHOLDER



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

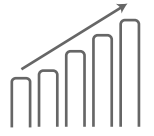
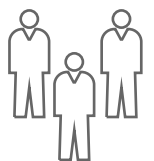
8. GLOSSARY

9. CONTACT US

3.8 Financial and non-financial results

In the value creation process, the Fideuram Group, in the context of its business model, uses available resources consistently with its strategies. The Group pursues five strategic objectives that, in conjunction with each other, enable sustainable value over time to be created.

The following matrix highlights the ways in which the Group, within its business model, creates value through the combination of available capital (financial, productive, intellectual, human, relational and natural).

		STRATEGIC OBJECTIVES				
		STRENGTHEN THE IDENTITY OF THE DIVISION	CONSOLIDATE THE CORE BUSINESS IN ITALY	EXPAND INTERNATIONAL BUSINESS	DEVELOPMENT OF THE DIRECT BANKING DIGITAL CHANNEL AND ADVANCED TRADING	INTEGRATE ESG FACTORS
 Financial capital	Funds available to the Group, obtained from diverse internal and external sources of finance for use in the conduct of its business.	Financial Capital - Net profit - Net fees and commissions - Personnel expenses - Wealth created	- Net Profit - Net Fees and Commission - Client Assets - Client Assets by customer group - Wealth created - Number of customers subscribing to the Advanced Advisory service - Advanced Advisory Services Client Assets	- Net Profit - Net Fees and Commission - Client Assets - Client Assets by customer group - Wealth created	- Net Profit - Net fee and commission income - Client Assets - Wealth created	- Client Assets of Products under Art. 8 and Art. 9 of the SFDR - Donations and Sponsorships
 Productive capital	Property owned, bank branches, Personal Financial Advisers' offices and plant and equipment necessary to conduct our business.	Productive Capital - Client Assets by Business Area - Personal Financial Advisers by Geographical and commercial area	- Area presence of the Group's logistical structure - Strengthening of operations in Private Banking Customer Centres and HNWI Branches in key geographical areas - Personal Financial Advisers by geographical and commercial area	- Growth of offices in strategic international centres - Area presence of the Group's logistical structure - Personal Financial Advisers by geographical area	- Development of direct customer service channel	- Implementation of measures in branches and offices to reduce environmental impact on the area
 Intellectual capital	Intangible assets and knowledge that provide a competitive advantage for the Group. They include processes, procedures and intellectual property.	Intellectual Capital - Strengthening the organisational structure dedicated to institutional communication and training - Investments in information systems and number of projects	- Strengthening of digital tools to support of the Advisory Service - Strengthening of the garrison organization dedicated to training	- Growth in foreign markets with high development potential	- Fideuram Alfabeto 2.0 - Investments in operating systems - Consolidation of online services - Personalised offered advice - Fideuram Direct Platform	- Consolidation of the ESG product offering - Integration of Sustainability Criteria into Advisory Service - Alignment of digital channels with ESG developments in the investment field
 Human capital	The capital formed by the skills, abilities and knowledge of the people who work in the Group, including our Personal Financial Advisers and employees.	Human Capital - Recruitment of highstanding Personal Financial Advisers - Composition of employees and Personal Financial Advisers by grade and age - Training hours for employees and Personal Financial Advisers - Highly specialised training	- Recruitment of highstanding Personal Financial Advisers - Turnover by gender and age - Assessment of Personal Financial Adviser satisfaction	- Recruitment of Personal Financial Advisers with high standing and international experience - Employees by region	- Online Training - Digital Specialist	- ESG skills development of employees and Personal Financial Advisers
 Relational capital	Intangible resources attributable to the Group's relations with its key stakeholders, necessary to enhance its brand, image and reputation.	Relational capital - Number of clients per Personal Financial Adviser - Client Assets / number Personal Financial Advisers - Total Net Inflows / number Personal Financial Advisers - Net Promoter Score and Customer Satisfaction Index - Our awards	- Online events for customers - Image and product communication in print and on the internet - Complaint response time	- Number of customers - Number of customers per Personal Financial Adviser	- Extension of digital customer interaction features - Number of customer contacts received by the Customer Care Service	- Commitment sustainable finance - Improving corporate image, reputation and Customer and Community satisfaction
 Natural capital	Set of processes and environmental resources, both renewable and otherwise, which contribute to generating goods or services for the Group's business.	Natural capital - Reduced paper consumption thanks to the digitisation of forms and the use of biometric signatures and remote digital signatures	- Reduced emissions (net zero initiative)	- Reduced emissions (net zero initiative)	- Reduced paper consumption with the digitisation of forms and the use of biometric signatures and remote digital signatures	- Reduced emissions (net zero initiative) - Improvement of environmental KPIs, with a focus on greenhouse gas emissions (scope 1, scope 2 and scope 3)



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

3.8.1 Financial capital

The Group's Financial Capital is the set of funds available to it and the performance resulting from the use of these funds.

MATERIAL TOPICS

Protection of the Group's solidity and profitability
Capital adequacy
Tax governance
Competitiveness on the market
Contribution to the real economy
Contribution to employment

WHY TOPICS ARE MATERIAL
The Group provides products and services of excellence tailored to customer needs through careful advice by highly qualified professionals with particular attention to transparency and compliance with the rules.

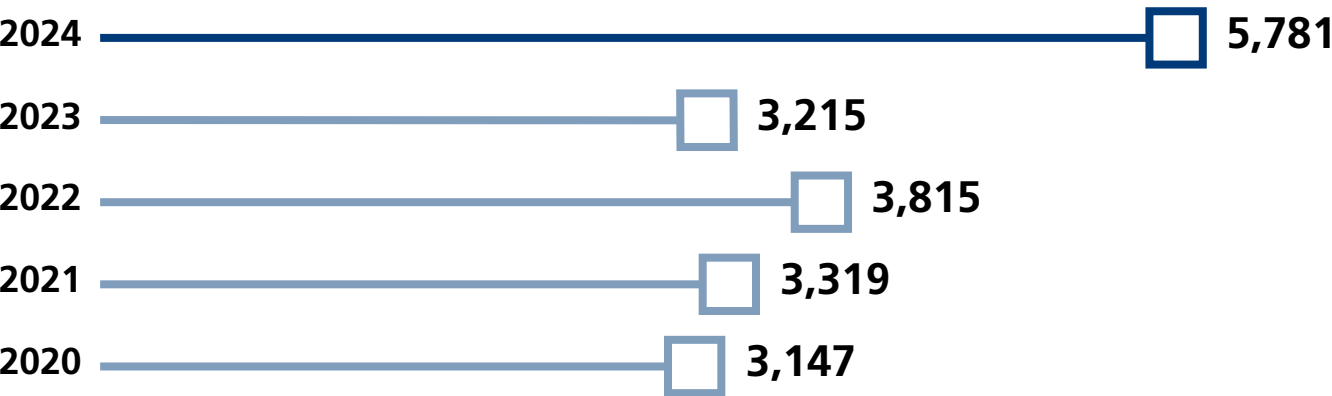
CORPORATE POLICIES
The Code of Ethical Conduct is a voluntary self-regulatory tool and an integral part of the Corporate Social Responsibility management model. It contains the mission, corporate values, and principles that govern relations with stakeholders, beginning with the corporate identity. In certain particularly important areas (e.g. human rights, protection of employee rights, environmental protection, the fight against corruption), it cites rules and principles consistent with the best international standards.

(*) Figures restated, where needed, to take account of changes in the scope of consolidation.

KEY INDICATORS (*)

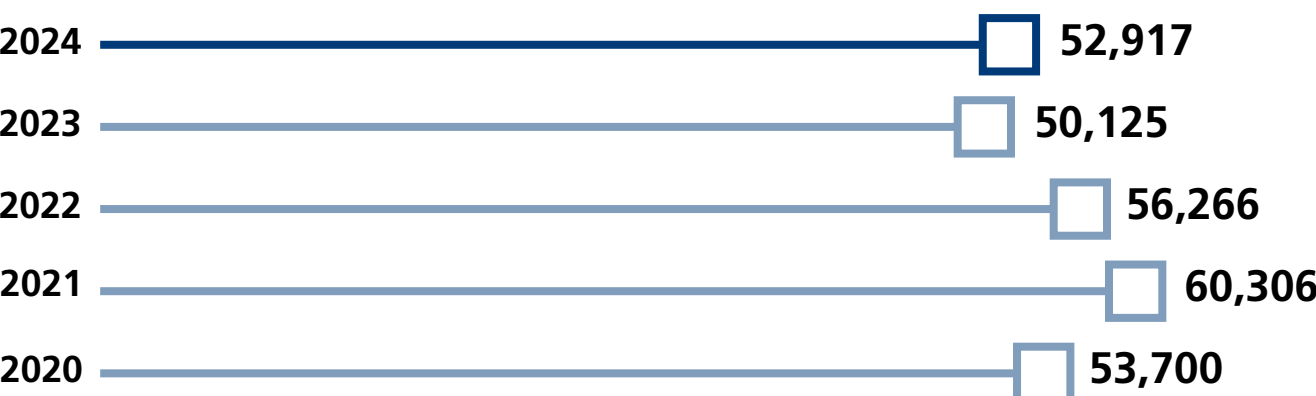
Group shareholder's equity

(€m)



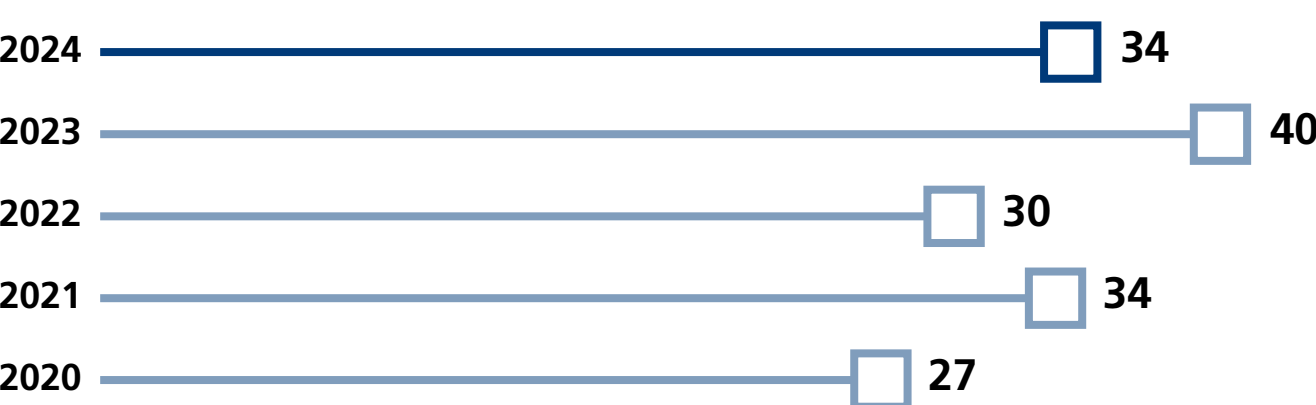
Bank and customer deposit

(€m)



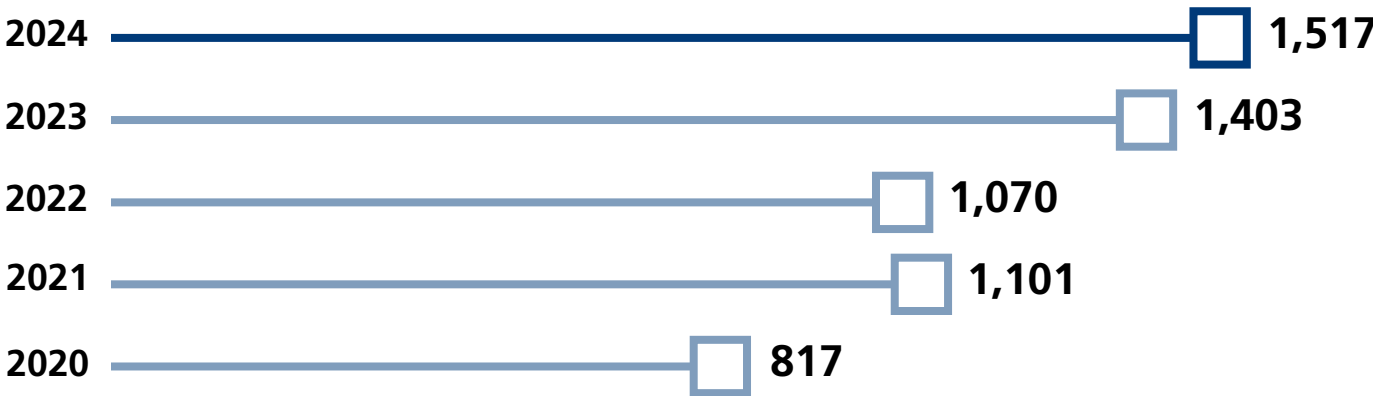
R.O.E.

(%)



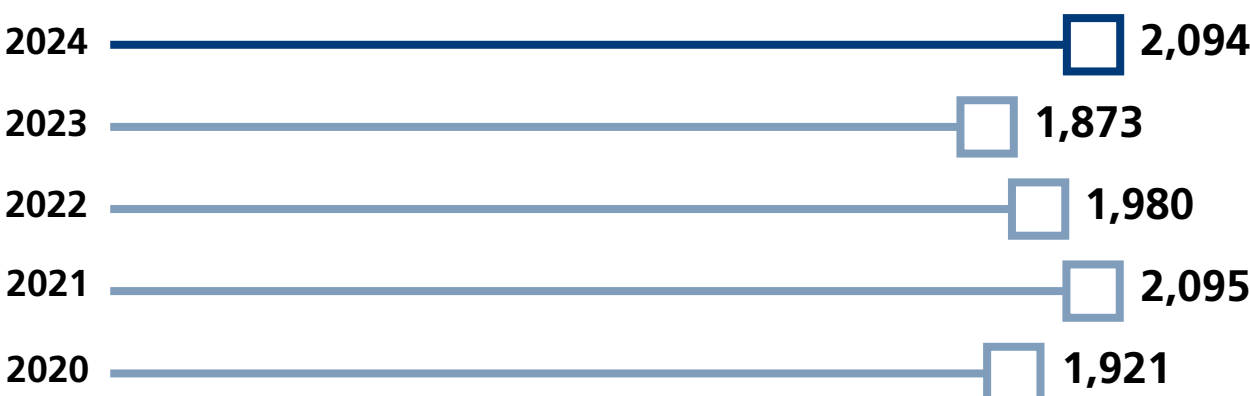
Consolidated net profit

(€m)



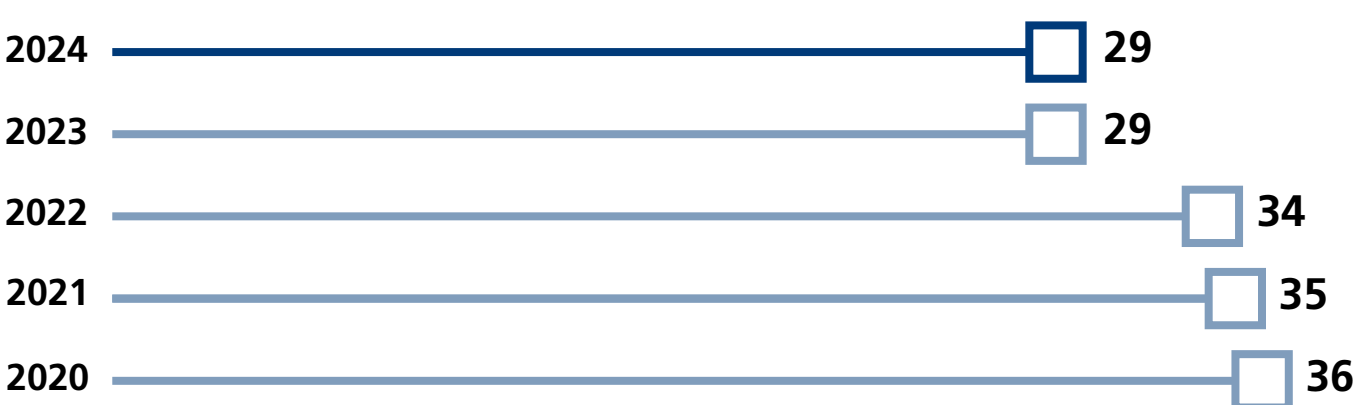
Consolidated net fees

(€m)



Cost / Income Ratio

(%)



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

ANALYSIS OF THE INCOME STATEMENT

The Fideuram - Intesa Sanpaolo Private Banking Group ended the 2024 financial year with consolidated net profit of €1.5bn, up by €114m from 2023 (+8%).

Consolidated Income Statement (*)

(reclassified - €m)

	2024	2023	CHANGE	
			AMOUNT	%
Net interest income	1,181	1,267	(86)	-7
Net profit (loss) on financial assets and liabilities	61	36	25	69
Net fee and commission income	2,094	1,873	221	12
INTERMEDIATION MARGIN	3,336	3,176	160	5
Profit on equity investments and other income (expense)	20	15	5	33
NET OPERATING INCOME	3,356	3,191	165	5
Personnel expenses	(543)	(526)	(17)	3
Other administrative expenses	(335)	(314)	(21)	7
Depreciation and amortisation	(107)	(94)	(13)	14
NET OPERATING EXPENSES	(985)	(934)	(51)	5
OPERATING MARGIN	2,371	2,257	114	5
Net impairment of loans	(23)	(38)	15	-39
Net provisions for risks and charges and net impairment of other assets	(45)	(72)	27	-38
Net non-recurring income (expenses)	20	14	6	43
GROSS INCOME (LOSS)	2,323	2,161	162	7
Income taxes for the year on continuing operations	(745)	(695)	(50)	7
Integration and voluntary redundancy expenses (net of tax)	(39)	(23)	(16)	70
Effects of purchase price allocation (net of tax)	(20)	(23)	3	-13
Expenses regarding the banking system (net of tax)	(25)	(31)	6	-19
Net profit (loss) attributable to non-controlling interests	23	14	9	64
NET PROFIT	1,517	1,403	114	8

Quarterly trend of the consolidated income statement (*)

(reclassified - €m)

	2024				2023			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Net interest income	269	290	309	313	335	330	322	280
Net profit (loss) on financial assets and liabilities	20	17	17	7	6	6	13	11
Net fee and commission income	536	503	521	534	478	455	477	463
INTERMEDIATION MARGIN	825	810	847	854	819	791	812	754
Profit on equity investments and other income (expense)	(1)	9	5	7	4	8	2	1
NET OPERATING INCOME	824	819	852	861	823	799	814	755
Personnel expenses	(169)	(127)	(124)	(123)	(163)	(120)	(126)	(117)
Other administrative expenses	(88)	(85)	(85)	(77)	(81)	(77)	(80)	(76)
Depreciation and amortisation	(29)	(26)	(26)	(26)	(25)	(24)	(23)	(22)
NET OPERATING EXPENSES	(286)	(238)	(235)	(226)	(269)	(221)	(229)	(215)
OPERATING MARGIN	538	581	617	635	554	578	585	540
Net impairment of loans	(3)	(2)	(20)	2	(9)	(18)	(5)	(6)
Net provisions for risks and charges and net impairment of other assets	(12)	(16)	(10)	(7)	(57)	2	(11)	(6)
Net non-recurring income (expenses)	-	-	-	20	14	-	-	-
GROSS INCOME (LOSS)	523	563	587	650	502	562	569	528
Income taxes for the year on continuing operations	(159)	(197)	(188)	(201)	(153)	(188)	(190)	(164)
Integration and voluntary redundancy expenses (net of tax)	(26)	(4)	(3)	(6)	(7)	(5)	(6)	(5)
Effects of purchase price allocation (net of tax)	(6)	(5)	(4)	(5)	(6)	(5)	(6)	(6)
Expenses regarding the banking system (net of tax)	(2)	-	(2)	(21)	2	(23)	(1)	(9)
Net profit (loss) attributable to non-controlling interests	8	7	6	2	2	6	3	3
NET PROFIT	338	364	396	419	340	347	369	347

(*) Figures restated on a consistent basis to take account of changes in the scope of consolidation.



€3.4_{bn}

Net operating
income

Net operating income, equal to €3.4bn, increased by €165m compared to the previous year (+5%). This result is attributable to:

- the decrease in net interest income (-€86m);
- the increase in net profit of financial assets (+€25m);
- the growth in net fee and commission income (+€221m);
- the growth in equity investments and other income (+€5m).

Net interest income

(€m)

	2024	2023	CHANGE	
			AMOUNT	%
Relation with customers	(35)	160	(195)	n.s.
Relation with banks	376	330	46	14
Interest income on debt securities	889	798	91	11
Net interest on hedging derivatives	(49)	(21)	(28)	133
Total	1,181	1,267	(86)	-7

n.s.: not significant

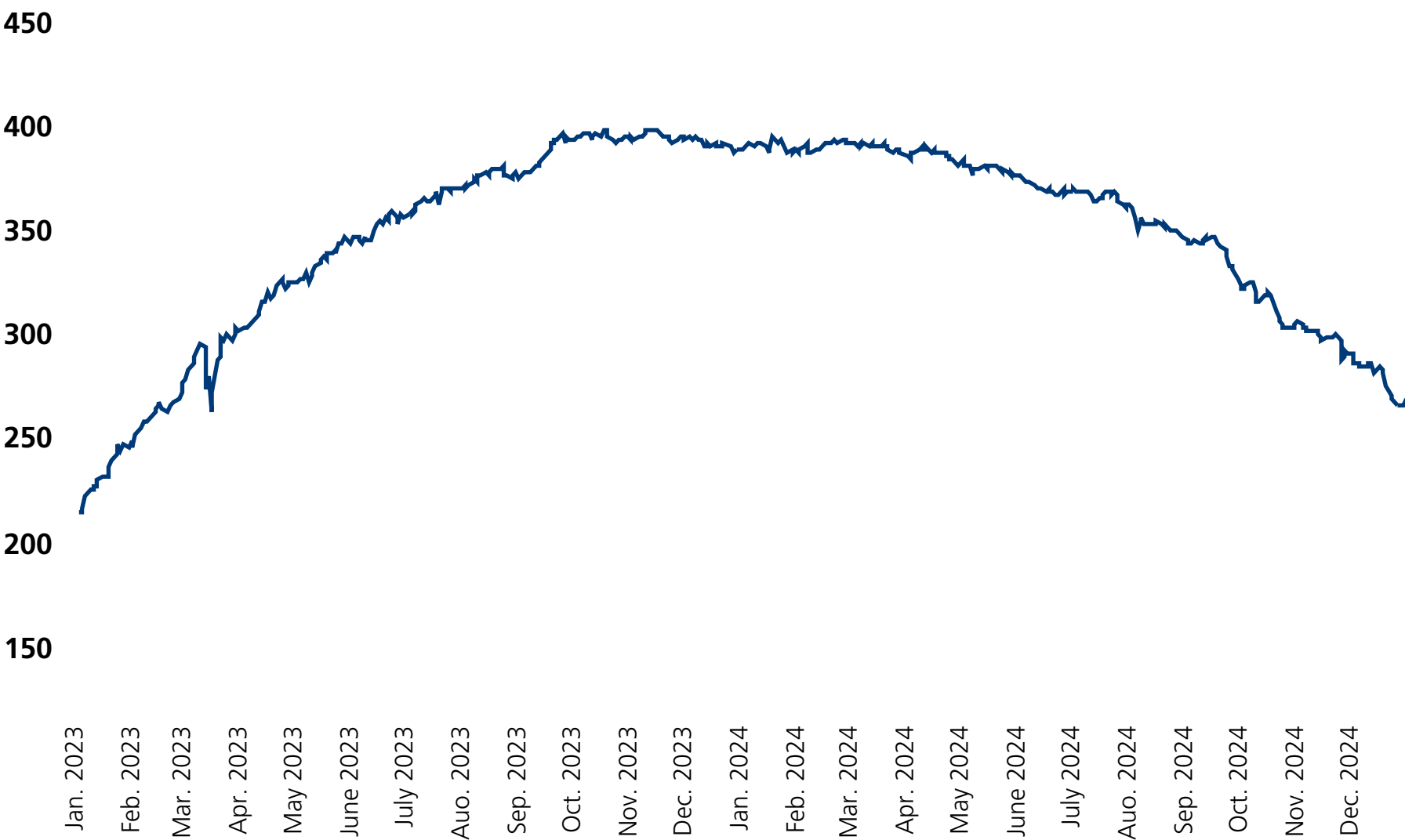
€1.2_{bn}

Net interest
income

Net interest income, at €1.2bn, fell €86m year-on-year due to higher interest expenses on customer inflows, only partly offset by higher interest on debt securities and interbank relationships. An analysis of the quarterly dynamics shows a downward trend in the margin, reflecting the scenario of falling market rates during 2024.

3-month Euribor rate

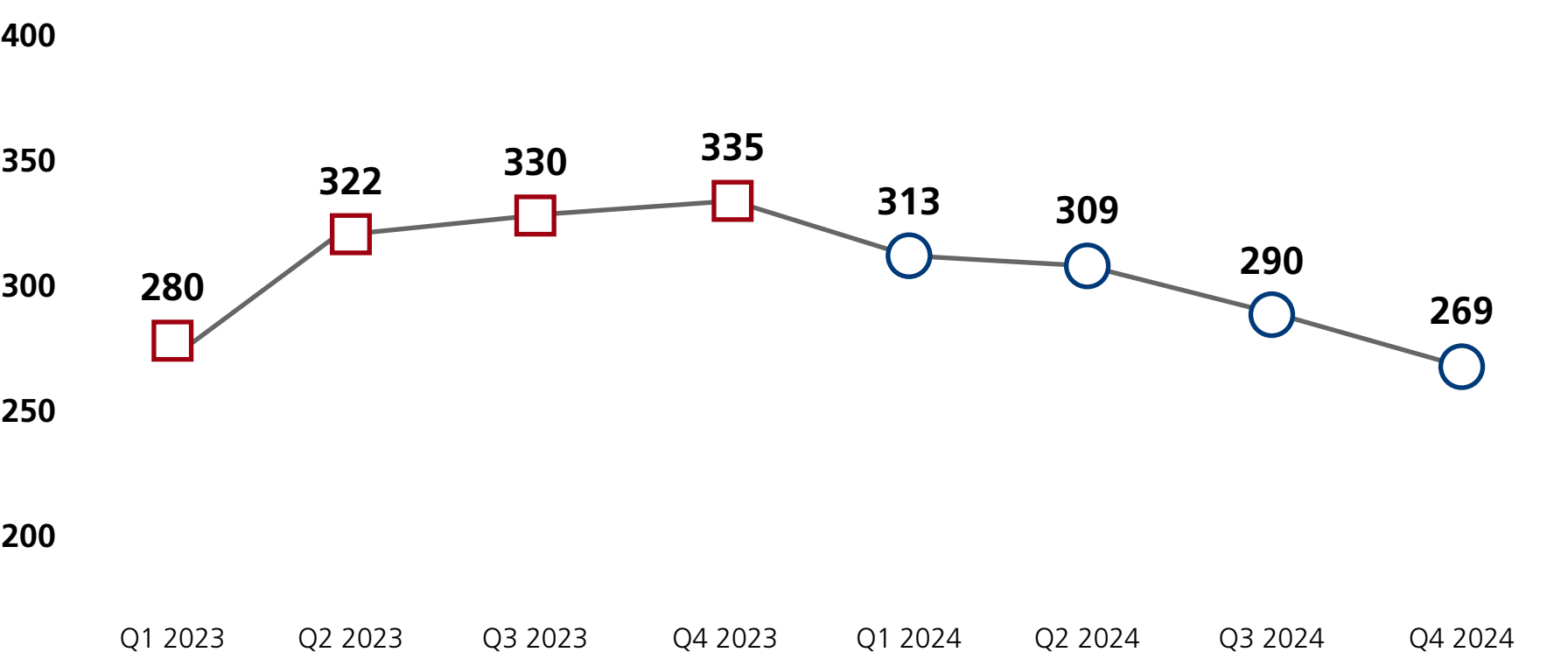
(bps)



Source: Bloomberg

Quarterly net interest income

(€m)



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

€61 m

Net profit (loss)
on financial assets
and liabilities

Net profit (loss) on financial assets and liabilities

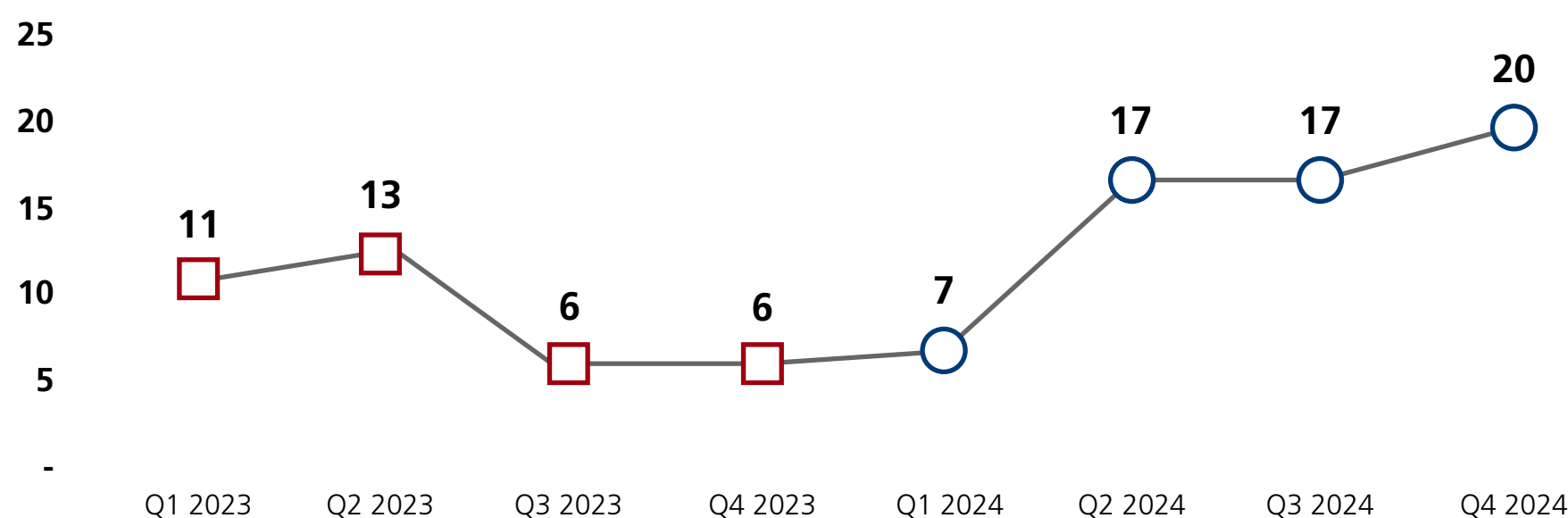
(€m)

	2024	2023	CHANGE	
			AMOUNT	%
Net profit (loss) on sale of financial assets	(1)	(11)	10	-91
Net profit (loss) of financial assets measured at fair value through profit or loss	63	52	11	21
Net profit (loss) on hedging derivatives	(1)	(5)	4	-80
Total	61	36	25	69

The **net profit (loss) on financial assets and liabilities**, at €61m, showed an increase of €25m over last year, attributable to the improvement in the net result from assets measured at fair value (+€11m), the result from the sale of financial assets (+€10m) and the result from hedging activities (+€4m).

Quarterly net profit (loss) on financial assets and liabilities

(€m)



Net fee and commission income

(€m)

	2024	2023	CHANGE	
			AMOUNT	%
Fee and commission income	3,334	3,036	298	10
Fee and commission expense	(1,240)	(1,163)	(77)	7
Net fee and commission income	2,094	1,873	221	12

Net fee and commission income amounted to €2.1bn, up €221m year-on-year (+12%).

€2.1 bn

Net fee and
commission income

Net recurring fees

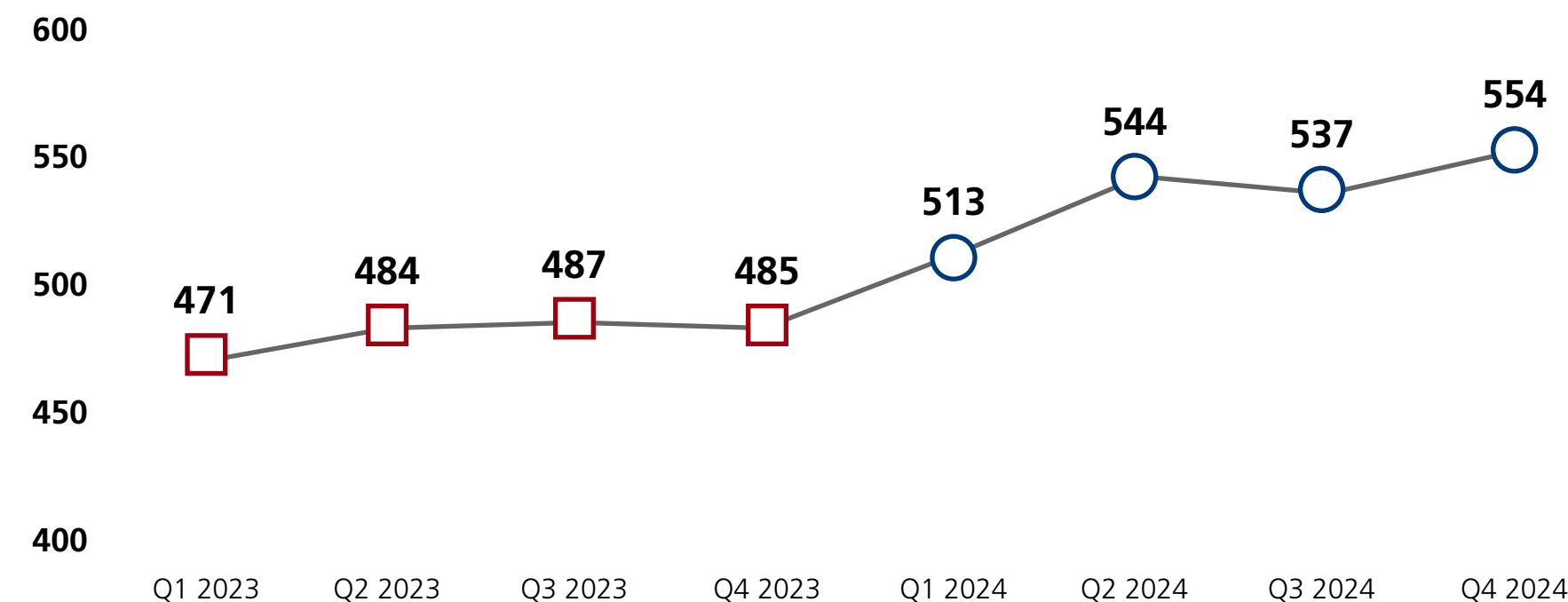
(€m)

	Q1	Q2	Q3	Q4	TOTAL
2024	513	544	537	554	2,148
2023	471	484	487	485	1,927
Change	42	60	50	69	221

Net recurring fees, equal to €2.1bn, recorded an increase compared to the previous year (+€221m, +11%) mainly due to the increase in average managed assets, which went from €202.5bn at 31 December 2023 to €220.6bn at 31 December 2024 (+€18.1bn, +9%). An analysis of quarterly trends shows that recurring fees were steadily higher in 2024 than in 2023 quarters, thanks to the growing trend in average Managed Client Assets.

Quarterly net recurring fees

(€m)



Performance fees totalled €20m, up by €3m compared to the previous year. The Fideuram Group charges performance fees on private discretionary accounts on an annual basis, except when the customer decides to close the account early. The Group calculates the performance fees on its internal insurance funds on a daily accrual basis in relation to the performance of the fund, applying a High Water Mark clause that means performance fees are only charged when the value of the fund rises above the highest value reached on the previous dates when performance fees were charged. For UCITS set up by the Group, performance fees are applied annually (but a High Water Mark clause is present).



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

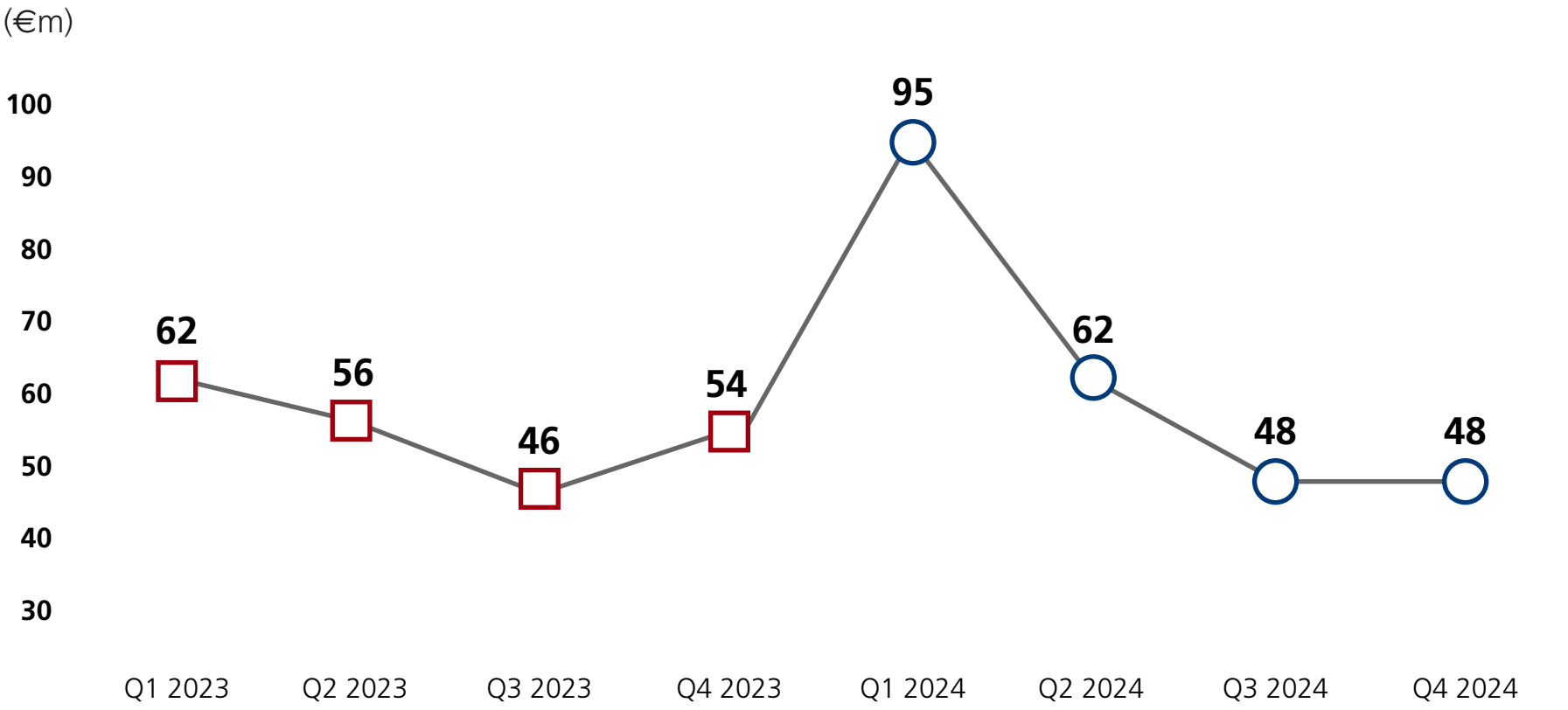
9. CONTACT US

Net front-end fees

	Q1	Q2	Q3	Q4	TOTAL
2024	95	62	48	48	253
2023	62	56	46	54	218
Change	33	6	2	(6)	35

Net front-end fees stood at €253m and showed a strong increase (+€35m, +16%) over 2023, chiefly attributable to the higher contribution from the placement of mutual funds and collection of orders.

Quarterly net front-end fees

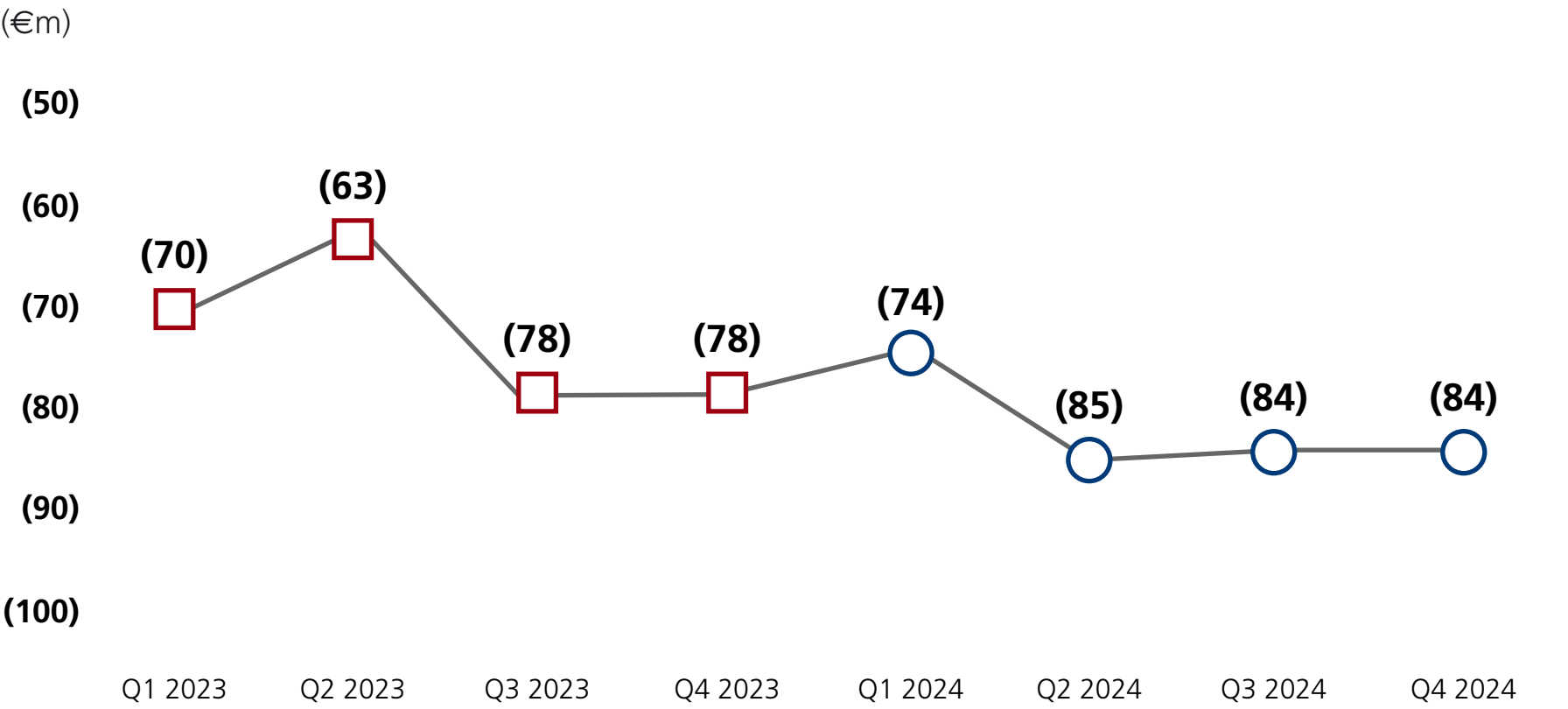


Other fee and commission expense

	Q1	Q2	Q3	Q4	TOTAL
2024	(74)	(85)	(84)	(84)	(327)
2023	(70)	(63)	(78)	(78)	(289)
Change	(4)	(22)	(6)	(6)	(38)

Other fee and commission expense, amounting to €327m, showed an increase of €38m (+13%) over the previous year, largely as a result of higher expenses for incentives and commission advances to distribution networks.

Quarterly other fee and commission expense



The **result of investments and other operating income (expenses)**, equal to €20m, showed a positive change of €5m compared to 2023, driven by the improvement in the result of equity investments consolidated using the equity method.

Net operating expenses

	2024	2023	CHANGE	
			AMOUNT	%
Personnel expenses	543	526	17	3
Other administrative expenses	335	314	21	7
Depreciation and amortisation	107	94	13	14
Total	985	934	51	5

Net operating expenses, equal to €985m, increased by €51m, (+5%) compared to the previous year. Detailed analysis shows that personnel expenses, amounting to €543m, recorded an increase of €17m attributable to the renewal of the national ABI agreement, and - to a lesser extent - to the variable component of remuneration. Other administrative expenses, amounting to €335m, showed an increase of €21m mainly due to higher charges for services rendered by third parties. Depreciation and amortisation on property and equipment and intangible assets, amounting to €107m, increased by €13m, due to the higher amortisation of software and rights of use of leased assets.

€985_m

Net operating expenses

ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

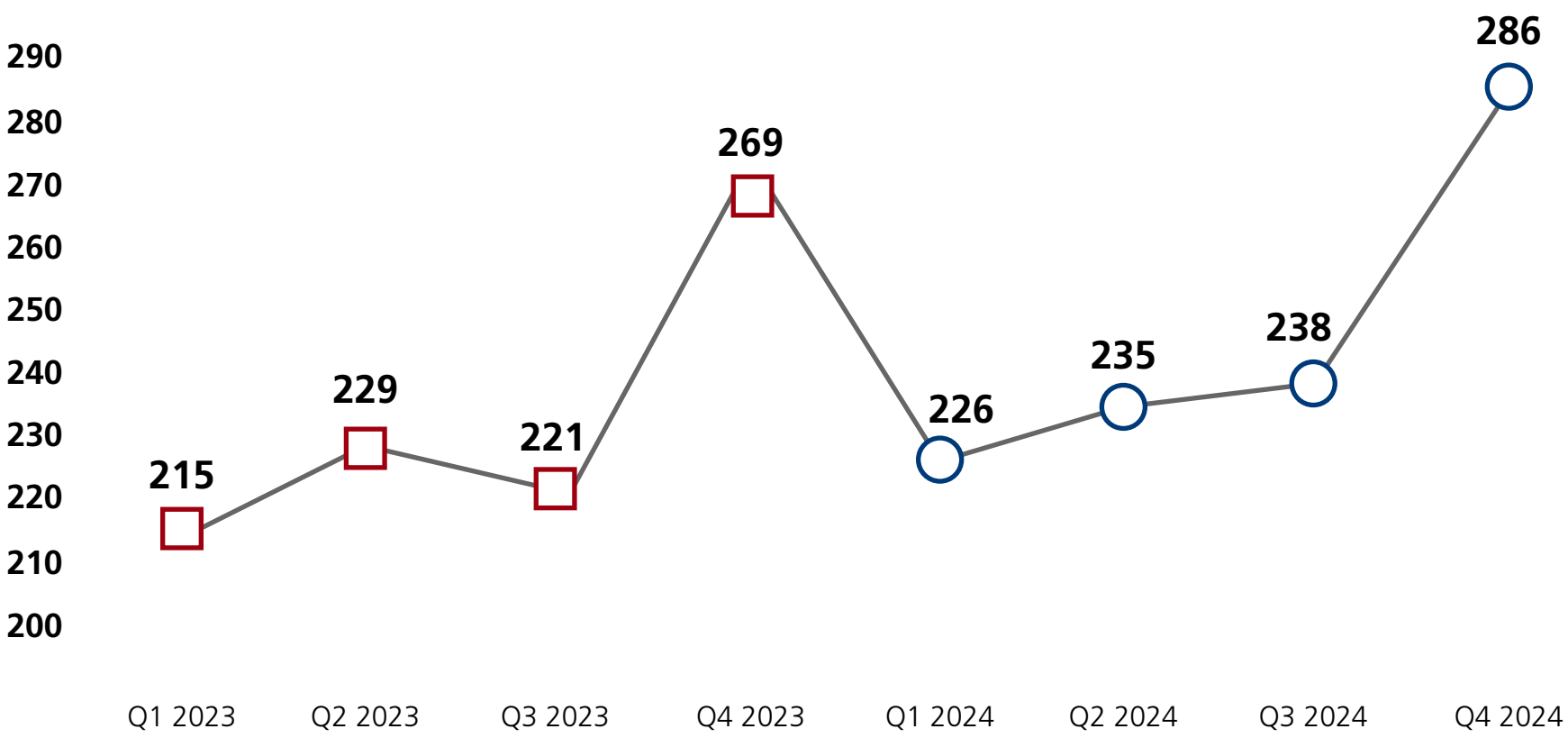
6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Quarterly net operating expenses
(€m)



Net impairment losses on loans, at €23m, decreased by €15m compared to last year, due to lower net impairment on loans to customers.

Net provisions for risks and charges and net impairment of other assets
(€m)

	2024	2023	CHANGE	
			AMOUNT	%
Personal Financial Advisers' termination indemnities and incentives	(33)	(33)	-	-
Litigation and complaints	-	(4)	4	-100
Network Loyalty Schemes	(12)	(13)	1	-8
Net impairment of (recoveries on) other assets	-	(22)	22	-100
Total	(45)	(72)	27	-38

Net provisions for risks and charges and net impairment of other assets recorded a balance of €45m, down €27m from the previous year, mainly due to the dynamics of the impairment of securities (-€22m), which, in 2023, included a €25m impairment recognised on the Alpian shareholding, and, to a lesser extent, to the decrease in provisions for legal disputes (-€4m).

Net non-recurring income (expenses) include income and expenses that are not attributable to ordinary operations. In 2024, the balance of €20m refers to the profit from the sale of the Paying Agent business. In 2023, this item included the capital gain of €8m realised from the sale of a property by the Swiss subsidiary Reyl & Cie and a capital gain of €6m relating to the sale of the 51% stake in Asteria and the revaluation of the residual share.

Income taxes, equal to €745m, increased by €50m compared to 2023, mainly due to higher gross profit during 2024. The tax rate was 32%, in line with the figure for the previous year.

Integration and voluntary redundancy expenses (net of tax) showed a balance of €39m, up €16m million year-on-year, mainly due to higher leaving incentive expenses.

The **economic effects of acquisition costs (net of tax)**, of €20m refer to amounts attributable to the revaluations of securities and the recognition of intangible assets recognised in the financial statements following the acquisition of the Reyl Group, the UBI Top Private Division, IW Private Investments, Intesa Sanpaolo Wealth Management and Alpian.

The item **expenses regarding the banking and insurance system (net of tax)**, includes the expenses related to maintaining the stability of the banking and insurance system, recognised in the income statement in accordance with current regulations. In 2024, the balance of this item amounted to €25m, down by €6m year-on-year, and included €20m in charges for the contribution to the deposit guarantee scheme and €5m in provisions for the Life Insurance Guarantee Fund. The balance of €31m recorded in 2023 relates, for €21m, to charges for the contribution to the deposit guarantee scheme and for €10m to charges set aside for the contribution to the Single Fund for the Resolution of Credit Institutions.

Profit (loss) attributable to non-controlling interests refers to the net results of companies included in the full consolidation area attributable to non-controlling interests. This item increased by €9m compared to the previous year due to the change in the minority interests of Reyl and Alpian.

€45_m

Net provisions for risks and charges and net impairment of other assets

ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

DISTRIBUTION OF VALUE

Creating value for our stakeholders is one of Fideuram’s prime objectives. The Group considers it crucial to pursue this objective through constant interaction with all the stakeholders it encounters in the course of its business. In order to adequately represent the distribution of economic value among the various stakeholder categories, the Group uses the Economic Value Generated table, prepared on the basis of the items in the 2024 consolidated income statement, reclassified according to the instructions of ABI (the Italian Banking Association), in compliance with the GRI-Global Reporting Initiative guidelines. The Wealth created is the economic value generated in the year, which is for the most part distributed to the stakeholders with whom the Group has relations as part of its daily operations. The Value retained is the difference between the Wealth created and the Value distributed, and it is used for productive investments with the aim of encouraging economic growth and financial stability, as well as to ensure the creation of new wealth to the benefit of our stakeholders. The Wealth created by the global business of the Group in 2024 totalled €4.9bn, up by €367m compared to 2023.

This wealth was distributed to stakeholders as follows:

- Colleagues received 36.4% of the Wealth created, amounting to a total of €1.8bn. This amount includes the remuneration paid to the Personal Financial Adviser Networks and to employees;
- the Government and the Community received €1.2bn, principally in the form of direct and indirect taxes, amounting to 23.5% of the Wealth created; The amount also includes charges related to the European Resolution and Deposit Guarantee Funds and the Life Insurance Guarantee Fund;
- Suppliers received 7.2% of the Wealth created, totalling €357m paid for goods and services;
- the shareholder Intesa Sanpaolo was not allocated figure for Wealth created in the year, as no dividend payout is expected from the 2024 profit;
- the remaining part of the Wealth created, amounting to €1.6bn, was retained by the Group. This amount mainly refers to the income statement items relating to profit for the year, deferred tax assets and liabilities, depreciation and amortisation, and provisions for risks and charges.

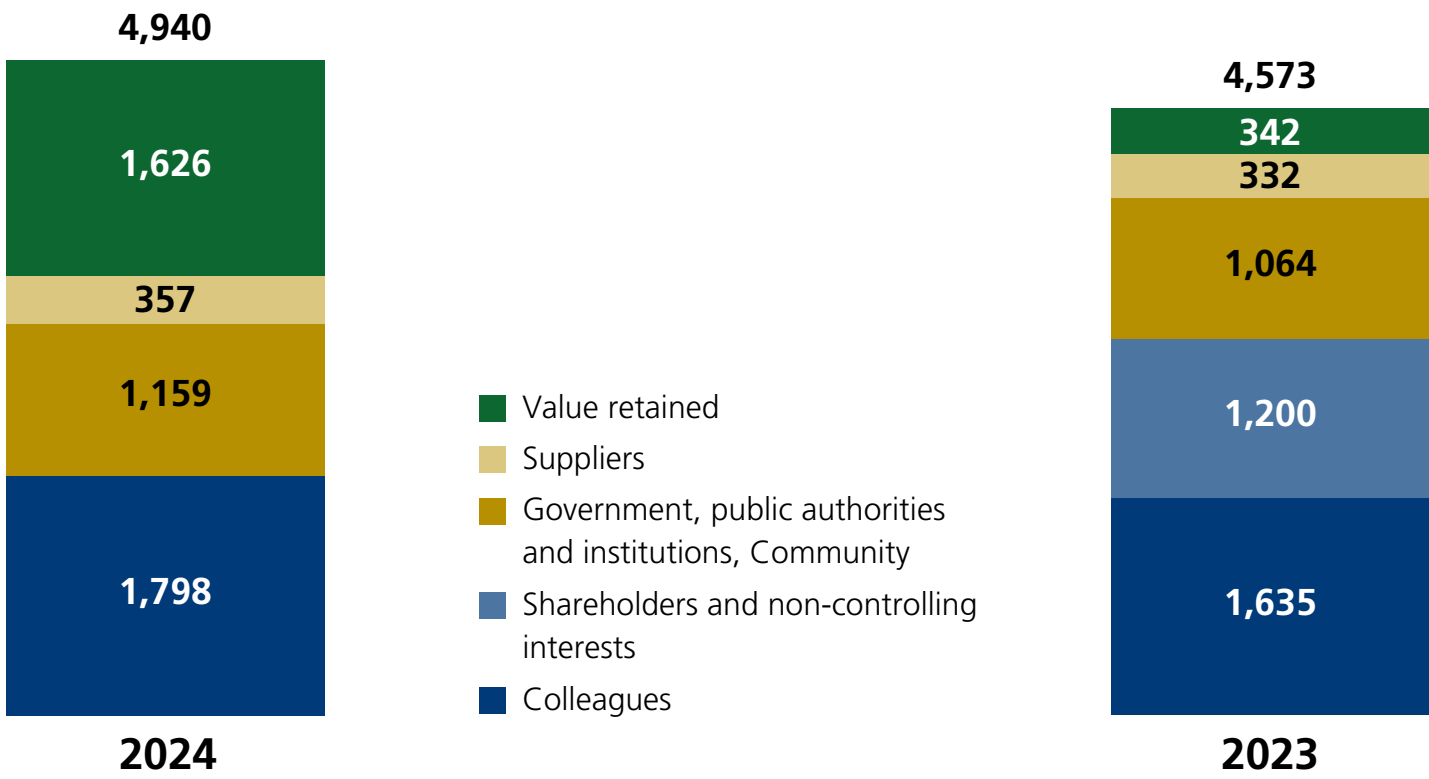
Economic value added (*)
(€m)

	2024	2023	CHANGE	
			AMOUNT	%
Wealth created	4,940	4,573	367	8
Value distributed	(3,314)	(4,231)	917	-22
Colleagues	(1,798)	(1,635)	(163)	10
Shareholders and non-controlling interests	-	(1,200)	1,200	-100
Government, public authorities and institutions, Community	(1,159)	(1,064)	(95)	9
Suppliers	(357)	(332)	(25)	8
Value retained	1,626	342	1,284	n.s.

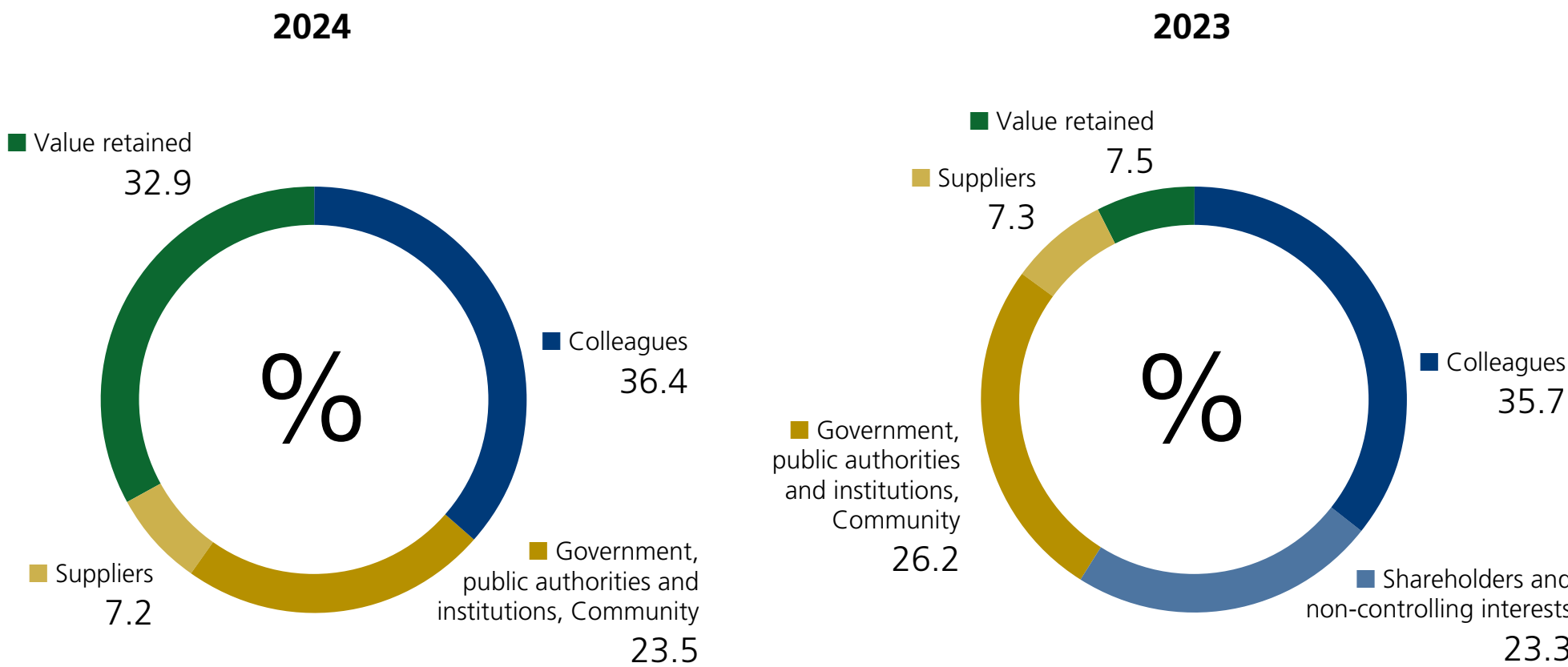
n.s.: not significant

(*) Figures restated on a consistent basis to take account of changes in the scope of consolidation.

Wealth created (*)
(€m)



Distribution of wealth created (*)



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

SEGMENT REPORTING

The Group’s operating structure covers three main Business Segments related to the types of financial products offered to customers:

- **Managed financial assets segment**, which extends from mutual funds to SICAVs, alternative funds (AIF) and private discretionary account.
- **Life Insurance Assets segment**, which covers unit-linked and traditional managed insurance asset products, as well as pension and protection products.
- **Banking services and non-managed assets**, to which the Group’s banking services (including current accounts, payment cards, digital payment solutions, financing) and financial products (including liquidity products and primary market issues) are allocated.



Fideuram, Intesa Sanpaolo Private Banking and Sanpaolo Invest - Bologna Branch.

The following analyses outline the products and services offered, together with the initiatives and research and development carried out in the year, while also presenting the Group’s financial results, operational data and key profitability indicators by Business Segment. These Segments are analysed using data that show their contribution to Group profit (loss) after consolidation adjustments.

Segment reporting at 31 December 2024 (*)
(€m)

	MANAGED FINANCIAL ASSETS	LIFE INSURANCE ASSETS	BANKING SERVICES AND NON-MANAGED ASSETS	TOTAL FOR FIDEURAM GROUP
Net interest income	-	-	1,181	1,181
Net profit (loss) on financial assets and liabilities at fair value	-	-	61	61
Net fee and commission income	1,505	570	19	2,094
Intermediation margin	1,505	570	1,261	3,336
Net operating expenses	(409)	(99)	(477)	(985)
Other	(33)	(12)	17	(28)
Gross income (loss)	1,063	459	801	2,323
Average client assets	148,672	71,894	156,858	377,424
Client assets	158,007	74,656	161,729	394,392
Net inflows	5,502	376	7,202	13,080
Key indicators				
Cost / Income Ratio	27%	17%	37%	29%
Net fee and commission income / Average client assets	1.0%	0.8%	-	0.6%
Gross income (loss) / Average client assets	0.7%	0.6%	0.5%	0.6%

(*) Figures restated on a consistent basis to take account of changes in the scope of consolidation.

ABOUT THIS REPORT
OUR IDENTITY
GROUP STRUCTURE
HIGHLIGHTS
KEY PERFORMANCE INDICATORS
INTRODUCTORY NOTE
CHAIRMAN'S STATEMENT
CHIEF EXECUTIVE OFFICER'S STATEMENT
1. BUSINESS MODEL
2. EXTERNAL CONTEXT AND STRATEGIES
3. PERFORMANCE
4. GOVERNANCE
5. CONSOLIDATED FINANCIAL STATEMENTS
6. INDEPENDENT AUDITORS' REPORT
7. SCHEDULES
8. GLOSSARY
9. CONTACT US

€158_{bn}

Managed financial assets
(40% of total client assets)

.....

MANAGED FINANCIAL ASSETS SEGMENT

The Managed Financial Assets Segment covers the Group’s private discretionary accounts and mutual funds business, which totalled €158bn at 31 December 2024 (40% of total Client Assets), up €17.9bn compared to 31 December 2023. At €5.5bn, net inflows were up sharply from the previous year (+€5.3 bn). The contribution to gross income totalled €1,1bn, up €175m from the previous year, due to the increase in net fee and commission income. The ratio of net fee and commission income to Client Assets was 1%, while the ratio of gross income (loss) to average Client Assets was 0.7%.

Managed financial assets (*)
(€m)

	31.12.2024	31.12.2023	CHANGE	
			AMOUNT	%
Net interest income	-	-	-	-
Net profit (loss) on financial assets and liabilities at fair value	-	-	-	-
Net fee and commission income	1,505	1,318	187	14
Intermediation margin	1,505	1,318	187	14
Net operating expenses	(409)	(397)	(12)	3
Other	(33)	(33)	-	-
Gross income (loss)	1,063	888	175	20
Average client assets	148,672	134,494	14,178	11
Client assets	158,007	140,125	17,882	13
Net inflows	5,502	191	5,311	n.s.
Key indicators				
Cost / Income Ratio	27%	30%		
Net fee and commission income / Average client assets	1.0%	1.0%		
Gross income (loss) / Average client assets	0.7%	0.7%		

n.s.: not significant
(*) Figures restated on a consistent basis to take account of changes in the scope of consolidation.

For the second year in a row, the positive market dynamics gave new impetus to **asset management**, favouring new solutions in the equity and bond markets, particularly in the quality credit segment. The Group’s offerings was enriched with products designed to save money, as well as to protect and enhance customers’ assets also over medium- and long-term time horizons.

Throughout the year, solutions were proposed in the high-quality credit range, with target-date funds and management schemes, while in international equity, management with progressive entry mechanisms was proposed, as a method to mitigate possible price fluctuations without giving up the upward phase. In addition, in synergy with the offering on traditional markets, four programmes for different customer target groups were proposed on private markets. By developing the offering, the process of valuing sustainability factors also continued, with a significant expansion of solutions characterized by investment policies integrated with ESG factors. As part of the Group’s offerings since September 2024, the D-X ETF platform developed by Fideuram Asset Management (Ireland) has been available. This platform consists of six strategies, three with bonds (D-X Government Bond 1-3 Years, D-X Government Bond 3-5 Years, D-X Government Bond 7-10 Years) and three with equity (D-X MSCI Europe Screened, D-X MSCI USA Screened, D-X MSCI World Screened), listed on Borsa Italiana’s ETFplus, which aim to replicate the performance of reference indices. In addition to trading on the secondary market, ETFs are used in the composition of recommended portfolios to support the advisory activities of personal financial advisers and as underlyings in the construction of asset management lines, in funds and insurance-based investment products.

For the **mutual funds** component, the following is noted for the Group’s traditional funds. Fonditalia, the long-established multi-sub-fund fund managed by Fideuram Asset Management (Ireland), underwent a major revamp. This involved updating the minimum subscription thresholds for each ISIN, streamlining the fee structure and the enhancement of ancillary services, with a particular focus on accumulation plans, made more flexible. Intesa Sanpaolo Private Banking started the distribution of the investment class T, reserved for the largest assets and already available in the other Group networks. Regarding the sub-funds, the following were included:

- Fonditalia Equity GEM Innovators (Article 8 SFDR), a new equity sub-fund investing in emerging markets with a thematic approach and careful risk control. The portfolio is invested in companies that can be defined as innovative for their products and/or processes in areas such as: Digital Economy, Cybersecurity, Robotics, Future Mobility, Fintech Innovation, Efficient Energy Solutions, Genomic Innovation, Digital Health, Future Education, Smart Cities and Food Revolution.
- Fonditalia Clean Energy Solutions (Article 9, SFDR), the new equity sector that aims to invest in companies from any sector provided they promote and develop clean energy solutions or any technology or process that promotes decarbonisation.

Within the framework of products dedicated to investment in the euro credit area, by Eurizon Capital SGR, the following were distributed:

- the new edition of Eurizon Diversified Income Strategy, the fund that invests in the European bond market, including both traditional instruments and structured credit, with the aim of delivering an attractive annual coupon distribution;



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

- the new Eurizon Opportunità Obbligatoria Plus September 2029 fund, a solution managed with a ‘Buy & Watch’ approach over a five-year time horizon.

Fideuram Asset Management (Ireland) has made available two new Willerfunds Private Suite sub-funds on the bond and equity segments. In line with the Sicav’s philosophy, the new funds have also been developed with a careful approach to sustainability issues. These are:

- Willerfunds Private Suite - FAMI Euro Short Term (Article 8, SFDR) managed directly by Fideuram Asset Management (Ireland), which primarily invests in bonds issued by corporate and government issuers denominated in euros, maintaining a maximum portfolio duration of 3 years.
- Willerfunds Private Suite - Wellington Global Research Equity Fund (Article 8, SFDR), managed by Wellington Management under a delegated mandate, aiming to achieve long-term total returns superior to the MSCI World Index, investing primarily in equity securities issued by companies worldwide.

As a result of the collaboration between Fideuram with Man Group, three new bond sub-funds of Asteria Funds were launched:

- Asteria Funds-2027 IG Corporate Bond (Article 8, SFDR) is a three-year sub-fund that primarily invests in investment-grade bonds with a high conviction approach.
- Asteria Funds-US Core Fixed Income, the sub-fund that primarily invests in USD-denominated debt securities, with the objective of capital growth in the medium to long term.
- Asteria Funds - 2029 MultiAsset BTP+, a five-year sub-fund combining the objective of capital protection to maturity with participation in a dynamic multi-asset strategy sub-delegated to Man AHL.

The usual activities related to products of third-party asset managers continued, including the updating and maintenance of products already in distribution. In particular, the Luxembourg-registered window fund M&G (Lux) Fixed Maturity Bond Fund was set up, a fund with a three-year “Buy & Watch” strategy, classified under Article 8 of the SFDR.

In the area of **alternative investment funds**, for the Fideuram Alternative Investments (FAI) platform dedicated to the private markets of Fideuram Asset Management SGR, the second placement window of FAI Progetto Italia II, the PIR alternative realised in collaboration with Eurizon Capital Real Asset SGR, took place at the beginning of the year. The closed-end, non-reserved fund facilitates investment in selected Italian companies, offering eligibility for the tax incentives provided under the Alternative PIR regulations. In addition, the new FAI Private Markets Insight Fund II was launched, developed in collaboration with Neuberger Berman. This fund features a multi-asset and multi-strategy investment approach (including Private Equity, Capital Solutions, Secondary, and Infrastructure investments), with two placement windows. Both funds are classified under Article 8 of the SFDR. In the second half of the year, the new sub-fund iCapital - CVC

Credit Capital Solutions III - Lux Access Fund of the iCapital alternative investment platform for HNW and UHNW professional customers was distributed. The sub-fund provides access to the Private Credit Capital Solutions strategy managed by CVC Credit Partners Investment Management Limited, a company of CVC Capital Partners one of the leading alternative asset managers in the international arena.

Finally, the placement of Eurizon High Income Credit, Eurizon Capital SGR’s new non-reserved open-ended alternative investment fund, started in November. This is a bond fund that invests in European credit asset classes, combining traditional and unlisted financial instruments. This fund expands the range of alternative product offerings with an open-ended solution that can be placed and liquidated on a quarterly basis, and with a lower entry threshold than other private market funds, allowing for investment by a broader range of customers.

With regard to **individual discretionary accounts**, the main changes affected the entire scope of investment services in the range. In particular, the main actions taken by Fideuram Asset Management SGR include:

- for Fogli Fideuram:
 - the renewal of the offer of Step-in Dynamic and Dynamic Plus lines, in particular with the new Equity World ETF line and two thematic equity sheets: Foglio Global Healthcare and Foglio Artificial Intelligence Winners in securities and ETF (all Article 8, SFDR);
 - the creation of two target-date bond lines: Foglio Target Euro Bond 2029 and Foglio Cedola & Protezione 2029.
- for Fideuram Omnia:
 - the offering of lines with a Step-in Dynamic logic for progressive investment in target portfolio strategies, whether equity-based (on the Active Beta 100 line) or balanced (on the Active Beta 50), was renewed (all Article 8, SFDR);
 - a new target-date bond line, Ego Personal Bond 2028, was created, which primarily invests in corporate debt securities and government bonds from OECD issuers with maturities not exceeding 2028;
 - additionally, the balanced line Active Beta Income was reopened for subscription, with a concurrent revision of its fee structure and reclassification under Article 8 of the SFDR;
 - the Omega family’s new “Euro Govies” bond management line, which invests in Euro area government bonds with a medium-term time horizon.
- for the single multi-line management contract Wealth Collection:
 - the creation of the Private Flexible 35, Private Flexible 15 and Private Flexible Bond lines, three securities solutions characterised by a dynamic maximum VaR. The portfolios are diversified across international markets, with no exposure limits to different asset classes, and are subject to continuous risk control;
 - the creation of two target-date bond lines Private Bond 2028 and Protected Credit 2029.

For Intesa Sanpaolo Private Banking, Eurizon Capital SGR carried out usual maintenance and enhancements for its asset management products.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

€74.7 bn

Life insurance assets
(19% of total client assets)

LIFE INSURANCE ASSETS SEGMENT

This area comprises assets relating to the life insurance and pension funds segment, which at 31 December 2024 totalled €74.7bn (19% of total client assets), up €5.1bn compared to 31 December 2023. Net inflows, positive at €376m, showed an increase of €2.6bn compared to negative inflows in 2023. The contribution to gross income amounted to €459m, an increase of €33m compared to the previous year, due to the increase in net fee and commission income. The ratio of net fee and commission income to Client Assets was 0.8%, while the ratio of gross income (loss) to Client Assets was 0.6%.

Life insurance assets (*)
(€m)

	31.12.2024	31.12.2023	CHANGE	
			AMOUNT	%
Net interest income	-	-	-	-
Net profit (loss) on financial assets and liabilities at fair value	-	-	-	-
Net fee and commission income	570	533	37	7
Intermediation margin	570	533	37	7
Net operating expenses	(99)	(94)	(5)	5
Other	(12)	(13)	1	-8
Gross income (loss)	459	426	33	8
Average client assets	71,894	68,011	3,883	6
Client assets	74,656	69,560	5,096	7
Net inflows	376	(2,197)	2,573	n.s.
Key indicators				
Cost / Income Ratio	17%	18%		
Net fee and commission income / Average client assets	0.8%	0.8%		
Gross income (loss) / Average client assets	0.6%	0.6%		

n.s.: not significant
(*) Figures restated on a consistent basis to take account of changes in the scope of consolidation.

In the area of **insurance products** designed for the Fideuram, Sanpaolo Invest and IW Private Investments Networks, 2024 was characterised by the launch of new insurance solutions, concomitant restyling actions and expansion of the offer. With reference to the insurance products of the company Fideuram Vita, the range of solutions available in the unit-linked product Fideuram Vita Futura continued to be enhanced with the creation of the new internal fund FV Optimal Balance, which allows for the progressive construction of a balanced portfolio over a twelve-month period. A recurring premium version of the policy has also been available since the second half of the year. Regarding traditional products, the placement of the Fideuram Vita-Garanzia e Valore 2 life insurance product (Class I) was reopened, with the added option of distribution through the digital channel Fideuram Direct.

For the Intesa Sanpaolo Private Banking Network, in June, the Progetto Garanzia Private II policy was introduced. This is a class I whole life, single-premium insurance investment product from Intesa Sanpaolo Vita Assicurazioni, designed exclusively for individuals.

Finally, the offering of Private Insurance solutions of primary third-party companies in co-brokerage with Firstance, a prominent insurance broker, continued. With the aim of expanding the range of solutions available, the multi-class policies CNP One Italia and CNP One Italia PG from CNP Luxembourg were added, and for legal entities the new CNP Ramo I Exclusive policy from CNP Vita Assicura was introduced. Some work was also carried out on the multi-class insurance-based investment product “Sogelife Personal Investment” to expand the underlyings available for the Class III component.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

€161.7_{bn}

Non-managed assets
(41% of total client assets)

BANKING SERVICES AND NON-MANAGED ASSETS

The Banking services and non-managed assets area covers the Group’s banking and financial services, together with its central departments, holding activities and finance activities, as well as the coordination and control activities for its other operating segments. This area also includes non-managed assets, mainly securities and current accounts, which totalled €161.7bn at 31 December 2024 (41% of total Client Assets), up €11.5bn compared to 31 December 2023. Net inflows amounted to €7.2bn, down €7bn from 2023. The contribution of this area to gross profit amounted to €801m, down €46m compared to the previous year. The ratio of gross profit to average Client Assets was 0.5%.

Banking services and non-managed assets (*)
(€m)

	31.12.2024	31.12.2023	CHANGE	
			AMOUNT	%
Net interest income	1,181	1,267	(86)	-7
Net profit (loss) on financial assets and liabilities at fair value	61	36	25	69
Net fee and commission income	19	22	(3)	-14
Intermediation margin	1,261	1,325	(64)	-5
Net operating expenses	(477)	(443)	(34)	8
Other	17	(35)	52	n.s.
Gross income (loss)	801	847	(46)	-5
Average client assets	156,858	138,467	18,391	13
Client assets	161,729	150,205	11,524	8
Net inflows	7,202	14,173	(6,971)	-49
Key indicators				
Cost / Income Ratio	37%	29%		
Net fee and commission income / Average client assets	-	-		
Gross income (loss) / Average client assets	0.5%	0.6%		

n.s.: not significant
(*) Figures restated on a consistent basis to take account of changes in the scope of consolidation.

For **banking services**, initiatives to support banking and the acquisition of new customers continued during 2024. In addition to offering current accounts with preferential interest rates, the Group continued its commercial initiatives with liquidity products, including cash deposits and savings bonds with preferential rates for individuals, as well as fixed-term time deposits for both individuals and legal entities. These were often combined with the subscription of managed savings products.

For credit products, medium- to long-term instalment loans with real estate purposes for both consumer and non-consumer customers have been included in the Fideuram catalogue.

For the payment solutions component, Fideuram’s catalogue was enhanced with a new top-tier product developed in collaboration with Mastercard. The new Exclusive credit card, designed for individual clients, offers a range of exclusive services, including the Concierge Exclusive service, unlimited access to airport lounges, Fast Track at major Italian airports, travel insurance, and health coverage for pets.

In the realm of digital payments, Fideuram introduced the option to link PagoBancomat® debit cards to the Apple Pay wallet, which can be used with Apple devices such as iPhone, iPad, and Apple Watch. The Wearable Tapster service was also made available on the Visa and Mastercard circuits, allowing payments to be made via Tapster devices.

Finally, starting in June, Intesa Sanpaolo Private Banking customers gained access to the new “Deposito Oro” service, developed in collaboration with the Intesa Sanpaolo IMI CIB. This service is designed for customers who wish to invest in precious metals.

With reference to **non-managed assets**, and particularly in the primary market, various issuances were carried out. The offer featured issues created by Intesa Sanpaolo exclusively for the Fideuram Group. These included a series of Investment Certificates on equity indexes and interest rates, featuring full capital protection at maturity, participation in the performance of the underlying assets, and, in some cases, annual digital bonuses. Additionally, Credit Linked Certificates were offered to professional clients, while Investment Certificates on individual equity securities with conditional capital protection were made available to Intesa Sanpaolo Private Banking customers. For the bond component, the Group placed four Intesa Sanpaolo bond issues: a senior fixed-rate bond with a 3.4% annual interest rate maturing in 5 years, a senior, fixe-rate bond with a 3.4% annual interest rate maturing in 2 years, a Tier 2 subordinated fixed-rate bond with a 5% interest rate, and a Tier 2 subordinated floating-rate bond, both with 10-year maturity. Intesa Sanpaolo also issued several Private Placements, both in bond and certificate form.

Regarding third-party issuer placements, June saw the placement of the Mediobanca S.p.A. 7-Year Mixed Rate Bond maturing on 28 June 2031. The Group also participated in the placement of the third and fourth issuances of the BTP Valore government bond.

Lastly, the Group participated in two offers reserved for professional investors of the shares of Next Geosolutions Europe S.p.A., one of Europe’s leading companies operating in the marine geoscience sector and in offshore construction support services, and Smart Capital S.p.A., an evergreen investment holding specialised in minority, private equity and public equity (PIPE) transactions, with a view to investing in Italian mid-cap companies and supporting them in their long-term growth projects.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

OPERATIONS OUTSIDE ITALY

With reference to ordinary activities, **Fideuram Asset Management (Ireland)** continued to act as manager of collective investment products in 2024 (Luxembourg and Italian collective investment undertakings) and of the products developed by the Group’s insurance companies (Italian pension fund). Client Assets in the Luxembourg products offered by Fideuram Asset Management (Ireland) totalled €49.7bn at 31 December 2024, up by €7.4bn, compared to €42.3bn at 31 December 2023. This performance was affected by the positive effect of net inflows of €3bn and the positive impact of markets for €4.4bn on client assets during the period under review. Client assets also include the new range of passive Exchange Traded Funds (ETFs) launched on the stock exchange by Fideuram Asset Management (Ireland) on 26 September 2024. The new passive ETFs are part of the Ailis SICAVs and are strategic to supporting a dynamic evolution of Fideuram - Intesa Sanpaolo Private Banking’s advisory model, with the aim of offering solutions that always put customers at the centre. Within this framework, there are six passive Exchange Traded Funds (ETFs): three equity ETFs that replicate the performance of indices representing the performance of shares of large- and mid-cap companies, diversified by geographic area (Global, Europe and the United States) and three bond ETFs that replicate the performance of the respective indices, spread over different maturities, representing the performance of government bonds issued in the Euro area and giving greater weight to countries with an ESG rating of AA or higher. All ETFs launched are classified as Article 8 under the SFDR. The Client Assets as at 31 December 2024 amounted to €3.5bn. **Fideuram Asset Management UK**, starting from 2023 January 2023, took over the activities previously carried out by the London branch of Fideuram Asset Management (Ireland), undertaking the function of delegated manager of collective savings products (Luxembourg collective investment undertakings) established by Fideuram Asset Management (Ireland) and, with sub-management by the same. Client Assets in the products managed by Fideuram Asset Management UK totalled €4.8bn at 31 December 2024, down by €1.9bn, compared to €6.7bn at 31 December 2023.



Fideuram Asset Management (Ireland) dac



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Reyl & Cie is a Swiss-registered bank headquartered in Geneva with foreign subsidiaries in Europe, the Middle East, Asia and South America. Reyl pursues an innovative development strategy focused on integrated solutions across four lines of business: Wealth Management, Corporate Finance, Asset Services and Asset Management. At 31 December, Reyl’s consolidated Client Assets amounted to CHF18.5bn, of which CHF13.9bn related to the Wealth Management business line, CHF3.6bn to the Asset Services business line and CHF1bn to the Asset Management business line.

Intesa Sanpaolo Wealth Management is a credit institution incorporated in Luxembourg with a branch in Belgium, which provides private banking services to HNW and UHNW customers. The bank holds 100% of the share capital of CBP Quilvest PE Fund GP S.à r.l., which is the general partner of a private equity investment fund. With total assets of more than €10bn, the bank aims to improve its support for HNWI customers by increasing its offering of high value-added services for sophisticated customers. In 2024, the bank continued to strengthen its business relations with other Group entities, as demonstrated by:

- an increase in deposits with other Group entities;
- the implementation of an automatic process to be able to offer fiduciary deposits to Reyl & Cie’s customers;
- the introduction of the first US customers and prospects at Reyl Overseas;
- the transfer of the IT infrastructure hosting and facilities management to Intesa Sanpaolo Servitia.



Reyl & Cie S.A. - Geneva - Registered Office

In line with the Group’s strategy, the bank developed new ESG products and services and, as of the third quarter of 2024, has been able to offer discretionary ESG portfolio management services to customers. In addition, the transformation of internal investment funds into Article 8 funds is underway. Since November 2024, the bank has been working on the development of a new Digital Wealth Management platform in cooperation with Blackrock; the development of these digital services will begin with the Belgian and Luxembourg markets, where the bank already operates.

Alpian is a Swiss digital bank with headquarters in Geneva and offices in Lausanne and Zurich. Its activity consists of offering wealth management and ordinary banking services (payments, multi-currency accounts, debit cards) accessible via mobile device applications. At 31 December 2024, client assets amounted to CHF150m.

Alpian Technologies, based in London, works in close synergy to develop and manage technology solutions for Alpian and the Fideuram Group. Established in 2021, it shares a unified management team and pursues an integrated strategy to optimise digital infrastructure and IT services. The company supports IT developments internationally, in cooperation with the Luxembourg-based bank Intesa Sanpaolo Wealth Management.



ISP House - Headquarters of the Intesa Sanpaolo Group companies present in Luxembourg



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

ASSET AND LIABILITY MANAGEMENT

The tables below show the main items of the statement of financial position compared with the corresponding figures at 31 December 2023.

Consolidated balance sheet

(reclassified - €m)

	31.12.2024	31.12.2023 (*)	CHANGE	
			AMOUNT	%
ASSETS				
Cash and cash equivalents	6,498	5,287	1,211	23
Financial assets measured at fair value through profit or loss	941	719	222	31
Financial assets measured at fair value through other comprehensive income	3,338	3,360	(22)	-1
Debt securities measured at amortised cost	20,976	19,504	1,472	8
Loans to banks	11,966	9,483	2,483	26
Loans to customers	14,022	14,372	(350)	-2
Hedging derivatives	303	257	46	18
Equity investments	229	236	(7)	-3
Property and equipment and intangible assets	1,223	1,237	(14)	-1
Tax assets	186	216	(30)	-14
Other assets	2,066	1,806	260	14
TOTAL ASSETS	61,748	56,477	5,271	9

	31.12.2024	31.12.2023 (*)	CHANGE	
			AMOUNT	%
LIABILITIES				
Due to banks	4,719	3,955	764	19
Due to customers	48,198	46,170	2,028	4
Financial liabilities held for trading	32	52	(20)	-38
Hedging derivatives	288	362	(74)	-20
Tax liabilities	112	149	(37)	-25
Other liabilities	1,889	1,965	(76)	-4
Provisions for risks and charges	710	591	119	20
Share capital, reserves and equity instruments	4,264	3,012	1,252	42
Interim dividends	-	(1,200)	1,200	-100
Equity attributable to non-controlling interests	19	18	1	6
Net profit	1,517	1,403	114	8
TOTAL LIABILITIES	61,748	56,477	5,271	9

(*) Figures restated on a consistent basis to take account of changes in the scope of consolidation.



Quarterly consolidated balance sheets

(reclassified - €m)

	31.12.2024	30.9.2024	30.6.2024 (*)	31.3.2024 (*)	31.12.2023 (*)	30.9.2023 (*)	30.6.2023 (*)	31.3.2023 (*)
ASSETS								
Cash and cash equivalents	6,498	6,693	5,721	7,156	5,287	4,295	4,625	5,775
Financial assets measured at fair value through profit or loss	941	897	736	765	719	671	639	655
Financial assets measured at fair value through other comprehensive income	3,338	3,105	3,065	3,126	3,360	3,369	3,431	3,296
Debt securities measured at amortised cost	20,976	19,898	19,437	19,104	19,504	18,681	19,128	19,333
Loans to banks	11,966	10,688	10,685	9,572	9,483	10,998	10,377	11,939
Loans to customers	14,022	13,709	13,683	13,559	14,372	14,412	14,632	14,794
Hedging derivatives	303	314	251	258	257	322	295	287
Equity investments	229	225	238	237	236	241	243	230
Property and equipment and intangible assets	1,223	1,217	1,195	1,212	1,237	1,207	1,222	1,231
Tax assets	186	173	200	214	216	250	248	254
Other assets	2,066	1,877	1,971	1,903	1,806	1,796	2,014	1,866
TOTAL ASSETS	61,748	58,796	57,182	57,106	56,477	56,242	56,854	59,660
LIABILITIES								
Due to banks	4,719	5,221	4,634	4,745	3,955	4,561	3,905	5,599
Due to customers	48,198	44,997	43,774	44,217	46,170	44,757	46,035	46,764
Financial liabilities held for trading	32	37	19	32	52	33	24	44
Hedging derivatives	288	323	268	318	362	307	339	367
Tax liabilities	112	190	234	199	149	184	132	159
Other liabilities	1,889	1,943	2,655	2,354	1,965	1,887	2,247	2,011
Provisions for risks and charges	710	619	590	622	591	509	515	536
Share capital, reserves and equity instruments	4,264	4,268	4,183	5,386	3,012	2,928	2,924	3,812
Interim dividends	-	-	-	(1,200)	(1,200)	-	-	-
Equity attributable to non-controlling interests	19	19	10	14	18	13	17	21
Net profit	1,517	1,179	815	419	1,403	1,063	716	347
TOTAL LIABILITIES	61,748	58,796	57,182	57,106	56,477	56,242	56,854	59,660

(*) Figures restated on a consistent basis to take account of changes in the scope of consolidation.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

€25.6_{bn}

Financial assets

.....

€320_m

Financial liabilities

.....

Cash and cash equivalents
(€m)

	31.12.2024	31.12.2023	CHANGE	
			AMOUNT	%
Cash	53	59	(6)	-10
Demand deposits with Central Banks	3,673	2,560	1,113	43
Current accounts with banks	2,772	2,668	104	4
Total	6,498	5,287	1,211	23

Cash and cash equivalents include cash and all items due from banks on demand. At 31 December 2024, the item showed a balance of €6.5bn, up by €1.2bn compared to the end of 2023, as a result of higher liquidity held in sight deposits with Central Banks (+€1.1bn) and bank current accounts (+€104m).

Financial assets
(€m)

	31.12.2024	31.12.2023	CHANGE	
			AMOUNT	%
Financial assets measured at fair value through profit or loss	941	719	222	31
Financial assets measured at fair value through other comprehensive income	3,338	3,360	(22)	-1
Debt securities measured at amortised cost	20,976	19,504	1,472	8
Hedging derivatives	303	257	46	18
Total	25,558	23,840	1,718	7

The Group's **financial assets**, equal to €25.6bn, increased by €1.7bn compared to the amount at the end of 2023, mainly due to the increase in debt securities in the portfolio at amortised cost (+€1.5bn) and in financial assets measured at fair value through other comprehensive income (+€222m), due to new purchases made in the year.

The table below shows the book value of the Group's exposure to sovereign credit risk.
(€m)

	FINANCIAL ASSETS MEASURED AT AMORTISED COST (*)	FINANCIAL ASSETS MEASURED AT FAIR VALUE THROUGH OTHER COMPREHENSIVE INCOME	TOTAL
Italy	1,759	114	1,873
Spain	-	420	420
France	-	128	128
Belgium	-	101	101
Germany	-	82	82
United States	8	42	50
Netherlands	-	39	39
Switzerland	30	-	30
Portugal	-	19	19
Iceland	-	9	9
Luxembourg	-	8	8
Total	1,797	962	2,759

(*) Italian government bonds, with a face value of €200m, are covered by financial-guarantee contracts.

Financial liabilities
(€m)

	31.12.2024	31.12.2023	CHANGE	
			AMOUNT	%
Financial liabilities held for trading	32	52	(20)	-38
Hedging derivatives	288	362	(74)	-20
Total	320	414	(94)	-23

Financial liabilities totalled €320m, consisting entirely of financial derivatives. Compared to 31 December 2023, the item showed a decrease of €94m, mainly attributable to the positive changes in the fair value of derivatives in the portfolio.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

€12_{bn}

Loans to banks

€14_{bn}

Loans to customers

€4.7_{bn}

Due to banks

€48.2_{bn}

Due to customers

Loans to banks
(€m)

	31.12.2024	31.12.2023	CHANGE	
			AMOUNT	%
Due from Central Banks	69	46	23	50
Term deposits	10,705	8,361	2,344	28
Other	1,192	1,076	116	11
Total	11,966	9,483	2,483	26

Loans to banks, amounting to €12bn, increased by €2.5bn compared to 31 December 2023, mainly attributable to the increase in deposits at maturity with Intesa Sanpaolo (+€2.3bn).

Due to banks
(€m)

	31.12.2024	31.12.2023	CHANGE	
			AMOUNT	%
Current accounts	902	295	607	n.s.
Term deposits	1,306	1,516	(210)	-14
Repurchase agreements	584	1,548	(964)	-62
Debts for leases	95	105	(10)	-10
Other	1,832	491	1,341	n.s.
Total	4,719	3,955	764	19

n.s.: not significant

Due to banks, amounting to €4.7bn, increased by €764m compared to 31 December 2023. This increase was driven by the growth in other loans payable (+€1.3bn) and current accounts (+€607m). Repurchase agreements (-€964m) and Term deposits (-€210m) moved in the opposite direction. The increase in other debts is attributable to a €1.25bn senior non-preferred loan, paid out by Intesa Sanpaolo to Fideuram in the first quarter of 2024, as part of capital consolidation measures required by new regulatory developments related to MREL (Minimum Requirement for own funds and Eligible Liabilities) and the Daisy Chain rule (deduction from Own Funds of the value of controlling interests in EU banks held by subholdings belonging to banking groups).

The Group continued to be a **net lender on the interbank market**, with net interbank deposits of €10bn, in addition to €14.7bn in loans receivable (of which €13.7bn to Intesa Sanpaolo Group companies) and €4.7bn in loans payable (of which €3.8bn to Intesa Sanpaolo Group companies).

Loans to customers
(€m)

	31.12.2024	31.12.2023	CHANGE	
			AMOUNT	%
Current accounts	10,321	10,439	(118)	-1
Loans	1,540	1,926	(386)	-20
Other	2,057	1,941	116	6
Non-performing assets	104	66	38	58
Total	14,022	14,372	(350)	-2

Loans to customers totalled €14bn and mainly comprised short-term loans (repayable within 12 months or revocable loans without a specified term). The decrease of €350m compared to 31 December 2023 was mainly due to the drop in mortgages (-€386m) and current account loans (-€118m), partly offset by the increase in other loans (+€116m). Net problem loans, representing a minimal amount in the portfolio, totalled €104m with an increase of €38m on the figure at 31 December 2023. In detail: non-performing loans amounted to €42m, up by €16m compared to the balance at the end of 2023; unlikely-to-pay loans totalled €55m, up €27m from 31 December 2023; past due or overdue loans amounted to €7m, down €5m compared to the end of 2023.

Due to customers
(€m)

	31.12.2024	31.12.2023	CHANGE	
			AMOUNT	%
Current accounts	38,662	35,438	3,224	9
Term deposits	9,195	10,286	(1,091)	-11
Repurchase agreements	5	6	(1)	-17
Debts for leases	171	197	(26)	-13
Other	165	243	(78)	-32
Total	48,198	46,170	2,028	4

Due to customers, amounting to €48.2bn, increased by €2bn compared with the balance as at December 2023, due to the growth in current account inflows (+€3.2bn), partly offset by the reduction in term deposits (-€1.1bn).



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

€1.2_{bn}

Property and
equipment and
intangible assets

Property and equipment and intangible assets
(€m)

	31.12.2024	31.12.2023	CHANGE	
			AMOUNT	%
Rights of use of leased assets	268	303	(35)	-12
Owned real estate	50	51	(1)	-2
Other property and equipment	23	22	1	5
Property and equipment	341	376	(35)	-9
Goodwill	447	424	23	5
Intangible Client Assets	270	292	(22)	-8
Software	165	145	20	14
Intangible assets	882	861	21	2
Total property and equipment and intangible assets	1,223	1,237	(14)	-1

Property and equipment and intangible assets, at €1.2bn, were largely unchanged from last year’s balance. Intangible assets refer to the valuation of Client Assets with the acquisition of the Reyl Group (€86m), the UBI Top Private branch (€68m), Intesa Sanpaolo Wealth Management (€61m), and IW Private Investments (€55m). Goodwill of €447m comprises €237m attributable to the Reyl Group, €140m attributable to Private classes acquired by Intesa Sanpaolo Private Banking, €42m to Intesa Sanpaolo Wealth Management and €28m to Alpian.

Alpian is a Swiss digital bank in the start-up phase, providing private banking and financial advice to upper affluent/low private customers. In August 2024, the company completed a capital increase for a total of CHF40m in which Fideuram participated for CHF39m (including the unopted portion); in addition, in September 2024, Fideuram and Reyl exercised an anti-dilution option, thereby subscribing to a further capital increase of approximately CHF2m. Upon completion of the transaction, the Group increased its stake in Alpian from 41.6% to 61.6% (of which 51.1% held by Fideuram and 10.5% held by Reyl), gaining control of the company. In total, the acquisition cost amounted to CHF70m (€74m), and a comparison of this cost with the Group’s share of Alpian’s equity showed a difference of CHF32m (€34m). The acquisition cost allocation process ended in the fourth quarter of 2024 with the recognition of goodwill of CHF26m (€28m).

Provisions for risks and charges at 31 December 2024 were up €119m on the figure at the end of 2023, as shown below.

Provisions for risks and charges
(€m)

	31.12.2024	31.12.2023	CHANGE	
			AMOUNT	%
Personal Financial Advisers' termination indemnities	284	263	21	8
Personnel expenses	182	147	35	24
Network Loyalty Schemes	167	98	69	70
Litigation, securities in default and complaints	73	79	(6)	-8
Other	4	4	-	-
Total	710	591	119	20

Provision for the Personal Financial Advisers’ termination indemnities increased by €21m due to provisions for the period. The provision for personnel expenses increased by €35m, mainly due to higher provisions for retirement and staff leaving incentives. The provisions for Network Loyalty Schemes increased by €69m mainly due to the increases in the fair value of insurance policies made to cover the Personal Financial Advisers. The provision for litigation, disputes, securities in default and complaints was down €6m compared to the end of 2023, as a result of utilisation during the period.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

€5.8bn

Shareholders' equity

SHAREHOLDERS' EQUITY

Group shareholders' equity, including net profit for the year, totalled €5.8bn at 31 December 2024, having changed as follows:

Group shareholders' equity (€m)

Shareholders' equity at 31 December 2023	3,215
Intesa Sanpaolo capital payment	1,000
Change in valuation reserves	57
Change in equity instruments	(6)
Other changes	(2)
Net profit	1,517
Shareholders' equity at 31 December 2024	5,781

The capital contribution of €1bn made by Intesa Sanpaolo to Fideuram in the first quarter of 2024 is part of the capital consolidation measures required by new regulatory developments concerning the deduction from Own Funds of the value of controlling interests in EU banks held by subholdings belonging to banking groups (Daisy Chain). Valuation reserves at 31 December 2024, amounting to €128m, showed an increase of €57m compared to 31 December 2023, mainly attributable to the increase in cash flow hedge reserves.

Reconciliation of the shareholders' equity and net profit of the Parent Company Fideuram S.p.A. with those of the Group (€m)

	31.12.2024	
	SHAREHOLDERS' EQUITY	INCLUDING: NET PROFIT
Parent company's balances	4,327	1,209
Net profit of subsidiaries consolidated line-by-line	889	889
Effect of consolidation of subsidiaries and associated companies	377	25
Reversal of impairment losses on equity investments	102	-
Valuation reserves of subsidiaries consolidated line-by-line	68	-
Equity instruments of fully consolidated companies	18	-
Dividend income from Group companies	-	(606)
Consolidated balances	5,781	1,517

Fideuram S.p.A.'s own funds and main capital ratios at 31 December 2024 are shown below.

Fideuram S.p.A. Capital Ratios (€m)

	31.12.2024	31.12.2023
CET1	2,204	1,786
Tier 1	2,204	1,786
Own funds	2,204	1,786
Total risk-weighted assets	8,170	8,542
CET1 Ratio	27.0%	20.9%
Tier 1 Ratio	27.0%	20.9%
Total Capital Ratio	27.0%	20.9%

As a member of the Intesa Sanpaolo Banking Group, Fideuram is subject to the laws and regulations regarding capital requirements on the basis of its separate accounts, but is not required to present this information on a consolidated basis. In order to provide comprehensive information, the Group voluntarily estimates its consolidated capital requirements, taking its membership of the Intesa Sanpaolo Banking Group into account. At 31 December 2024, this calculation showed a Common Equity Tier 1 ratio of 27.5% (18.4% at 31 December 2023) and a Total Capital Ratio of 27.7% (18.6% at 31 December 2023). The increase in ratios was mainly attributable to the aforementioned capital contribution of €1bn made by Intesa Sanpaolo to Fideuram.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

3.8.2 Productive capital

Productive capital includes property owned, the organisation of bank branches and Personal Financial Advisers’ offices at territorial level, and all the equipment needed to conduct the Group’s business.

MATERIAL TOPICS
Customer satisfaction
Accessibility of services for customers with physical disabilities
WHY TOPICS ARE MATERIAL
The Personal Financial Adviser occupies a central role in the Group’s business model, publicising and promoting banking services outside bank premises. The meeting between the client and Personal Financial Adviser is central to the relationship of trust that is established; therefore, the Group makes an extensive network of Branches and Of-fices available to Personal Financial Advisers.
Of particular importance for the Group is its ability to interact with all customers at its structures, thus eliminating architectural barriers and equipping ATMs with special interfaces.
CORPORATE POLICIES
The Group applies in full the “Principles of Safety” governance document, which sets out the rules and conduct necessary to optimise security measures and, consequently, minimise risks to people and property.

250

Bank
Branches

392

Personal Financial
Advisers’ Offices

Bank Branches and Personal Financial Advisers’ offices of the Group (No.)

	2024	2023	2022
Bank branches - Fideuram Network	105	112	115
Bank branches - Intesa Sanpaolo Private Banking Network	139	145	146
- of which High an Ultra Hight Net Worth Individual Branches	9	10	9
Bank branches outside Italy	6	6	7
Total Bank Branches	250	263	268
Personal financial advisers' offices - Fideuram Network	208	206	204
Personal financial advisers' offices - Sanpaolo Invest Network	110	119	117
Personal financial advisers' offices - IW Private Investments Network	63	65	67
- of which Wealth Management Unit	6	6	6
Personal financial advisers' offices - Intesa Sanpaolo Private Banking Network	4	4	4
Personal financial advisers' offices outside Italy	7	8	7
Total Personal Financial Advisers' Offices	392	402	399

LOGISTICS STRUCTURE SUPPORTING THE NETWORKS

The Personal Financial Advisers are supported in their work by a logistics structure consisting of 244 bank branches across Italy (105 in the Fideuram Network, 139 in the Intesa Sanpaolo Private Banking Network) and 6 branches outside Italy (Brussels, Gand, Geneva, Lugano, Luxembourg and Zurich), as well as 392 Personal Financial Advisers’ Offices (208 in the Fideuram Network, 110 in the Sanpaolo Invest Network, 63 in the IW Private Investments Network, 4 in the Intesa Sanpaolo Private Banking Network, and 7 in the Foreign Network).

During 2024, there was continued strengthening of the operational synergies between the Networks, which included increasing the number of shared offices where Personal Financial Advisers of the Fideuram, Sanpaolo Invest and IW Private Investments Networks.
In 2025, the goal is to further consolidate the integration and sharing of space among Networks, in line with common commercial strategies.

GEOGRAPHICAL DISTRIBUTION OF NETWORKS

For the provision of investment services, the Group is assisted by the Fideuram, Sanpaolo Invest, IW Private Invest-ments and Intesa Sanpaolo Private Banking Networks, located and operating throughout the country; abroad, it works with the Network composed of Reyl & Cie and Intesa Sanpaolo Wealth Management, operating in Switzer-land, Luxembourg and Belgium.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

The four Italian Networks are organised into Areas. Each Area is sized to suit the business potential of the territory concerned and may cover several regions or just a few provinces.

In 2024 the following commercial areas were confirmed: 12 areas of the Fideuram Network, 6 areas of the Sanpaolo Invest Network, 7 areas of the IW Private Investments Network and 9 areas for the Intesa Sanpaolo Private Banking Network.

As of 1 January 2025, the new structure of the commercial areas in which the Fideuram, Sanpaolo Invest and IW Private Investments Networks are divided, at territorial level, came into force. The new organization of the Networks, in line with the strategy started in previous years, provides for a greater enhancement of female talents and the renewal of structures, through the appointment of young managers to replace those who progressively reach retirement age. The renewal of the Network’s managerial structures is aimed at achieving business development objectives in terms of dimensional growth and recruitment, for a more effective management of the change process with particular reference to inclusion, innovation and dissemination of a digital culture, in line with the 2022-2025 business plan. The new structure is linked to the different needs that the reference context requires, in terms of:

- an improvement in the managerial coordination of the more than 5,000 financial advisors of the Networks;
- widespread local coverage for an increasingly more dedicated and adequate quality of service offered to customers;
- achievement of the challenging objectives of growth, innovation and the dissemination of a digital culture;
- a focus on the differentiated and dedicated management of financial advisors, with widespread oversight and an emphasis on training and professional growth.

OFFICE REORGANISATION

During 2024, the rationalization and optimization of real estate assets continued, with the dual objective of improving the quality of agencies and curbing costs. Efficiencies in Italy have continued since the beginning of the year, involving the Fideuram, Sanpaolo Invest and IW Private Investments Networks. There have been numerous transfers to new locations within the same municipality such as Civitavecchia, L’Aquila, Milan, Novara, Pesaro, Rieti, Rivoli and Treviso, in addition to important transfers, in the same municipality, in Rome - Via De Sanctis and Turin at the headquarters of the Group in Piazza San Carlo. For the Intesa Sanpaolo Private Banking Network, the offices in Alba, Bergamo, Cerea, Cuneo, Milan - San Gotardo and Schio were closed in 2024. Lastly, the Treviso offices in the same municipality and the North Lombardy Private Area in the municipality of Bergamo were transferred.

The area structures of the five Networks are shown below.

Area Structure of the Fideuram Network

31.12.2024		31.12.2023
AREA	REGIONS	REGIONS
1	Piedmont (provinces of Biella, Turin, Verbania and Vercelli) Sardinia and Aosta Valley	Piedmont and Valle d'Aosta
2	Lombardy (provinces of Como, part of the province of Milan and Varese)	Lombardy (provinces of Como, Lecco, part of the province of Milan, Sondrio and Varese)
3	Lombardy (provinces of Bergamo, Lecco, part of the province of Milan, Monza-Brianza and Sondrio)	Lombardy (provinces of Bergamo, part of the province of Milan and Monza-Brianza)
4	Lombardy (provinces of Brescia, Cremona, Lodi and Mantua) and Veneto (province of Verona)	Lombardy (provinces of Brescia, Cremona, Lodi and Mantua) and Veneto (province of Verona)
5	Friuli Venezia Giulia, Trentino Alto Adige and Veneto (excluding the province of Verona)	Friuli Venezia Giulia, Trentino Alto Adige and Veneto (excluding the province of Verona)
6	Lombardy (province of Pavia) and Piedmont (provinces of Alessandria, Asti, Cuneo and Novara)	Liguria and Lombardy (province of Pavia)
7	Liguria	Emilia Romagna
8	Emilia Romagna	Tuscany
9	Tuscany	Lazio
10	Lazio	Abruzzo, Basilicata, Marche, Molise, Puglia, Sardinia and Umbria
11	Abruzzo, Basilicata, Marche, Molise, Puglia and Umbria	Calabria, Campania and Sicily
12	Calabria, Campania and Sicily	



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Area Structure of the Sanpaolo Invest Network

31.12.2024		31.12.2023
AREA	REGIONS	REGIONS
1	Liguria, Lombardy, Piedmont, Valle d'Aosta and Veneto (province of Verona)	Liguria, Lombardy, Piedmont, Valle d'Aosta and Veneto (province of Verona)
2	Friuli Venezia Giulia, Trentino Alto Adige and Veneto (excluding the province of Verona)	Friuli Venezia Giulia, Trentino Alto Adige and Veneto (excluding the province of Verona)
3	Abruzzo, Emilia Romagna, Marche, Molise, Tuscany and Umbria	Abruzzo, Emilia Romagna, Marche, Molise, Tuscany and Umbria
4	Lazio	Lazio
5	Basilicata and Puglia	Basilicata and Puglia
6	Calabria, Campania and Sicily	Calabria, Campania and Sicily



Fideuram and Sanpaolo Invest - Lecce Office

Area Structure of the IW Private Investments Network

1.1.2025		31.12.2024	31.12.2023
AREA	REGIONS	REGIONS	REGIONS
1	Emilia Romagna (provinces of Bologna, Modena and Rimini), Lombardy (provinces of Como, Lodi, Milan, Monza-Brianza and Varese) and Marche	Emilia Romagna (provinces of Bologna, Forli-Cesena, Modena and Rimini), Lombardy (provinces of Como, Lodi, Milan, Monza-Brianza and Varese) and Marche	Emilia Romagna (provinces of Bologna, Forli-Cesena, Modena and Rimini), Lombardy (provinces of Lodi, Milan, Monza-Brianza and Pavia) and Marche
2	Lazio (province of Rieti), Liguria, Piemonte (province of Cuneo), Tuscany and Umbria	Lazio (province of Rieti), Tuscany and Umbria	Lazio (province of Rieti), Tuscany and Umbria
3	Basilicata, Calabria, Campania, Puglia and Sicily	Basilicata, Calabria, Campania, Puglia and Sicily	Basilicata, Calabria, Campania, Puglia and Sicily
4	Abruzzo, Lazio (excluding the province of Rieti), Molise and Sardinia	Abruzzo, Lazio (excluding the province of Rieti) and Sardinia	Abruzzo, Lazio (excluding the province of Rieti) and Sardinia
5 - Wealth Management	Abruzzo (province of Pescara), Lazio (Province of Rome), Liguria (province of Genoa), Lombardy (provinces of Milan, Monza-Brianza), Piedmont (province of Turin) and Tuscany (province of Florence)	Abruzzo (province of Pescara), Lazio (Province of Rome), Liguria (province of Genoa), Lombardy (province of Milan, Monza-Brianza), Piedmont (province of Turin) and Tuscany (province of Florence)	
6	Emilia Romagna (provinces of Parma and Piacenza), Friuli Venezia Giulia, Lombardy (provinces of Bergamo, Brescia, Como, Cremona, Lecco and Mantua) and Veneto	Emilia Romagna (provinces of Parma and Piacenza), Friuli Venezia Giulia, Lombardy (provinces of Bergamo, Brescia, Como, Cremona, Lecco, Varese and Mantua) and Veneto	Emilia Romagna (provinces of Parma and Piacenza), Lombardy (provinces of Bergamo, Brescia, Cremona and Mantua) and Veneto (provinces of Padua and Verona)
7	Piedmont (with the exception of the province of Cuneo) and Aosta Valley	Liguria and Piedmont	Liguria and Piedmont
9			Lombardy (provinces of Como, Lecco, Milan, Monza-Brianza and Varese), Friuli Venezia Giulia, Veneto (provinces of Belluno, Padua, Treviso and Vicenza)
11 - Wealth Management			Abruzzo (province of Pescara), Lazio (province of Rome), Liguria (province of Genoa), Lombardy (province of Milan), Piedmont (province of Turin) and Tuscany (province of Florence)



[ABOUT THIS REPORT](#)

[OUR IDENTITY](#)

[GROUP STRUCTURE](#)

[HIGHLIGHTS](#)

[KEY PERFORMANCE INDICATORS](#)

[INTRODUCTORY NOTE](#)

[CHAIRMAN'S STATEMENT](#)

[CHIEF EXECUTIVE OFFICER'S STATEMENT](#)

[1. BUSINESS MODEL](#)

[2. EXTERNAL CONTEXT AND STRATEGIES](#)

[3. PERFORMANCE](#)

[4. GOVERNANCE](#)

[5. CONSOLIDATED FINANCIAL STATEMENTS](#)

[6. INDEPENDENT AUDITORS' REPORT](#)

[7. SCHEDULES](#)

[8. GLOSSARY](#)

[9. CONTACT US](#)

Area Structure of the Intesa Sanpaolo Private Banking Network

31.12.2024		31.12.2023	
AREA	REGIONS	AREA	REGIONS
Centre Area	Abruzzo, Lazio, Marche (excluding the province of Pesaro Urbino), Sardinia and Umbria	Centre and Islands area	Abruzzo, Lazio, Marche (excluding the province of Pesaro Urbino), Sardinia and Sicily
Emilia and Romagna Area	Emilia Romagna and Marche (only the province of Pesaro Urbino)	Emilia and Romagna Area	Emilia Romagna and Marche (only the province of Pesaro Urbino)
Northern Lombardy Area	Lombardy (provinces of Bergamo, Como, Lecco, part of province of Milan excluding the municipality of Milan and Varese)	Northern Lombardy Area	Lombardy (provinces of Bergamo, Como, Lecco, part of province of Milan excluding the municipality of Milan, Sondrio and Varese)
Southern Lombardy Area	Lombardy (provinces of Brescia, Cremona, Lodi, Mantua, part of the province of Milan, excluding the municipality of Milan, Monza-Brianza and Pavia)	Southern Lombardy Area	Lombardy (provinces of Brescia, Cremona, Lodi, Mantua, Monza-Brianza and Pavia)
Milan Area	Lombardy (only municipality of Milan)	Milan Area	Lombardy (only municipality of Milan)
North East Area	Friuli Venezia Giulia, Trentino Alto Adige and Veneto	North East Area	Friuli Venezia Giulia, Trentino Alto Adige and Veneto
South Piedmont, Liguria and Tuscany Area	Liguria, Piedmont (provinces of Alessandria, Asti and Cuneo) and Toscana	Piedmont South, Liguria, Tuscany and Umbria Area	Liguria, Piedmont (provinces of Alba, Asti and Cuneo), Tuscany and Umbria
South Area	Basilicata, Calabria, Campania, Molise, Puglia and Sicily	South Area	Basilicata, Calabria, Campania, Molise and Puglia
Val d'Aosta, Northern Piedmont and Turin Area	Piedmont (provinces of Biella, Novara, Turin, Verbania, Vercelli) and Valle d'Aosta	Val d'Aosta, Northern Piedmont and Turin Area	Piedmont (provinces of Biella, Novara, Turin, Verbania, Vercelli) and Valle d'Aosta

Area Structure of the International Network (*)

31.12.2024		31.12.2023	
Foreign Network	NATIONS		NATIONS
	Belgium - Brussels and Ghent Luxembourg - Luxembourg Switzerland - Geneva, Lugano and Zurich		Belgium - Brussels and Ghent Luxembourg - Luxembourg Switzerland - Lugano, Geneva and Zurich

(*) The foreign network includes the commercial structure of the Reyl Group and Intesa Sanpaolo Wealth Management.

ACCESSIBILITY OF SERVICES

To guarantee disabled access to our branches, necessary facilities are installed at new offices, so as to eliminate the architectural barriers, while work to adapt existing branches continues, where possible. The same focus concerns accessibility to ATMs, with their adaptation to include a specific interface aimed at the needs of blind and visually impaired customers, and the installation of the ATMs lower down, where possible.

The Group owns the following properties, which it uses to conduct its business:

- 31 Piazzale Giulio Douhet, Rome;
- 44 Via Cicerone, Rome;
- Riva Caccia 1a, Lugano.



Fideuram - Forlì Branch.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Fideuram Group – Area Coverage – Logistics Structure and Geographical Distribution of Personal Financial Advisers
(No.)

		BANK BRANCHES			PERSONAL FINANCIAL ADVISERS' OFFICES			PERSONAL FINANCIAL ADVISERS		
		2024	2023	2022	2024	2023	2022	2024	2023	2022
Italy	Piedmont	35	37	38	50	50	48	866	880	855
	Valle d’Aosta	1	1	1	2	2	2	11	11	13
	Liguria	10	11	11	28	28	27	293	296	296
	Lombardy	55	58	59	61	60	60	1,644	1,560	1,538
	Veneto	25	27	26	28	28	28	540	535	533
	Friuli-Venezia Giulia	6	6	6	10	10	10	125	126	131
	Trentino Alto Adige	4	4	4	7	7	7	40	43	46
	Emilia Romagna	24	24	24	37	37	37	617	619	610
	Tuscany	20	21	23	44	44	44	640	649	616
	Umbria	3	3	3	8	9	9	91	87	84
	Marche	6	6	6	16	16	16	151	147	150
	Lazio	14	16	16	33	35	34	862	812	817
	Abruzzo	4	4	4	13	13	13	99	97	95
	Molise	-	-	-	2	2	2	14	13	16
	Campania	15	17	17	18	21	21	356	344	363
	Basilicata	-	-	-	2	2	2	13	13	14
	Puglia	8	8	9	9	11	13	133	133	147
	Calabria	4	4	4	3	4	4	33	37	37
	Sicily	7	7	7	10	11	11	146	148	150
	Sardinia	3	3	3	4	4	4	46	43	44
Outside Italy	Fideuram Direct	-	-	-	-	-	-	8	9	-
	Reyl Group	3	3	3	7	8	7	46	50	52
	Intesa Sanpaolo Wealth Management	3	3	4	-	-	-	40	44	41
Total		250	263	268	392	402	399	6,814	6,696	6,648



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

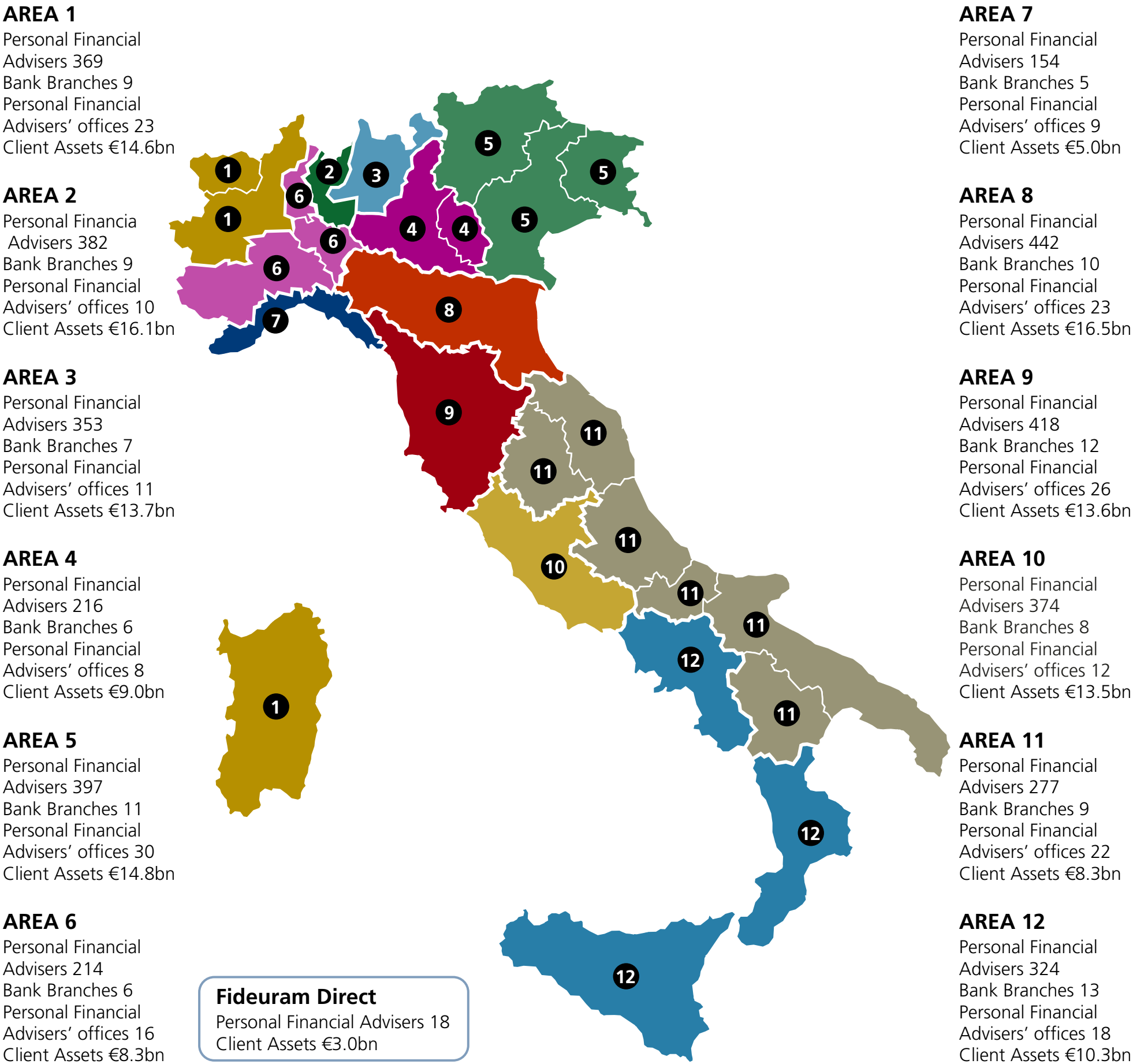
8. GLOSSARY

9. CONTACT US

Distribution by Sales Areas of the four Group Italian Networks

The commercial distribution of the Fideuram, Sanpaolo Invest and Intesa Sanpaolo Private Banking Networks as from 31 December 2024, and the new commercial distribution of IW Private Investments, operational as from 1 January 2025, are shown below.

Fideuram Network: 12 Areas



Sanpaolo Invest Network: 6 Areas



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

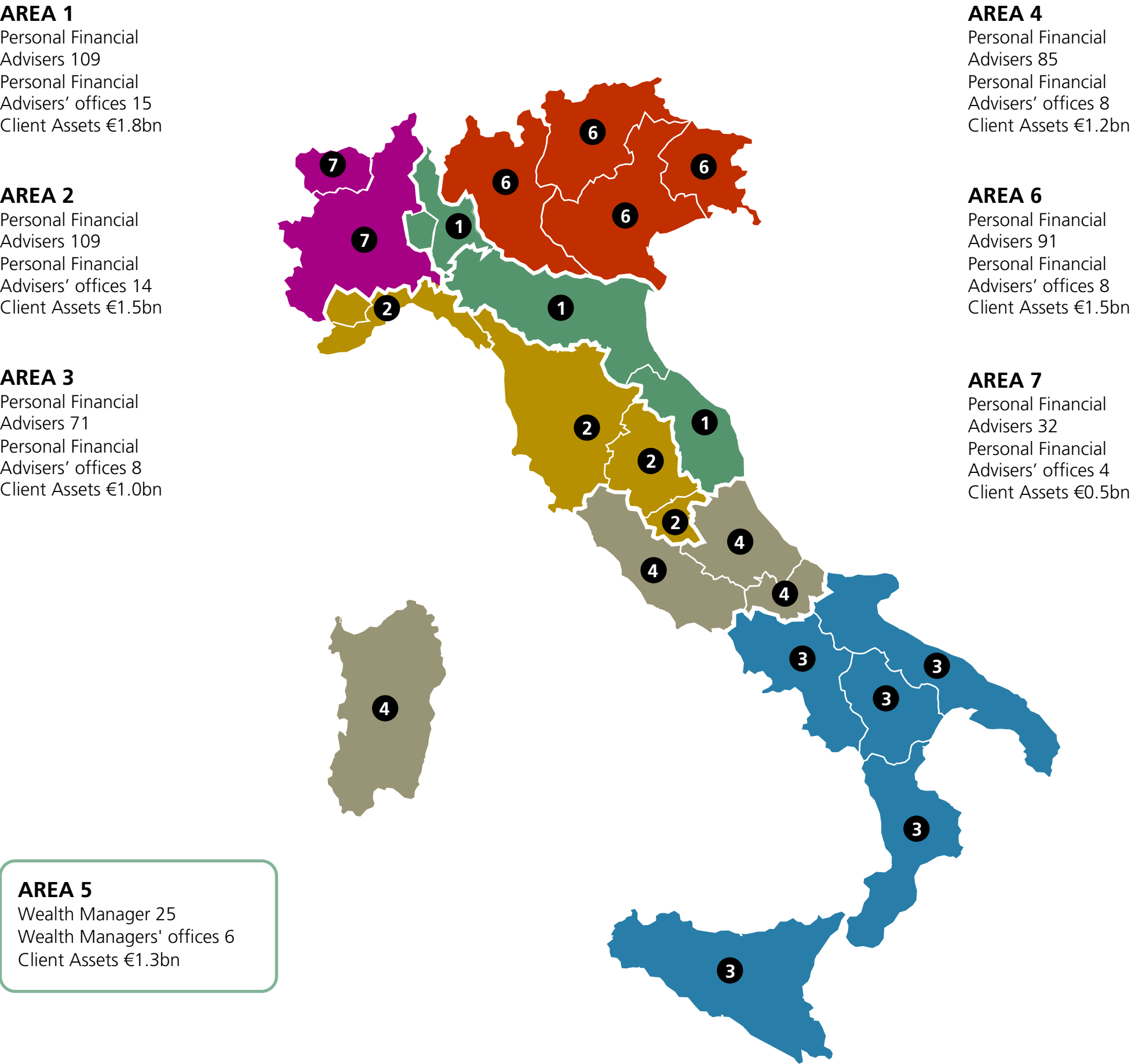
6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

IW Private Investments Network: 7 Areas



Intesa Sanpaolo Private Banking Network: 9 Areas



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

3.8.3 Intellectual capital

Intellectual capital includes knowledge-based intangible assets such as intellectual property (copyright, software, rights and licenses) and organisational capital (systems and procedures).

MATERIAL TOPICS	WHY TOPICS ARE MATERIAL	CORPORATE POLICIES
Management of customer portfolios Transparent management of customer portfolios Focus on customers who are High Net Worth Individuals Development of sales networks and dissemination of financial literacy and a sustainability culture New tools available to customers Development of advisory services anticipating market demands Consolidating tools used in advisory services Privacy and Data Security Protection of customers’ personal data (data security) Cybersecurity and data protection Cyber fraud prevention and customer information Adequacy of controls over the distribution networks Data management Innovation and Digitalisation Impact of Artificial Intelligence on Business Processes Adoption of sustainable technologies aligned with the best industry standards (e.g.: online banking, digital signatures, cloud storage, Direct Banking)	Offering professional and cutting-edge advisory services underpins the Group’s competitiveness; these services are all-encompassing, also covering customer needs that are not purely financially based. Innovation of additional services and investment products is at the heart of company operations and involves the tools supporting advisory services, whereby customers access services via other channels rather than the traditional channel. The focus is on HNWI (High Net-Worth Individuals) customers, i.e. Individuals with a financial wealth exceeding 10 million euros. This allows for economies of scale and guarantees sustainable value creation over time. The Group has set itself the objective of providing clear and transparent information to customers, using simple language in documentation, which makes it easier to understand the characteristics of the products and services offered, as well as the applicable financial conditions. The offering of products and services is based on customers’ knowledge level and propensity to risk. The Group deems IT security to be of strategic importance with regard to data protection, in light of customers’ increased propensity to use online services. The introduction of artificial intelligence is transforming business processes, making daily operations more efficient and optimising resource management. The adoption of sustainable technologies, aligned with the best industry standards, plays a fundamental role in this change.	CORPORATE POLICIES In providing its investment services, the Group applies the provisions of the MiFID 2 EU Directive, whilst its audit functions monitor whether internal procedures are appropriate on the basis of preventive validation and ongoing verification, and whether they are compliant. The Group assigns strategic importance to the protection of data and processes managed within its units, safeguarding colleagues and customers interests and rights, both when developing new services and solutions, as well as in the operational management of company activities. The evolution of technology in use, the changes in operational processes resulting from their automation and continuous evolution of the economic system can impact corporate levels of cyber security risk, the effective monitoring of which contributes to mitigating cyber risk. Special attention is given to the processing of personal data based on a process that aims to define the protection logic for data by identifying potential non-compliance risks (in relation to the nature, object, context and purposes of processing) and the appropriate technical and organisational measures to mitigate these risks, starting in the design stages and over the course of the entire data processing life cycle. Privacy by Design (term referring to data protection from the time of design), therefore ensures that processing complies with legislative requirements and that data is processed with the necessary measures securely in place, from the time the data is collected until its erasure. The Group intends to use Artificial Intelligence in full compliance with the principles safeguarding the public interests of the European Union, and from this perspective it has developed Guidelines for the use of artificial intelligence which, in defining roles, responsibilities and macro-processes, serve as a guide in its use and which will be adapted over time on the basis of regulatory developments.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

	2024	2023	2022
Customers subscribed to Advanced Advisory Services (No.)	67,201	61,827	61,788
Advanced Advisory Service Client Assets (€m)	58,517	48,340	42,071

ADVISORY SERVICES

MAIN OBJECTIVES FOR 2024	ACTIONS AND RESULTS ACHIEVED
Introduction of four new questions in the MiFID profiling questionnaire to further detail customers’ sustainability preferences.	During 2024, activities to integrate and enhance sustainability within the basic and advanced advisory model for the Financial Adviser Networks continued. In particular, since 23 December 2024, the MiFID profiling questionnaire has included four new questions that allow the customer to provide further details of their interest in the sustainability characteristics of financial products, indicating their preference for: • products that make eco-sustainable investments, in line with the provisions of the Taxonomy Regulation and sustainable investments, in accordance with the provisions of the SFDR, and the relative minimum quota that such products must allocate to eco-sustainable and/or sustainable investments; • products that take into account environmental and/or social Principal Adverse Impacts (PAI) and the related type of PAI that such products consider, in order to mitigate the negative effects of investments on sustainability factors. Subsequently, during the proposal phase, ESG-related consistency was verified, to take into account any answers given by customers to the new questions on sustainability. In addition, the platforms and reporting used by Personal Financial Advisers and customers now feature extra information on the percentage of financial instruments in the portfolio that: • invest in eco-friendly and sustainable investments; • consider the environmental and social Principal Adverse Impacts (PAI).
Evolution and enrichment of the advanced advisory services Sei, WE ADD and Private Advisory.	As part of the Private Banking Division Consulting Programme, launched in 2023 with the aim of improving and enriching the advanced advisory services Sei, WE ADD and Private Advisory, together with the commercial tools supporting the operations of Personal Financial Advisers, the following innovations were introduced during 2024: • Sei: on 15 April 2024, for the Fideuram, Sanpaolo Invest and IW Private Investments Networks, the new Sei service was launched, redesigned with a view to responding in an increasingly complete and adequate manner to the needs and characteristics of customers. The main new features introduced concerned: - simplifying criteria for determining the fees applied to the service thanks to the elimination of the activation fee, applied for the previous service, and the introduction of a single periodic fee rate;

MAIN OBJECTIVES FOR 2024	ACTIONS AND RESULTS ACHIEVED
	- identifying the portion of the client’s assets to be considered for the purposes of calculating periodic commission and verifying the requirements to activate and maintain the service; - expanding the range of services offered to customers who have chosen advanced advisory services, thanks to the introduction of the new additional service “Selezione Titoli Sei”, aimed at enhancing the component of customer portfolios invested in managed savings instruments; - strengthening the safeguards aimed at preserving the quality of the service (raising the minimum capital threshold for access to the evolved Advisory service, suspension of the payment of periodic fees in the case of a portfolio that is “not sufficiently diversified” and/or not adequate for a given time horizon, the customer’s signature of the declaration of advisory activities concerning policies, asset management and Fideuram Information Sheets; - the migration of customers with the Sei and Sei Private version service to the new service and the elimination of the Sei Private version service, which can no longer be subscribed to from 15 April 2024; - the digitalisation of operations and advisory forms for natural persons. • WE ADD: In 2024, Intesa Sanpaolo Private Banking’s Personal Financial Advisers were supported in providing the WE ADD advanced advisory service thanks to the introduction of the following innovations: - dedicated mailing, indicating customers who do not meet the minimum requirements for maintaining the service; - display of the return of the Class I component of Multi-class policies; - refinement of the logics of rebalancing customer portfolios; - new “intermediate” model portfolios that can be used to reallocate the portfolios of customers with a “Dynamic” financial profile; - display of product returns in additional sections of the platform and reporting. • Private Advisory: to support the rebalancing activity of the portfolios of customers who have subscribed to the advanced Private Advisory service of Intesa Sanpaolo Private Banking, a feature has been integrated in the Wealth Shaper platform that allows the central Advisory team to make investment proposals simultaneously for multiple customers who have uniform portfolio characteristics and similar investment needs. Furthermore, the performance of the Class I component of Multiclass policies has also been introduced in Wealth Shaper, and on the WE ADD platform.

Continued overleaf >>



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

MAIN OBJECTIVES FOR 2024	ACTIONS AND RESULTS ACHIEVED
Launch of a training course, dedicated to both managerial positions and Personal Financial Advisers, aimed at strengthening the technical and relational skills related to SEI Consulting.	During 2024, a training programme was launched for both managers and Personal Financial Advisers, with the aim of expanding the technical and relational skills related to the Sei advisory service, involving a greater number of Private Bankers thanks to an approach based on method, skills and tools.
Commercial reporting in order to support the activities of the Networks and optimise the level of service to customers.	In 2024, the commercial reporting, made available to the Fideuram, Sanpaolo Invest and IW Private Investments Networks within the Advisory Platform, was been further improved in terms of graphics, content and usability, in order to better support the activity of Personal Financial Advisers and respond adequately and innovatively to the information needs of customers.
The introduction of an increasingly complete and easily customisable commercial reporting system for Intesa Sanpaolo Private Banking, in order to support the activities of Personal Financial Advisers and optimise the level of service to customers.	In the second half of 2024, with progressive releases, the new commercial reporting was also extended to the Personal Financial Advisers of Intesa Sanpaolo Private Banking. Thanks to a new graphic design, enriched content and guided customisation procedure available on the ABC Private Platform, Intesa Sanpaolo Private Banking's Personal Financial Advisers have access to reporting capable of significantly raising the level of service to customers.
Updating and consolidation of the service model in compliance with the law and regulations, and especially in terms of reinforcing adequacy checks and of the information provided to customers in relation to the characteristics of the products and services provided.	In 2024, a multi-function working group comprising the main departments of the Group consolidated the impact of regulations on the Division's business model. The following new features were introduced for the Fideuram, Sanpaolo Invest and IW Private Investments Networks: • assessment of the suitability of investment proposals, starting from March 2024, which also takes into account transactions already signed by the customer, but not yet completed (so-called "transactions in progress"), concerning Asset Management, Fogli Fideuram, "Fideuram Vita Futura" unit-linked products and shares and bonds placed on the primary market; • the adequacy assessment model was strengthened with the following actions taken: - from March 2024, the suspension of accumulation plans (à la carte funds) and scheduled payment plans (unit linked) upon the occurrence of a certain number of consecutive instalments that have created a situation of portfolio inadequacy in terms of Risk (VaR); - from May 2024, two new options will be available, subject to an adequacy assessment: a) amendment to contractual conditions: variation during the course of the contract of one or more of the conditions of the accumulation plans and scheduled payment plans; b) reactivation of suspended plans: reactivation of accumulation plans and scheduled payment plans previously suspended due to inadequacy in terms of Risk (VaR); - since April 2024, the possibility has been introduced for "Partner" Personal Financial Advisers to fill out the MiFID profiling questionnaire of a customer in a Team with another Personal Financial Adviser ("Leader"); - for the reporting of costs actually incurred by customers with respect to returns obtained, the statement relating to the costs, charges and incentives of the investment portfolio has been enriched with new information that aims to break down in a more precise and specific way some of the items referring to costs, charges and incentives, to make reading and understanding easier for customers;

MAIN OBJECTIVES FOR 2024	ACTIONS AND RESULTS ACHIEVED
	- in June 2024, for legal entities, when completing the MiFID profiling questionnaire, the possibility of modifying the minimum amount intended to cover the Reserve objective even below the €3 thousand normally envisaged was introduced. For the Fideuram, Sanpaolo Invest and IW Private Investments Networks, and for the Intesa Sanpaolo Private Banking Network, with the aim of further protecting customers with reference to the assessment of the adequacy of transactions and the classification of products, the following changes were introduced to some indicators of the adequacy model in March 2024: • a reduction of the minimum thresholds for the application of the "issuer concentration" control; • an increased level of complexity of financial instruments denominated in currencies other than the Euro; • attribution of the capacity class to withstand losses considering the different classification of bonds, between senior preferred and senior non-preferred. All measures relating to the updating and consolidation of the adequacy assessment model and the service model in accordance with the regulations have been integrated into the platforms and reporting used by the Networks and made available to customers.

The Fideuram Group has chosen to adopt the operational advisory model; this takes the concrete form of providing investment services to customers who have decided to follow the Group's personalised recommendations and have therefore chosen our advisory support in conjunction with all other investment services for any transaction carried out by our Branches through our financial advisors authorised or using remote communication technologies. Our provision of investment advisory services involves acquiring the information from each customer or potential customer in advance as necessary to compile a financial profile reflecting their:

- understanding and experience of financial products and/or investment services;
- financial situation and loss-taking capacity;
- investment objectives.

Alongside a basic advisory service based on customer profiling for maximum risk level and on ascertaining that there is an appropriate match between each customer's financial profile and total asset risk, the following fee-paying advanced advisory services are offered:

- the Sei advanced advisory service through the Fideuram, Sanpaolo Invest and IW Private Investments Networks;
- the WE ADD and Private Advisory advanced advisory services, through the Intesa Sanpaolo Private Banking Network.

The Group service model provides customers having greater financial resources with dedicated organisational services and geographical coverage: Private Wealth Management and HNWI Centres of Excellence with HNWI branches.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

SEI ADVANCED ADVISORY SERVICE

The Sei advanced advisory service, offered by the Fideuram, Sanpaolo Invest and IW Private Investments Networks upon signing a dedicated contract, is subject to the payment of an annual periodic fee, calculated based on both client assets managed and their potential. Launched in June 2009, the service was restyled on 15 April 2024 with a view to responding in an increasingly complete and adequate manner to the needs and characteristics of customers. The main innovations introduced concerned the simplification of fees with a single periodic rate, the possibility for the customer to define their own “Sei Portfolio” for fee purposes, the introduction of the ancillary service “Selezione Titoli Sei”, the strengthening of access requirements and the quality of the service and the digitalisation of the advisory service for natural persons.

SEI provides customers with a highly personalised advisory service, able to support them in achieving their investment objectives and in realising their plans, including through value-added ancillary services dedicated to responding to particular asset needs.

SEI customers receive regular clear and detailed statements which allow them to track their assets’ progress towards their goals and to monitor the suitability of their asset risks with respect to their financial profile.

The “SEI method” is centred on the customer and their needs, which are segmented into six areas: protection, liquidity, reserve, pension, investment and excess return. SEI provides our Personal Financial Advisers with support in analysing their customers’ needs, identifying optimum customised solutions that meet them and monitoring their progress over time. All this is done whilst constantly monitoring the risk and diversification of each customer’s total assets, in full compliance with applicable regulations.

A further strength of the service is that the process can be extended to provide a systematic analysis of a customer’s total assets even if they are held with other financial brokers, and also include an analysis during the diagnosis phase of their non-financial assets: real estate assets, corporate assets and other high-value goods.

In order to increase the protection of customers with a Sei contract, a process is in place aimed at:

- giving customers the opportunity to certify the information relating to the assets they hold with other intermediaries that the Personal Financial Adviser has entered in the Advisory Platform;
- allowing the Personal Financial Adviser to print and share with the customer the information relating to the assets held with other intermediaries through the delivery of the Diagnosis Sei report.

The customer must sign a dedicated form, automatically generated by the Platform and pre-compiled with the products and information surveyed by the Personal Financial Adviser, in order to certify the correctness.

In addition, the Sei service was enhanced by the Robo4Advisor features of BlackRock’s Aladdin platform, dedicated to the rebalancing of customers’ investment projects, in two ways: an “on demand” proposal and quarterly automatic rebalancing.

In 2024, the role of the Private Wealth Management structure in developing and supporting the Private and High Net Worth Individuals customer segments was further strengthened, through a proactive approach and a dedicated business model. The model considers a combined global approach that considers every aspect of a customer and their household’s asset management needs, using cross-sectorial skills and expertise based on team work and shared best practices.

The integrated offering covers financial products and lending offer, corporate advisory, legal and tax advisory services, property services, art and luxury, and philanthropy. During 2024, synergies with Intesa Sanpaolo were further consolidated in order to consolidate the Corporate and Real Estate offer, through strategic Partners who provide services dedicated to extraordinary finance (M&A) transactions and real estate transactions mainly for residential, tertiary, hotel and logistics purposes.

Together with support from our Personal Financial Advisers, the Private Wealth Management services are provided by offering integrated advice on financial assets, real estate, company shareholdings and family businesses with a view to increasing management and allocation efficiencies and also in terms of succession management and asset and wealth protection and development.

Access to the model provides continuous asset monitoring in the areas of greatest customer interest, while simultaneously facilitating access to a select network of professionals for specific needs.

Ancillary services to the Sei advanced advisory service

The analysis of customers’ needs, a distinctive feature of the service, is strengthened by channelling the Advanced Advisory Service towards assessing the customer’s total assets and providing succession management, extending its customer and household financial assets risk analysis to incorporate the analysis of non-financial risks as well. The Sei advanced advisory service gives customers the option of subscribing to four value-added ancillary services:

- **Securities Selection**, introduced in 2024 with the aim of enhancing the component of customer portfolios invested in managed savings instruments, the service provides support for investment proposals thanks to the collaboration with Group specialists who make their expertise available to prepare and monitor monthly lists of securities (shares, bonds, ETFs) and market views provided to Personal Financial Advisers. The service includes sending the customer the “Securities Selection” report on a monthly basis;
- **Real Estate Monitoring** provides a detailed analysis of the composition and characteristics of customers and their household’s real estate assets, with the view to analysing and monitoring these over time, in terms of their value, risks and diversification. The service includes a six-monthly “Real Estate Monitoring” report sent to the customer;
- **Succession Management** responds to customers’ needs relating to the transfer of assets to future generations, and supports Personal Financial Advisers with informed succession planning, also through dedicated reporting;
- **Household** formalises the extension of the SEI model to the household unit, and makes it possible for Personal Financial Advisers to provide customers with an aggregate representation of the financial, real estate and corporate assets of their household unit, whilst fully complying with privacy legislation. Subscribing to the service allows customers to benefit from special economic terms on regular contract-based commissions.

These additional services were formalised in an addendum to the Advanced Advisory Services contract and integrated in the regular commissions applicable to the Sei service. On this basis, Personal Financial Advisers can offer customers an all-encompassing advisory service, with the support of a state-of-the-art computer platform, dedicated apps and advanced and customised reporting.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

WE ADD

WE ADD is the advanced, fee-paying advisory of Intesa Sanpaolo Private Banking, intended for customers interested in an innovative and professional advisory service, aimed at preserving and developing the client’s assets over time and meeting increasingly complex and articulated needs and objectives. With WE ADD, the method is a fundamental element of the service, and its use makes it possible to build customised investment strategies through a structured process of analysis, proposal and monitoring, with the following characteristics:

- **Advanced analysis of the portfolio and customer needs**
 - assignment to the customer, based on his or her financial profile, of an asset class model portfolio, guaranteeing an optimal asset allocation to be maintained over time;
 - a multidimensional analysis of products and portfolios in terms of asset allocation, currency exposure, product type, risk, diversification, sustainability and returns;
 - an integrated vision of the portfolio and individual financial instruments.
- **Guided construction of the investment proposal**
 - a selection of recommended portfolios defined by the Advisory structure for each type of product: asset management, policies and non-managed assets (Funds and ETFs);
 - a specific selection of funds and ETFs suggested by the Advisory structure;
 - optimisation of adherence to the asset class model portfolio;
 - advanced comparisons between the current portfolio and the proposed portfolio in terms of asset allocation, currency exposure, adequacy, risk, diversification and sustainability.
- **Constant monitoring of products and the portfolio**
 - periodic verification of the evolution of the customer’s needs;
 - constant verification of the adherence of the customer’s portfolio to the asset class model portfolio;
 - monitoring of the portfolio in terms of adequacy, asset allocation, currency exposure, adequacy, diversification, sustainability and returns;
 - advanced alert system.

The professionalism of the Personal Financial Adviser, the customer’s sole point of contact, is also supported and assisted:

- by the investment strategies defined by the Investment Committee and the Advisory structure;
- by a new innovative, digital platform for the effective provision of the advisory service;
- by an advanced, customisable report of the portfolio analysis and proposal.

PRIVATE BANKING ADVANCED ADVISORY SERVICE

The Private Banking Advanced Advisory Service, delivered by Intesa Sanpaolo Private Banking on the Wealth Shaper platform, provides a personalised, fee-paying advisory service with high added value, dedicated to customers who do not wish to delegate their investment choices in full, but prefer to play an active role in their portfolio management in dialogue with top professionals.

The fee-paying Private Banking Advanced Advisory Service is dedicated to customers having at least €2.5m in financial assets and who wish to have constant support from a team of specialists in making their investment decisions. This service comprises an analysis of the customer’s portfolio, followed by proposals for personalised allocation and advice aimed at buying and selling individual financial instruments. The portfolio analysis and allocation proposals are handled directly by the Advisory central team, with the aim of guiding customers towards a more efficient and diversified portfolio and better risk control. The service offers customers the possibility of receiving personalised recommendations on their entire assets, also including wealth management mandates and insurance-based financial products, in addition to the scope already covered by the service relating to CIUs and securities. Portfolio analyses and allocation proposals are conveyed to the customer in a dedicated report, printable on demand and customisable by the central Advisory team in a fast and intuitive way.

WM REPORT

The WM Report is an integrated reporting service that provides the Intesa Sanpaolo Private Banking customer with a single document detailing the assets held at the Bank, with the option of aggregating even different customer categories (e.g. natural persons, legal entities, fiduciary companies). The WM Report provides an aggregate representation of positions, at the level of both total assets or single customer. The Bank sends out the report on a six-monthly basis, and customers may request an on-demand report at any time from their reference branch.

SPECIALIST SERVICES

In addition, the Group also offers the following specialist advisory services:

- Tax, legal support in the area of succession and generational transition for needs related to personal wealth planning.
- Fiduciary services, supported by Siref Fiduciaria.
- Advisory support to assist entrepreneurs manage the liquidity generated during significant business transitions, such as Mergers & Acquisitions or Initial Public Offerings.
- Specialist Lending and Granting of Lines of Credit to support and develop the Group’s lending business.
- Art Advisory services provided with the support of external consultants.
- Real Estate Advisory services to support customers’ real estate management needs both regarding disposable property and property of potential interest. The needs analysis is conducted internally or with the support of external consultants, including international consultants, for valuation and agency services.
- Philanthropy Advisory service to support and coordinate the set-up of philanthropic vehicles (in particular so-called philanthropic funds) and assistance in identifying functional metrics to report on the social impact generated.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

As part of the Philanthropy Advisory service in the Wealth Management Department, Intesa Sanpaolo Private Banking continued forming Donor Advised Funds (DAF), also providing support to its customers in preparing and drawing up the regulations of such funds, in particular with the collaboration of Compagnia di San Paolo and Fondo Filantropico Italiano ETS. Donor Advised Funds are a kind of juridical tool that ensures donors to maintain direction and control powers, while alleviating them from the responsibilities of management and administration. These funds can be created through foundations which already exist and offer to act as philanthropic intermediaries.

As part of that service, the Wealth Management Department offers its support to non-profit organisations in structuring a Theory of Change (ToC): models designed to guide the activities of the organisations and measure their consequent social impact.

MAIN IMPROVEMENT OBJECTIVES FOR 2025

ADVISORY SERVICES

- The main objectives are as follows:
- the evolution of the advanced advisory service “Sei”, thanks to the introduction of highly innovative, distinctive and high added-value elements for all customer groups;
 - the continuation of the training course started during 2024, dedicated to both managerial positions and Personal Financial Advisers, with the aim of extending the technical and relational skills related to Sei advisory services to a wider number of Personal Financial Advisers, through method, skills and tools, thus supporting the dissemination of advanced advisory services as a distinctive element of Fideuram’s service model;
 - the enrichment of the WE ADD and Private Banking Advisory services thanks to new information content and new features, with the aim of further improving the quality of Intesa Sanpaolo Private Banking advanced advisory services;
 - further developments in commercial reporting at the individual customer level and its extension to the family unit, in order to support the activities of Persona Financial Advisers and optimise the level of customer service;
 - updating of the service model in compliance with the law and regulations, especially in terms of reinforcing checks on adequacy and sustainability, and the information provided to customers in relation to the characteristics of the products and services provided.

TOOLS SUPPORTING ADVISORY SERVICES

MAIN OBJECTIVES FOR 2024	ACTIONS AND RESULTS ACHIEVED
ADVISORY PLATFORM Fideuram, Sanpaolo Invest and IW Private Investments Networks Integration and enhancement of sustainability within the basic and advanced advisory model.	Since December 2024, the Advisory Platform and its reporting have included extra information and features on sustainability in investments. In particular: - the interface for compiling the MiFID profiling questionnaire was updated, following the introduction of four new questions aimed at further detailing the sustainability preferences of customers; - the ESG consistency check, in the proposal stage, was refined, in order to take into account customers’ answers to new questions on sustainability; - the percentage of financial instruments in the portfolio were represented, in line and not in line with the sustainability preferences expressed by the customer.
Addition of new information and features in line with the evolution of the Sei advanced advisory service.	In keeping with the evolution of the Sei advanced advisory service, the Advisory Platform and related reporting were enhanced, with: - the introduction, on 15 April 2024, of the new additional service “Selezione Titoli Sei”, a new feature that enables Personal Financial Advisers to analyse the component of customer portfolios invested in non-managed assets, with the possibility of printing out a dedicated report; - the adaptation of the functions useful to Personal Financial Advisers to identify customers who have subscribed to the SEI advanced advisory service, but who, due to the new service quality controls introduced in April 2024, could be affected by the suspension of the service or the suspension of the payment of periodic fees; - the management of operations on securities reserved for professional customers during the proposal phase.
New commercial reporting in order to support the activities of the Networks and optimise the level of service to customers.	During 2024, the new commercial reporting has been further improved in terms of graphics, content and usability, in order to better support the activity of Personal Financial Advisers and respond adequately and innovatively to the information needs of customers.
Adjustment of operations in line with the evolution of the service model, regulations, strengthening of suitability checks and the product range development plan.	During 2024, targeted actions were adopted to align the Advisory Platform with the new market and regulatory needs, with particular attention paid to: - the graphic restyling and integration of the “Customer Reporting Archive” application, in order to rationalise the set of applications available to Personal Financial Advisers and improve usability; - considering, in the adequacy assessment, “ongoing operations” for Asset Management, Fogli Fideuram, unit-linked “Fideuram Vita Futura” and on shares and bonds placed on the primary market;

Continued overleaf >>



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

MAIN OBJECTIVES FOR 2024	ACTIONS AND RESULTS ACHIEVED
	• new contents and new functions to support Personal Financial Advisers in verifying customers with accumulation plans (à la carte funds) and scheduled payment plans (unit-linked) who, following the issue of one or more instalments, have created a situation of portfolio inadequacy in terms of Risk (VaR): in fact, as from 25 March 2024, after a certain number of consecutive instalments not adjusted for Risk (VaR), the plan is automatically suspended; • the possibility, at the proposal stage, of making changes during the contract to one or more of the conditions of the accumulation plans and scheduled payment plans; the reactivation of accumulation plans and scheduled payment plans previously suspended upon the occurrence of a certain number of consecutive instalments that are not adequate in terms of Risk (VaR). Both operations must be assessed for adequacy; • the management of changes to some indicators of the adequacy model, such as the reduction of the minimum thresholds for the application of the “issuer concentration” control; an increased level of complexity of financial instruments denominated in currencies other than the Euro; attribution of the capacity class to withstand losses considering the different classification of bonds, between senior preferred and senior non-preferred; • the possibility for “Partner” Personal Financial Advisers to compile the MiFID profiling questionnaire of a customer in a Team with another Personal Financial Adviser (“Leader”); • the possibility of modifying the minimum amount intended to cover the Reserve objective even below the €3 thousand normally envisaged, in compiling the MiFID profiling questionnaire; • updates for the IW Private Investments Network following the merger of IW Private Investments SIM into Fideuram; • the management of position keeping and the commercial proposal of new products and services that expanded the offer available to Networks and customers in 2024.
ABC PRIVATE PLATFORM, WE ADD, WEALTH SHAPER AND WM REPORT Intesa Sanpaolo Private Banking Network Integration and enhancement of sustainability criteria within the advisory model.	Since December 2024, all Intesa Sanpaolo Private Banking advisory platforms and related reporting have been enhanced with the same information and features relating to investment sustainability made available to the Fideuram, Sanpaolo Invest and IW Private Investments Networks, on the Advisory Platform.
Enhancement of the Platform by integrating additional information and features, in line with the development of the Advanced Advisory service.	In line with the evolution of Intesa Sanpaolo Private Banking’s Advanced Advisory services, the platforms and related reports supporting the activity of Personal Financial Advisers have been enhanced with new features and information. In particular, the display of the performance of the Class I component of Multiclass policies has been enabled on all platforms. Furthermore, the WE ADD platform has been enhanced by refining the customer portfolio rebalancing logic, introducing new “intermediate” model portfolios for Personal Financial Advisers for the reallocation of customer portfolios with a “Dynamic” financial profile and the possibility of viewing product returns in additional sections of the platform and reporting.

MAIN OBJECTIVES FOR 2024	ACTIONS AND RESULTS ACHIEVED
New commercial reporting in order to support the activities of the Networks and optimise the level of service to customers.	Finally, a function has been integrated into the Wealth Shaper platform that allows the central Advisory team to propose simultaneous investments to customers with uniform portfolios and similar investment needs.
Alignment of operations with the evolution of the service, regulations and product range.	In the second half of 2024, within the ABC Private Platform, a new commercial reporting system was made available to the Intesa Sanpaolo Private Banking Network, with progressive releases, with a renewed layout, and more content that is easily customisable, in order to support the activity of Personal Financial Advisers and respond in an adequate and innovative way to the information needs of customers. During 2024, several actions were introduced to adapt the advisory platforms to the evolution of the service model, regulations, the strengthening of adequacy controls and expansion of the product range. In particular, changes were made to some indicators of the adequacy model, including the reduction of the minimum thresholds for issuer concentration control, the increase in the level of complexity of financial instruments denominated in currencies other than the euro and the attribution of the capacity class to withstand losses considering the different classification of bonds between senior preferred and senior non-preferred. Furthermore, the management of position keeping and commercial proposal phases was optimised, to integrate the new products and services introduced in 2024, thus expanding the offer available to the Sales Network and customers.
FIDEURAM MOBILE SOLUTION Digitalisation of Personal Financial Adviser operations, through a process of eliminating chemical paper. Evolution and expansion of the scope of customers and operations and alignment with regulatory developments.	During 2024, new features were introduced to continue the constant improvement of Fideuram Mobile Solution applications with a view to digitalising processes and expanding the services and products offered. Specifically: • since March, the privacy consent collection function “C3 - processing of personal data for the purpose of offering products and services of the Bank and of companies of the Intesa Sanpaolo Group specifically identified on the basis of the personal profile” has been available; • since July, securities purchase and sale transactions on the secondary market can also be signed with graphic signature in addition to the Electronic Signature and Holographic Signature; • from October it will be possible to sign investment proposals dedicated to Legal Persons also with graphic signature; • since October, the scope of post-sales operations relating to the Omnia and Fogli asset management products, third-party funds, the Eurizon High Income Credit fund and the Futura insurance product from Fideuram Vita has been expanded; furthermore, the possibility of signing these operations with graphic signature has been introduced. Furthermore, over the course of the year the Fideuram Mobile Solution platform has evolved to manage the introduction of new products.

Continued overleaf >>



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

MAIN OBJECTIVES FOR 2024	ACTIONS AND RESULTS ACHIEVED
THE PERSONAL FINANCIAL ADVISERS PORTAL Constant updating of contents and increasing attention paid to commercial communication aspects.	During 2024, the Portal for Personal Financial Advisers maintained its central role as a method for distributing info-training content, thanks to prompt, specific constant updates to the contents, the implementation of new areas and the creation of new pages in synergy with the content owners.
KEYTV COMMUNICATIONS Continuation of support activities for Networks and customers, while promoting the company's corporate strategy and ensuring constant adaptation of the service offering.	During 2024, KeyTV ensured the continuity of communication regarding corporate and business activities, provided precise and updated market analyses, reported the main corporate and network events, created new formats, produced an increasing number of episodes in collaboration with Partner companies and increased the number of live broadcasts and social content.
WELCOME Extension of the customer perimeter, evolution and expansion of the functionalities and adaptation to regulatory developments in order to make Welcome the only entry point for the acquisition of new customers, the opening of current accounts, the transfer of funds and the management of credit facility and loan applications.	During 2024, activities continued on Welcome to expand the scope of operations in order to make processes digitised in a single, advanced entry point. In particular, the following new features have been released: • starting from January, it is possible to request the transfer of current accounts and all payment services connected to them, from accounts held at other banks in favour of an account opened at Fideuram; • since May, the application has been further expanded in the section dedicated to managers of new Personal Financial Advisers, as regards the support features for the onboarding of new customers, introducing the concurrent possibility of making a request to transfer funds held at other banks; • since July, all contractual documentation prepared and signed with a graphic signature has been made available to customers in electronic format within the relevant dedicated section in their online services (Alfabeto); • since July, it has been possible to subscribe to the SEI basic and advanced advisory service contract without having to open a current account at the same time; • since November, it has been possible to request credit lines for medium-long term financing for real estate purposes; • the pilot phase for subscribing to the MyKey Business contract for the use of online services for legal entities has been underway since December; • since December, it has been possible to manage new ESG needs within the MIFID questionnaire and meet the latest regulatory needs in the Anti-Money Laundering field. Finally, further improvements were made to the “team” customer management functionality during the year.

MAIN OBJECTIVES FOR 2024	ACTIONS AND RESULTS ACHIEVED
OFF-SITE AND REMOTE OFFERING FOR THE INTESA SANPAOLO PRIVATE BANKING NETWORK Continuation of “Digital Transformation”, strengthening the remote offering, using electronic signatures and expanding the perimeter of customers, products and digitalised products - to enable increasingly compete, integrated and innovative multichannel operations.	In order to consolidate the use of electronic signatures and digitalised processes by Personal Financial Advisers, a digital training course was created consisting of video tutorials and infographics relating to the digitalisation of investment processes, of Eurizon and Fideuram G and Intesa Sanpaolo Assicura Policies. Furthermore, the analysis and drafting of the Business Requirements in relation to the “Forward Fit” programme began; this programme aims to harmonise sales and customer management processes with significant impacts on the Intesa Sanpaolo Private Banking applications.

In performing their own activity, the distribution networks use a set of tools that allow them to offer value added advisory services.

ADVISORY PLATFORM - FIDEURAM, SANPAOLO INVEST AND IW PRIVATE INVESTMENTS NETWORKS

The Advisory Platform guides and supports Fideuram, Sanpaolo Invest and IW Private Investments Networks in providing the basic and advanced Sei advisory service, extending over all process phases, from the needs analysis through to ongoing assets monitoring. Based on responsive web design technology, Personal Financial Advisers can use the Advisory Platform from a PC or iPad. Information of interest is easily accessible and classified according to customer category, based on simple and intuitive navigation.

In line with the service model, the Advisory Platform identifies a common operating process for all customers, while simultaneously optimising the Advanced Advisory Service. Through the Platform, the Personal Financial Adviser can analyse customers and their household’s financial position (even if these are held with other intermediaries) and asset position (real estate, business, other assets), agree on objectives and strategies with them, identify the most appropriate solution for their requirements, assist in monitoring the results achieved over time with ongoing risk management and an advanced alert system.

The Platform provides Personal Financial Advisers with customisable, advanced reports, printable on demand and always shareable with the customer, with a format enriched over the years with the introduction of new information and new content, supporting the Personal Financial Advisers in the provision of the basic advisory and Sei advanced advisory services.

The Advisory Platform made it possible to manage all the operational process stages (position keeping, proposal and monitoring) for the new products that have been added during the year to the range available to the customer’s Network.

The Advisory Platform also allows Personal Financial Advisers to access the main features of Alfabeto PB, with the aim of providing the Personal Financial Advisers with a single entry point from which to manage the customisations provided by the banking and by Digital Wealth Management Alfabeto.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

ABC PRIVATE PLATFORM, WE ADD, WEALTH SHAPER, WM REPORT - INTESA SANPAOLO PRIVATE BANKING NETWORK

Intesa Sanpaolo Private Banking’s Personal Financial Advisers are supported in the provision of basic and advanced advisory services, thanks to platforms that allow the customer’s financial assets to be analysed in a simple and immediate way, while at the same time enhancing the distinctive aspects and value-added elements envisaged for the individual services:

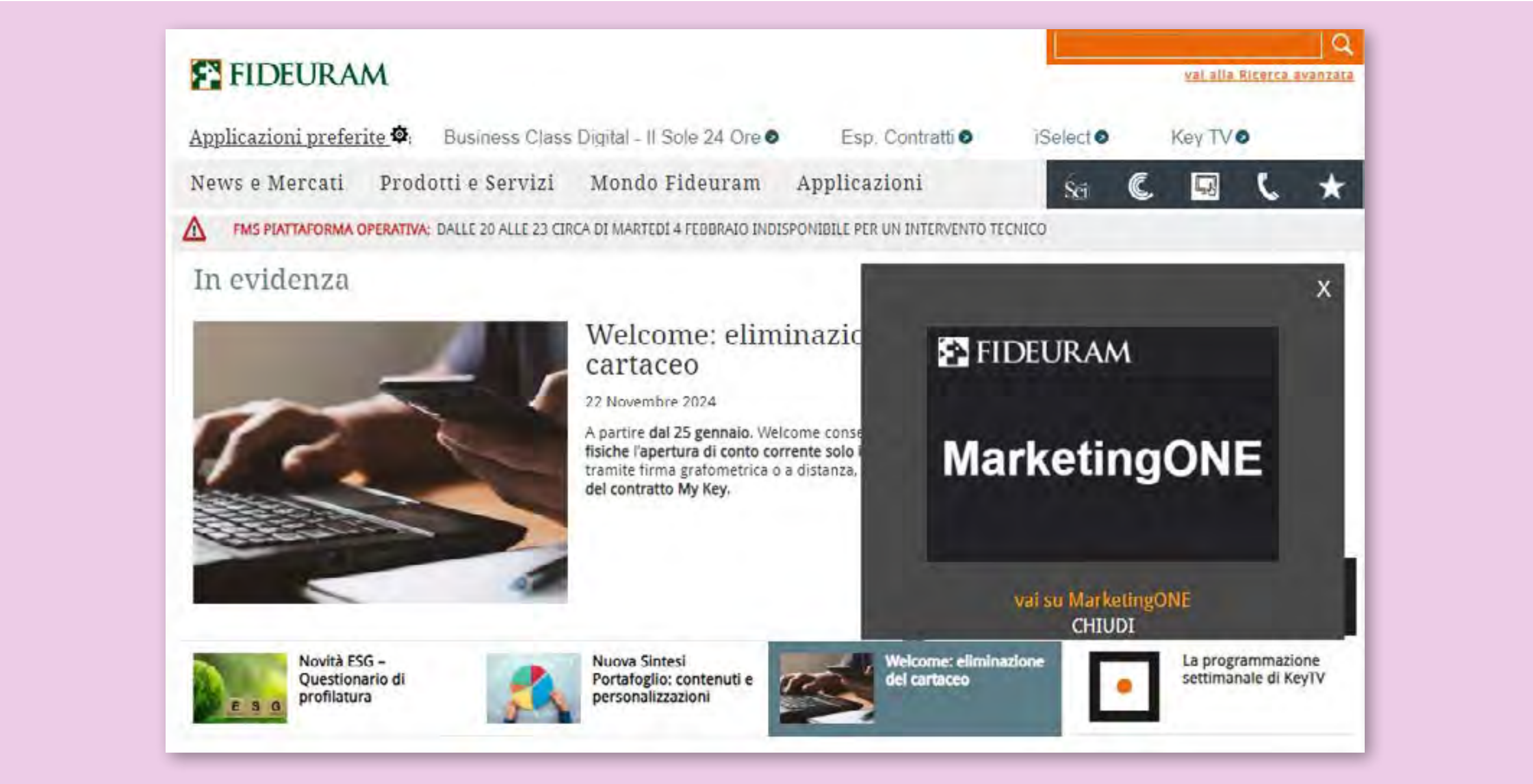
- **ABC Private Platform** allows for the management of all Intesa Sanpaolo Private Banking customers in the main phases of relational and operational process, from analysis of the main characteristics of the products and portfolio, to the management of regulatory obligations, definition of the commercial proposal, including the adequacy assessment, and execution of orders;
- **WE ADD** is the innovative platform that supports the fee-paying advisory service of the same name offered by Intesa Sanpaolo Private Banking. The Personal Financial Adviser has the possibility of assigning the customer who has subscribed to the WE ADD advanced consultancy service an optimal asset allocation to be maintained over time, based on the investment strategies defined monthly by the Investment Committee and the Advisory department. The analysis of customer products and portfolios based on different variables allows for an integrated and advanced view of the customer’s financial position. The guided construction of the investment proposal allows the customer’s portfolio to be rebalanced, in compliance with the optimal asset allocation, through the selection of recommended portfolios and watchlists defined by the central Advisory team. WE ADD gives the Personal Financial Adviser advanced and customisable portfolio analysis and proposal reporting, which can be printed on demand and shared with the customer;
- **WEALTH-SHAPER** is the advanced, fee-paying advisory service dedicated to customers having at least €2.5m in financial assets and who wish to have constant support from a team of specialists in making their investment decisions. The platform allows the central Advisory team to guide the Personal Financial Adviser and the customer towards a more efficient, diversified portfolio with better risk control, through an advanced and multidimensional analysis of their portfolio, followed by the formulation of personalised allocation proposals and targeted purchase and sale advice on individual financial instruments, also on the basis of the answers provided by the customer to a specific additional questionnaire, envisaged by the service, which

integrates the MiFID profiling questionnaire, in order to have a more precise determination of the customer’s profile and a better calibration of their portfolio. Portfolio analyses and allocation proposals are conveyed to the customer in a dedicated report, printable on demand and customisable by the central Advisory team in a fast and intuitive way.

- **WM REPORT** is the platform that allows Intesa Sanpaolo Private Banking’s Private Bankers to provide customers who have subscribed to the service of the same name with integrated reporting, aggregating the positions of multiple entities, and therefore of multiple general file numbers (NSG), with the representation, both at the level of overall assets and of individual customers, of the distribution of assets by asset allocation and by type of instruments, coupon flows, details of individual financial instruments, returns over different time horizons and advanced analysis of portfolio risk.

THE PERSONAL FINANCIAL ADVISERS PORTAL

During 2024, activities on the Personal Financial Advisers Portal maintained the central focus on the professional activity of the advisers acquired in these years of operation, thanks to the timely dissemination of content for the Personal Financial Adviser Networks, which sets it apart. As always, considerable attention and activity have centred around the communication of new products and new services, always evolving to respond to changed market conditions and the operational needs of customers. In addition to the continuous updating of the contents of existing areas, space has been given to new important topics, such as information dedicated to new products, the showcase dedicated to the partnership with Asteria and a steady flow of information on service, product and market news. Lastly, the Personal Financial Adviser Portal continued to work in synergy with KeyTV, highlighting the most interesting videos for financial advisers on the home page, such as communications from Management and interviews with experts from various sectors



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

KEYTV

During 2024, KeyTv confirmed its extensive use, with over 172 thousand views recorded. The main users were Private Wealth Advisors, Top Managers and Executives, with a usage rate reaching 90% of the segment. This year, a diverse offering of financial education content and in-depth coverage of international events, such as the US elections were offered. The live sessions and social content, which can be shared with customers - an aspect particularly appreciated by the Networks, were increased. In 2024, KeyTv also covered main corporate events with special episodes and produced numerous videos with partner SGRs, featuring updates on market scenarios and new products. The existing formats, which continue to attract great interest, are: KeyTG, which offers a comprehensive overview of company news both in terms of products and initiatives, Focus Mercati, which presents the company's vision of the markets and monetary policy on a weekly basis, in collaboration with the Group's SGR, "Il mondo tra le righe", a podcast that reflects on international news, "Problem Solving", which shows how to manage any critical moments in customer relations and "La Cina da Vicino", which takes a deep dive into issues related to China with experts on China. Among the new productions, "Tech it easy" stands out, with suggestions that simplify the use of the Advisory Platform, "Daily. Stories of everyday finance", which promotes financial culture through stories of everyday finance and "Tandem", with advisers of different generations given the opportunity to understand together how the distinctive aspects of each of them can enrich everyone.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Personal Financial Advisers and employees have access to a dedicated daily Press Review, containing a selection of articles with a focus on important issues. The Press Review is published both on the YOUNiverse Portal and on the PB Portal. In addition, every day, a Fideuram structure supports the top management of the Networks and the Group with a service that includes a Restricted Press Review and the sending of Intraday Alerts.

Integrated Annual Report 2024 Fideuram - Intesa Sanpaolo Private Banking

Fideuram ISPSP, digital specialist riuniti a Milano

Meeting

Felice Colafelice: "Questi imprenditori sono dei pioni del digital marketing e le differenze della cultura d'impresa sono davvero notevoli. E' importante che ogni imprenditore si occupi di marketing perché lo fanno"

In

Intellectual capital 3.8 Financial and non-financial res

**am): le 3 fasi del rapporto
er e imprenditore**

di **Stefano Di Stefano**

8/11/2014 | **Domènec Bonaventura**

...e il private banking rispetto a chi fa banca
...mo direttamente con i titolari delle aziende

FIDEURAM MOBILE SOLUTION



For over ten years, Fideuram Mobile Solution has been supporting and simplifying the operations of the Personal Financial Advisers of the Fideuram, Sanpaolo Invest Networks and the IW Private Investments Network, allowing them to dedicate more time to the relationship with the customer.

Through use of the most advanced technologies, the Personal Financial Advisers can:

- access constantly-updated documentation at any time, also on mobile devices, and share them with customers;
- acquire the customers’ personal detail documentation in electronic format, through the smartphone Easy Doc 2.0 app and through the Customer Compliance Dashboard application;
- use their PC or iPad to prepare sales proposals, verify their suitability, obtain their customers’ approval and execute their instructions. Our customers can accept these proposals by using digital signatures without printing out any forms, by signing pre-completed printed forms or by providing biometric signatures using the EasySign app on their Personal Financial Advisers’ iPads.

The Personal Financial Advisers were provided with a Document Archive which provides them with easy and immediate access to all the forms used in investment operations and regulatory obligations, which are produced in digital format within the Fideuram Mobile Solution and signed by the customers in a holographic, electronic or biometric manner.

WELCOME

Welcome enables the Personal Financial Advisers of the Fideuram, Sanpaolo Invest and IW Private Investments Networks to acquire new customers and open current accounts in digital mode by following a guided, simple and intuitive series of steps allowing them to:

- acquire the identity card;
- record the personal details;
- sign the Basic Advisory Services or advanced Sei Services contract;
- fill out the MiFID profiling questionnaire;
- open a single or joint current account, both with new and existing customers, for natural and legal persons;

- sign the My Key contract that regulates the use of online services and of electronic signatures (advanced electronic signature and remote digital signature) at the same time as opening a current account or separately;
- transfer à la carte funds from other intermediaries;
- request multifunctional “Bancocard” debit cards;
- oversee the portability of current accounts held by customers at other banks;
- manage requests for credit facilities and loans.

All the contractual documentation, pre-compiled by Welcome, can be signed by customers using the holographic signature or biometric signature by using the EasySign app available on the Personal Financial Adviser’s iPad, or the electronic signature, with the latter being limited to the opening of current accounts registered in the name of one person only, for both new and existing customers and the My Key contract.

SIGNATURE PROCEDURES

The transition to paperless documents was supported by the different signature procedures available for signing in investment transactions, the acquisition of new customers and opening current accounts. In particular, the electronic/digital signature experience is secure, simple and immediate and with equal legal value to that of a paper document. Customers have the possibility of choosing from the following signature procedures:

- Advanced electronic signature: for the Fideuram, Sanpaolo Invest and IW Private Investments Networks, this is available on the Personal Financial Adviser’s iPad via the EasySign app, also offline. For Intesa Sanpaolo Private Banking, this is available in the branch via the ISPAD tablet;
- Electronic Signature: for the Fideuram, Sanpaolo Invest and IW Private Investments Networks, this is available in the reserved area of Fideuram Online and Alfabeto, via Fingerprint, Face ID, O-Key Smart, O-Key SMS, for investment operations;
- Digital Signature: For the Fideuram, Sanpaolo Invest and IW Private Investments Networks for the acquisition of new customers and the opening of current accounts in a reserved area of the institutional website, through PIN and the generation of a One Time Password (OTP) received by text message by the customer. For Intesa Sanpaolo Private Banking, the digital signature allows users to sign documents and contracts digitally by secure

authentication (O-Key Smart or O-Key SMS), for products and services offered by the Bank or other companies and available for purchase in the dedicated section in the personal area of the Bank website.

- the Holographic Signature: the traditional signature on the paper forms precompiled by the applications.

REMOTE AND OFF-PREMISES OFFER OF PRODUCTS AND SERVICES

The availability of the electronic signature method has made it possible to digitally evolve the Off-Site Offering and the Remote Offering model with significant advantages for both Personal Financial Advisers and customers, as it makes it possible to optimise the management, archiving and control of contractual documentation, with the possibility for customers to receive their copy in an electronic format, also simplifying traceability over time. Personal Financial Advisers are able to select the most appropriate communication channel for their customers’ needs with a view to optimising the relationship, taking them through guided processes to generate the documentation and formulate a sales proposal. In particular, in the case of the Remote Offering:

- the Personal Financial Advisers of the Fideuram, Sanpaolo Invest and IW Private Investments Networks can acquire new customers, open current accounts and have the My Key contract signed. The customer may view the contractual documents in a personal area of the institutional website of the Bank and sign using a PIN and generating a One Time Password (OTP) received via text message;
- the Personal Financial Adviser can offer value added advisory services by sending the investment proposals in the personal area of the Fideuram Online, Alfabeto or Intesa Sanpaolo Private Banking websites, where the customer can read and sign them with the electronic signature;
- customers can receive their copy of the contract in digital format and independently sign the documents directly in the personal area of the public website of the Bank or on Fideuram Online and Alfabeto.

In addition, the new “Telephone Offer” mode was activated in the Private Platform, which fully integrates the process dedicated to the acquisition and transmission of orders by telephone, on the primary and secondary market, for securities and dematerialised funds, with the sending of contractual documentation by e-mail to the customer. This new offer method has the advantage of allowing remote orders to be placed also by customers who are not inclined to or not enabled to use digital channels.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



Intesa Sanpaolo Private Banking - Sassari Branch.

MAIN IMPROVEMENT OBJECTIVES FOR 2025

TOOLS SUPPORTING ADVISORY SERVICES

Advisory Platform (Fideuram, Sanpaolo Invest and IW Private Investments Networks), ABC Private Platform, WE ADD, Wealth Shaper and WM Report (Intesa Sanpaolo Private Banking Network)

With the aim of consolidating its features, in line with the developments expected by the service model, the following actions are planned for the platforms:

- the launch of a technological upgrade based on market best practices as part of the Intesa Sanpaolo Group's "Isytech" digital transformation programme;
- the graphic, functional and usability restyling of the platform's main features;
- developments in the functionalities and reporting to support the advanced advisory services Sei, WE ADD and Private Advisory;
- the further enrichment of information on commercial reporting at the level of the individual customer and the extension to the family unit;
- initiatives necessary to implement new aspects related to the updating of the service model in compliance with the law and regulations, especially in terms of reinforcing checks on adequacy, sustainability and the information provided to customers in relation to the characteristics of the products and services provided;
- position keeping and commercial proposal management of new products and services that will expand the offer available to the Networks and customers.

Fideuram Mobile Solution

With the aim of further improving the digitalisation of processes, activities related to the Intesa Sanpaolo Group's "Forward Fit" programme will be launched in 2025, which aims to harmonise sales and customer management processes; this programme includes a project to redesign the Fideuram Mobile Solution ap-

plications, which will see the revision of some processes, the addition of new functions and a graphic restyling.

Portal for Personal Financial Advisers

The Personal Financial Adviser Portal will continue to be a pivotal tool for financial advisers by keeping content constantly updated, so that the Personal Financial Advisers can concentrate their attention on the core business, maintaining the efficiency and effectiveness levels achieved as the info-training channel servicing Personal Financial Advisers.

KeyTv Communication

For 2025, KeyTv has even more news planned for its listeners, with the production of new formats. In addition to disseminating the company strategy, KeyTv will be committed to identifying and meeting the specific needs of the Networks, adapting its service offering accordingly. The goal is to confirm and consolidate its position as a point of reference for the company and the Networks, providing concrete and constant professional support for advisers' activity.

Welcome

To consolidate Welcome as a single entry point for acquisitions, accounts, transfers and the management of credit facilities and loans, the expansion of the customer base, the enhancement of the functionalities and regulatory alignment are planned, thus expanding Welcome's operations and scope of action.

Remote and Off-Premises offer of products and services

With the aim of enabling increasingly complete, integrated and innovative multichannel operations, the "Digital Transformation" path will continue by strengthening the remote offering, the use of electronic signatures and expanding the scope of customers, digital products and services such as onboarding and opening current accounts, as well as the sale of debit and credit cards.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

NETWORK SERVICES

MAIN OBJECTIVES FOR 2024

ONLINE SERVICES

An improvement in user experience on all digital channels, with maximum attention paid to authentication procedures and the usability of the platforms according to customer requirements, offering new digital features, with a particular focus on banking and investments.

Completion of the transition to the My Key contract for all Fideuram individual customers who use digital channels.

Activation of activities necessary for the adoption of the new digital experience offered by the new digital Internet Banking platforms and Apps and the new My Key Business contract for legal entities.

WEBSITES

Updating and development consistent with the evolution of the communication needs of the Private Banker and Fideuram Direct Networks, and the strategic choices of the Group in terms of awareness and acquisition.

ACTIONS AND RESULTS ACHIEVED

FIDEURAM AND INTESA SANPAOLO PRIVATE BANKING ONLINE SERVICES

During 2024, several strategic activities were completed aimed at improving the digital experience and customer operations. Specifically:

- The roll-out of the My Key Distance Service contract for individual customers was completed.
- User experience of the Alfabeto Banking app and the Intesa Sanpaolo Mobile app was improved, enhancing its features, also on the Internet Banking side, with a view to the innovation and harmonisation of the Group's digital platforms.
- The new notification management system was released.
- The infrastructure necessary for the transition of customers that are Legal Entities to the new digital experience and the My Key Business contract was developed.
- The Customer Security Enforcement project continued.
- Digital channels were aligned with ESG developments in the investment sector.

The sites continued to operate as important channels of communication with customers (current and prospective) and supported the institutional, advertising and product initiatives that characterised 2024, in line with the focus of the Group's strategies. At the end of the year, the sites also contributed to the creation of advertising campaigns launched for both the Fideuram and Fideuram Direct brands, thanks to landing pages and dedicated contact forms functional to the creation of the actual campaigns.

ONLINE SERVICES

2024 proved to be a year of great innovation and development for the digital channels of Fideuram. Considering the growing use of online services, Fideuram consolidated the tools to support customers and Personal Financial Advisers.

Fideuram Alfabeto is the digital platform that, on the one hand, improves the customer's user experience in daily banking transactions and, on the other, enhances the relationship model between the Personal Financial Adviser and customers.

Fideuram Alfabeto offers the following to customers on a single, integrated web platform:

- home banking, with numerous features such as instant wire transfer, spending management, reminders, recurring transactions and the aggregation of accounts and cards held at other banks;
- online trading, with market analysis, financial reports, virtual portfolios and watchlists, conditional orders and a simple and quick trading process and platforms for evolved trading;
- assets analysis, with views on different time horizons, levels of granularity and aggregation (need areas, product categories, asset class, currency exposure and risk), and the electronic signature of investment proposals.

Customers have four apps available to operate on mobile devices, with each one being distinguished by functional area:

- Alfabeto Banking - dedicated to banking transactions;
- Alfabeto Patrimonio - dedicated to portfolio analysis and signing of the sales proposals sent by Personal Financial Advisers;
- Alfabeto Trading - dedicated to securities trading;
- Trading Plus - dedicated to advanced traders.

Through integration of the three apps, after signing in on the Alfabeto Banking app, customers may safely switch from one app to the other, without having to enter their own access credentials again. The three Alfabeto Fideuram apps are available for iOS and Android smartphones.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

As part of Fideuram’s broader digitalisation strategy, the adoption by Fideuram customers (individuals) of the My Key contract was completed. This contract regulates the use of digital channels and electronic signatures (advanced electronic and remote digital signature) available to customers.

My Key allows customers to have a single Remote Service to operate, based on high standards of reliability and security, at all times.

During the year, the features of Fideuram Alfabeto were systematically improved and expanded, in some cases also thanks to the suggestions of customers and Personal Financial Advisers.

In particular, during 2024, actions targeted the following:

- completing the process of adopting the My Key Remote Service contract for natural persons;
- improving the user experience of the Alfabeto Banking APP, in particular by reviewing some of the command functions with a view to simplifying them;
- releasing a new section dedicated to the management of notifications for Alfabeto Fideuram Internet Banking and the Alfabeto Banking app. The notification management feature allows customers to select free push notifications on the app and via email or paid notifications via SMS for current accounts, payment cards, and investments. A copy of each notification is available in the Notices section of Alfabeto Fideuram and the Alfabeto Banking app;
- developing the infrastructure necessary for the transition of customers that are Legal Entities to the new digital experience and the My Key Business contract;
- continuing the Customer Security Enforcement project. As part of the continuous search for solutions to increase the security of online transactions, there is a strong focus on the research, experimentation and implementation of new solutions capable of significantly mitigating the phenomenon of fraud on digital channels, such as those based on anti-malware controls, risk-based operational controls, behavioural and gestural controls. In this context:
 - the Customer Security Enforcement project continued in 2024, developed features whereby each individual device used by customers

is recognisable (and therefore verified) by means of a unique code (dictated by the hardware characteristics of the device, which cannot be modified, reproduced or changed over time);

- the development of new infrastructures dedicated to Legal Persons will enable this customer segment to benefit from the evolutionary Customer Security Enforcement measures already active for Natural Persons;
- an important element of innovation in user security processes for digital channels, namely the dynamic logo, a code uniquely associated with the individual operation and the specific user in the session, has gradually been extended.

- digital channels were aligned with ESG developments in the investment sector. Fideuram’s digital channels were aligned with ESG developments in the investment sector, improving ESG disclosure on investment products and services, both during representation on digital channels and during trading on these platforms.

Personal Financial Advisers have at their disposal the application Fideuram Alfabeto PB, which allows them to view the customer’s assets, any aggregated accounts and cards held with third party intermediaries and to customise the customer’s asset views.

Personal Financial Advisers also have their own public website, with sections and content on the range of products and services that are constantly updated, which also includes the area where customers can access the Fideuram Alfabeto platform. By visiting the Personal Financial Adviser’s public website, a potential customer can start to form an impression of a Personal Financial Adviser before deciding to contact him/ her over the platform. The constant updating of digital channels benefits from the involvement of Digital Specialists who are systematically involved in the process of evolution and diffusion of online channels.

For Intesa Sanpaolo Private Banking, the development of the new digital experience dedicated to individual customers continued in 2024. In particular, the Intesa Sanpaolo Mobile app allows customers to view movements and carry out banking transactions from accounts and cards held at Intesa Sanpaolo Private Banking. Through this app, the customer can also make digital payments both online and at affiliated merchants. The Intesa Sanpaolo Investo app allows customers to operate in the investment world. In both apps, the customer shared with Intesa Sanpaolo can

choose the bank from which to operate from the “My profile” section. The Bank’s new digital experience is closely linked to the Remote Service contract, My Key for Individuals. My Key, in addition to regulating remote services, also governs, in a single contractual framework, digital signatures, advanced electronic signatures and the sending of documentation to customers in a dematerialised format. The My Key contract allows customers to be authenticated on channels in a way that complies with the PSD2 directive: O-Key Smart and O-Key SMS, which allow access to the reserved area of the site and to the Intesa Sanpaolo Mobile and Intesa Sanpaolo Investo apps, by sending the transaction confirmation code via SMS (O-Key SMS) or via a notification on the Intesa Sanpaolo Mobile app (O-Key Smart).

Even for legal entities, digital operations are made possible thanks to the O-Key SMS authentication method. In particular, the following have been released for individual customers:

- an improved user experience of the Intesa Sanpaolo Mobile app;
- development of activities prior to the transition of customers that are Legal Entities to the new digital experience and the My Key Business contract;
- while the Customer Security Enforcement project continued;
- alignment of digital channels with ESG developments in the investment sector.

Thanks to these important developments, there is confirmed growth in the use of multi-channel services, both in the number of customers, with an increase compared to the previous year, and in the number of transactions completed online. About half the banking and investment transactions were actually completed through the online channels. In particular, the most frequent actions were bank transfers for transactions and the trading of securities for investments. There was also a significant increase in the number of transactions carried out via the app channel.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

FIDEURAM DIRECT

During 2024, the development of Fideuram Direct, a service model dedicated to savers and traders who want to invest remotely in the financial markets, continued, with the implementation of various projects aimed at enhancing the range of products and digital solutions available. In particular, during the year, new products/services dedicated to Fideuram Direct customers and new tools to support assistance processes on direct channels were gradually released for the following areas:

- **Financial Advice:** the new financial advisory service was provided remotely by Direct Bankers, i.e. financial advisors registered with the OCF (Body for the supervision and maintenance of the Single Register of Financial Advisors) who provide assistance on investment products, through digital solutions that allow customers to make appointments and be guided in the configuration of their portfolio. In providing the financial advisory service and, in particular, in the guided construction of portfolios and risk management, Direct Bankers can count on the dynamic portfolios suggested by Aladdin, Black-Rock’s sophisticated Robo4Advisory platform. During the year, for customers of the Direct Advisory Service (paid Financial Advisory service), the offer was enhanced with the addition of Class I insurance solutions, pension solutions and certificates, together with advice on non-managed assets. Furthermore, for Fideuram customers who are more inclined to use digital advice, the possibility of being assisted by Direct Bankers was extended, through the implementation of tools and procedures that enable the basic advisory service to be provided remotely (Start Advisory);
- **Advanced Trading:** new specialist services were created, expanding the offering (e.g. the Direct Listing of corporate bonds, new options with weekly expiry) and new market standards were adopted (full alignment with the new Optiq market model of Euronext Italia and alignment with the new communication protocols of the CME Group market platforms were completed) and the technological evolution of the apps and trading platforms continued (4Trader+ infrastructure upgrade, Trading Evoluto website, Trading+ app). In addition, functional updates were released for the QuickTrade platform and the microservices redevelopment of the core applications in the Advanced Trading area were completed, in order to align with the Darwin Digital Architecture. In December, the roll-out of the new version of the Trading+ app was completed, with the creation of two new isofunctional native applications (Android and iOS), with a complete overhaul of the user interface in line with accessibility regulations. Finally, the EMIR Refit and Settlement t+1

regulatory alignments for the US and Xetra markets were implemented in full;

- **Services dedicated to “self-investors”:** new features were added to the offer, with the expansion of the list of ISINs that can be subscribed and the inclusion of Eurizon funds, the introduction of additional payments on GP Direct Valore+ and the launch of the DirectPlanETF service, an accumulation plan that allows for the recurring purchase of a selection of ETFs listed on the Italian Stock Exchange. To improve the information made available to customers, actions also targeted an improvement of the commercial features on the public website and in the area reserved for customers of the Alfabeto Fideuram home banking platform.

In parallel with project initiatives, activities were carried out during the year, to:

- support the market positioning of Fideuram Direct, through the design and implementation of Digital Marketing promotions and campaigns to boost the services offered (awareness) and acquire new potential customers (leads), to integrate existing customers;
- increase commercial productivity through the full adoption of the Group’s solutions in the field of Customer Relationship Management (Salesforce platform), extended to the Operational and Commercial Support teams and to relationship managers for advised customers and advanced trader customers, and the continuous evolution of the tools to facilitate remote interaction, also with a view to Lead Management.

In this context, customers with relationships attributable to the Fideuram Direct service model totalled approximately 74k at the end of the year, who hold a Managed Financial Wealth (RFA) equal to €2.9bn, in addition to a further 3k customers reported by the Networks and in the process of joining Fideuram Direct. In addition, the following commercial and operational results are reported for the various areas:

Financial Advice

18 months after the launch of the new service, 18 Direct Bankers, organised into 5 teams, are already integrated and fully operational. Over 1,000 customers have subscribed to the Direct Advisory advanced remote consultancy service, with a total of €146m in client assets. During 2024, approximately 5,400 customers were transferred from the Networks to Fideuram Direct. Overall, Fideuram Direct’s client assets amount to €216m, including the basic advisory service Start Advisory, for a total of approximately 9,900 customers.

Advanced Trading

Around 9,300 advanced trader customers, of which 2,400 are operational each month, have contributed to the growth of the service. Over the course of the year, approximately 900 new advanced trader customers generated an inflow of €125m in new assets. Specialist trading platforms recorded approximately 3.9 million trades in securities and listed derivative products, averaging 15,700 transactions per day. Total volumes traded on cash markets amounted to €32bn, with a total of 1.1 million executed and an average ticket of €29 thousand. Finally, the average number of daily orders in 2024 grew by 3% compared to the previous year.

Self-Investing

Approximately 55 thousand customers have banking relationships (current accounts and securities deposit accounts not attributable to exclusive customers of the Financial Advisory and Advanced Trading sectors). Of these, approximately 10,200 are “self” investors and 1,600 are shared with the Advanced Trading services. Indirect funds linked to “self” investors grew by 18%, with approximately 800 new “self” investor customers, who made independent investments for the first time during the year. Customer Service handled over 120k phone calls, of which 61 thousand incoming and 60k outgoing, as well as 28k emails (18k incoming and 10k outgoing) and 45k tickets, of which 24k closed and 21k open. The efficiency of the service was guaranteed by a service level (SLA) of 99%, with waiting times of less than 30 seconds.

Development of business relationships

In November, a digital marketing campaign was launched aimed at acquiring digital-prone investors interested in medium-long term savings. At the same time, over 125 information and training sessions in the trading sector were organised in the area, involving Private Bankers from the Fideuram, Sanpaolo Invest, IW Private Investments SIM and Intesa Sanpaolo Private Banking Networks, as well as meetings dedicated to advanced trader customers. More than 100 mass communications of a commercial and operational nature were sent, via direct mail, SMS and pop-ups in home banking services. Additionally, over 2,500 outbound telephone calls were made monthly as part of Campaign Management activities.

Commercial initiatives for customer development and retention became fully operational, with the implementation of monitoring systems for performance measurement. Among these, there were the campaigns to join the Direct Advisory service, which involved approximately 18 thousand customers, up/cross selling initiatives to bring in new assets and build customer loyalty, as well as retention activities aimed at maintaining outgoing assets.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

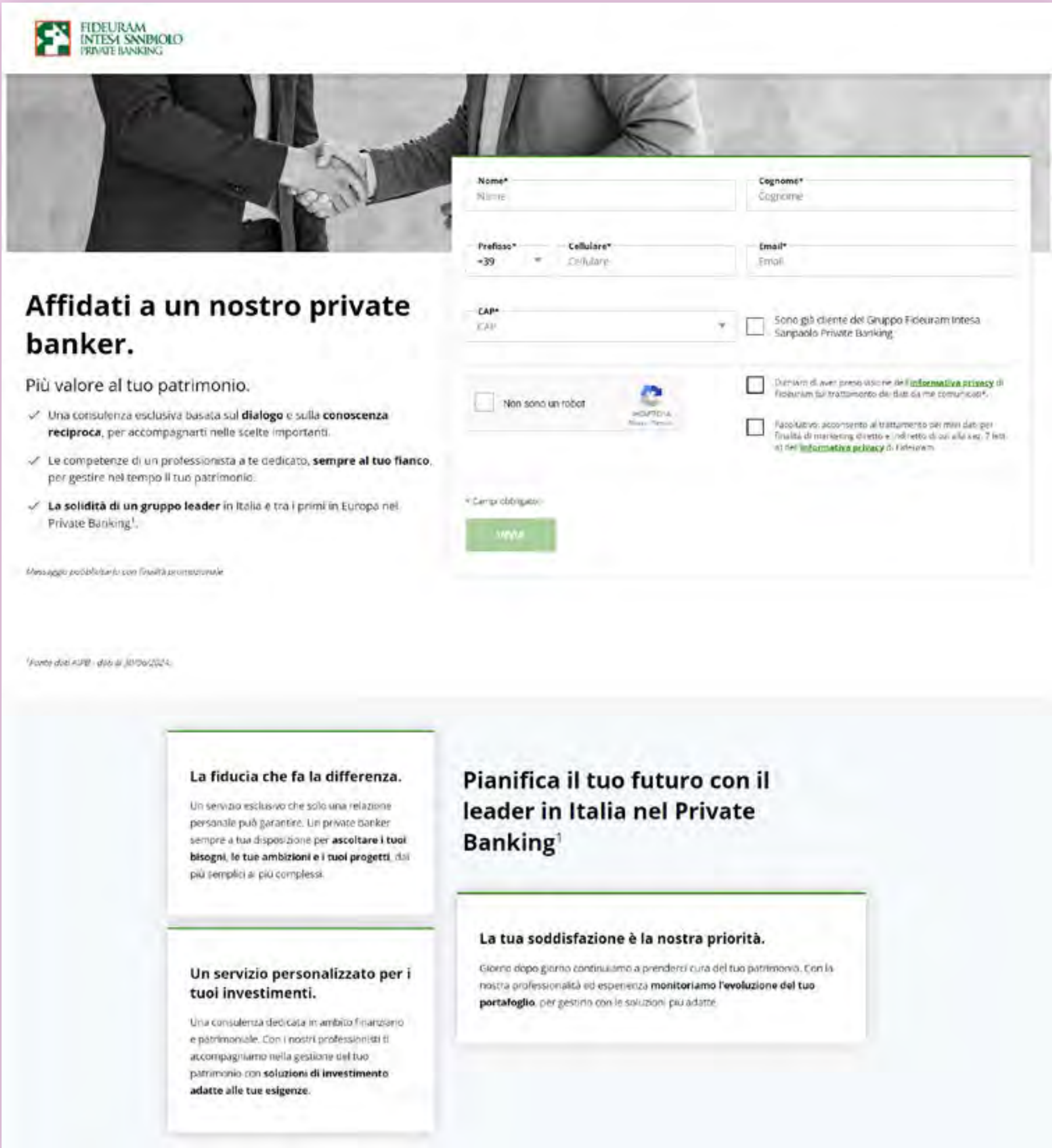
8. GLOSSARY

9. CONTACT US

WEBSITES

The sites confirmed their role as channels of communication with the public and existing and potential customers, supporting the Personal Financial Adviser Networks and the direct channel in their commercial action and promoting the Group’s institutional initiatives.

At the end of 2024, the content of the sites was optimised considerably, with particular attention paid to the home page, to improve browsing in view of an advertising campaign that will also involve the Fideuram site next year. This campaign, launched as test for the Rome area in 2024, aims to increase the awareness of a brand that is already a market leader. A major new element introduced is the new contact form, specifically designed for the acquisition of new customers, which allows users to request a call from a Private Banker in their area. This tool represents a significant step forward in customer interaction, facilitating direct and personalised contact that can significantly improve the user experience and the effectiveness of the awareness and acquisition campaign.



Continued overleaf >>



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

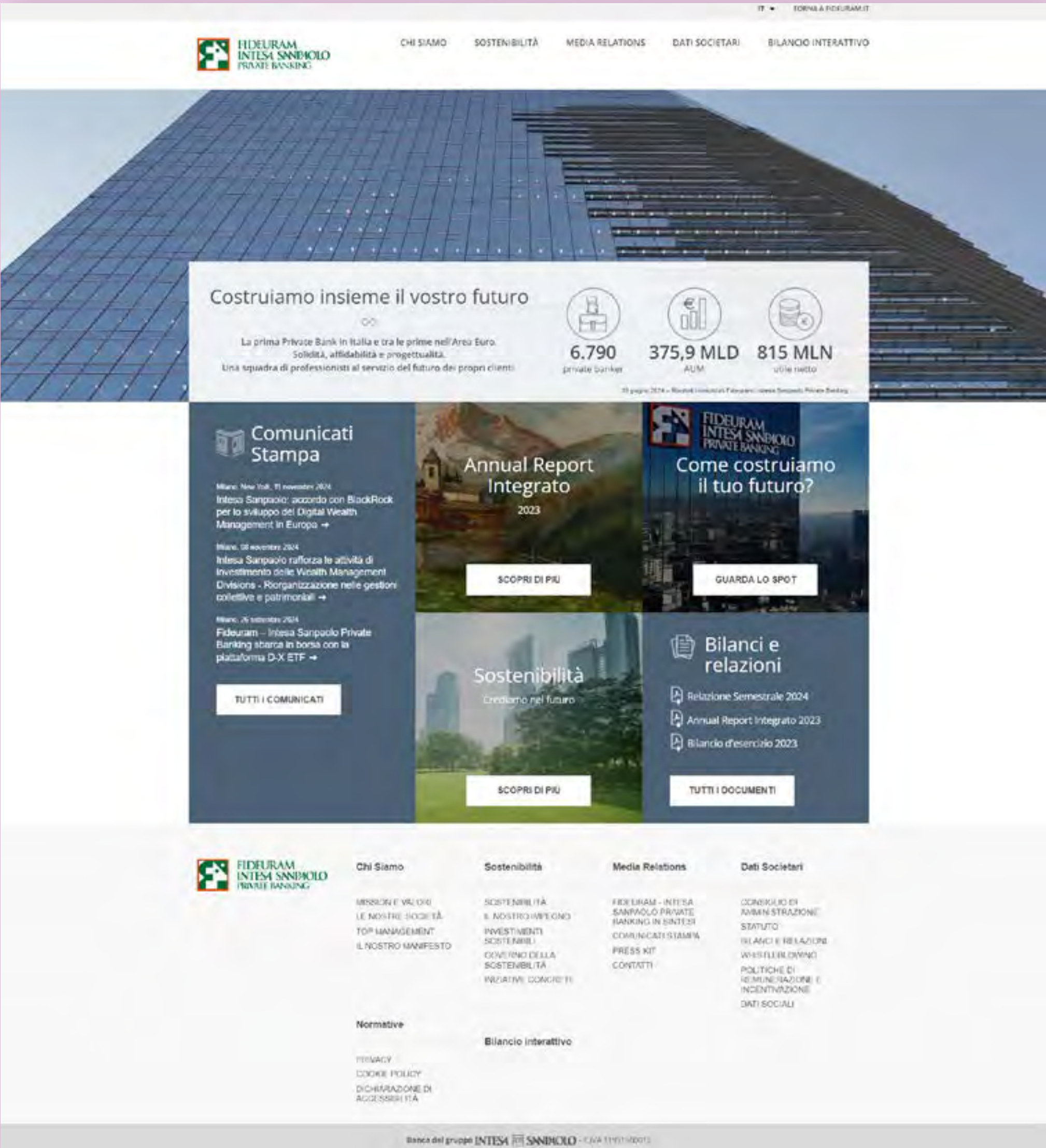
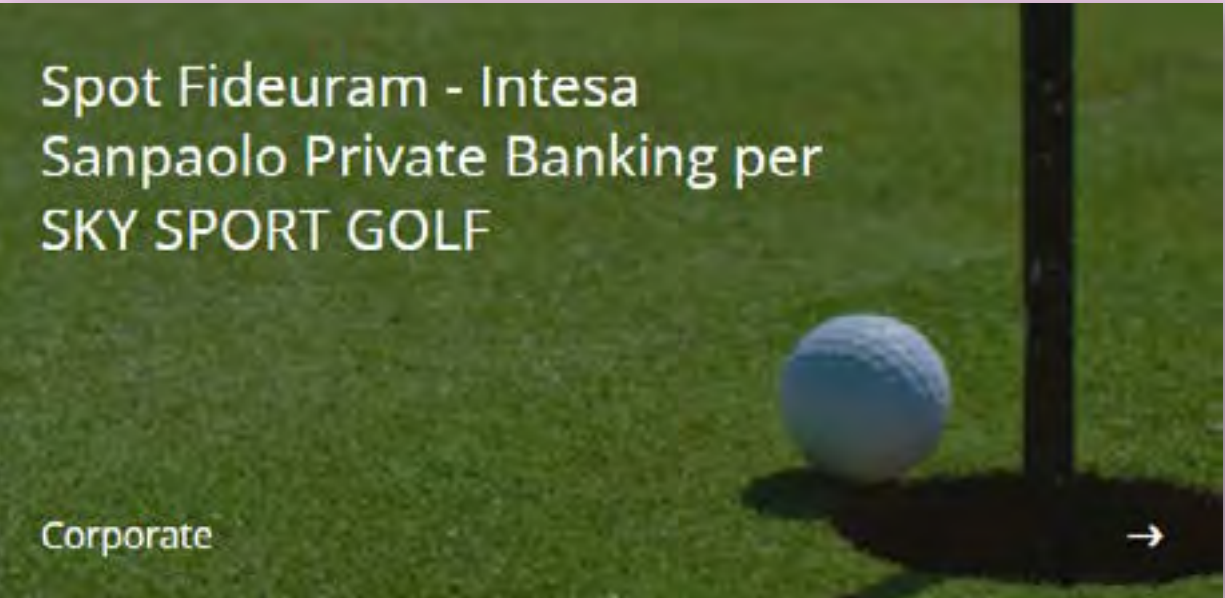
7. SCHEDULES

8. GLOSSARY

9. CONTACT US

The Group’s websites also supported the communication initiatives carried out during the year, and in particular:

- the promotion of institutional initiatives, through the publication of promotional banners and videos both on the Group’s website and on commercial sites. The numerous initiatives featuring the Fideuram - Intesa Sanpaolo Private Banking brand as protagonist include the awareness ad “How do we build your future?” broadcast during the Paris Olympics, and the partnership with Sky Sport Golf, the Sky channel dedicated to enthusiasts of this elegant sport;

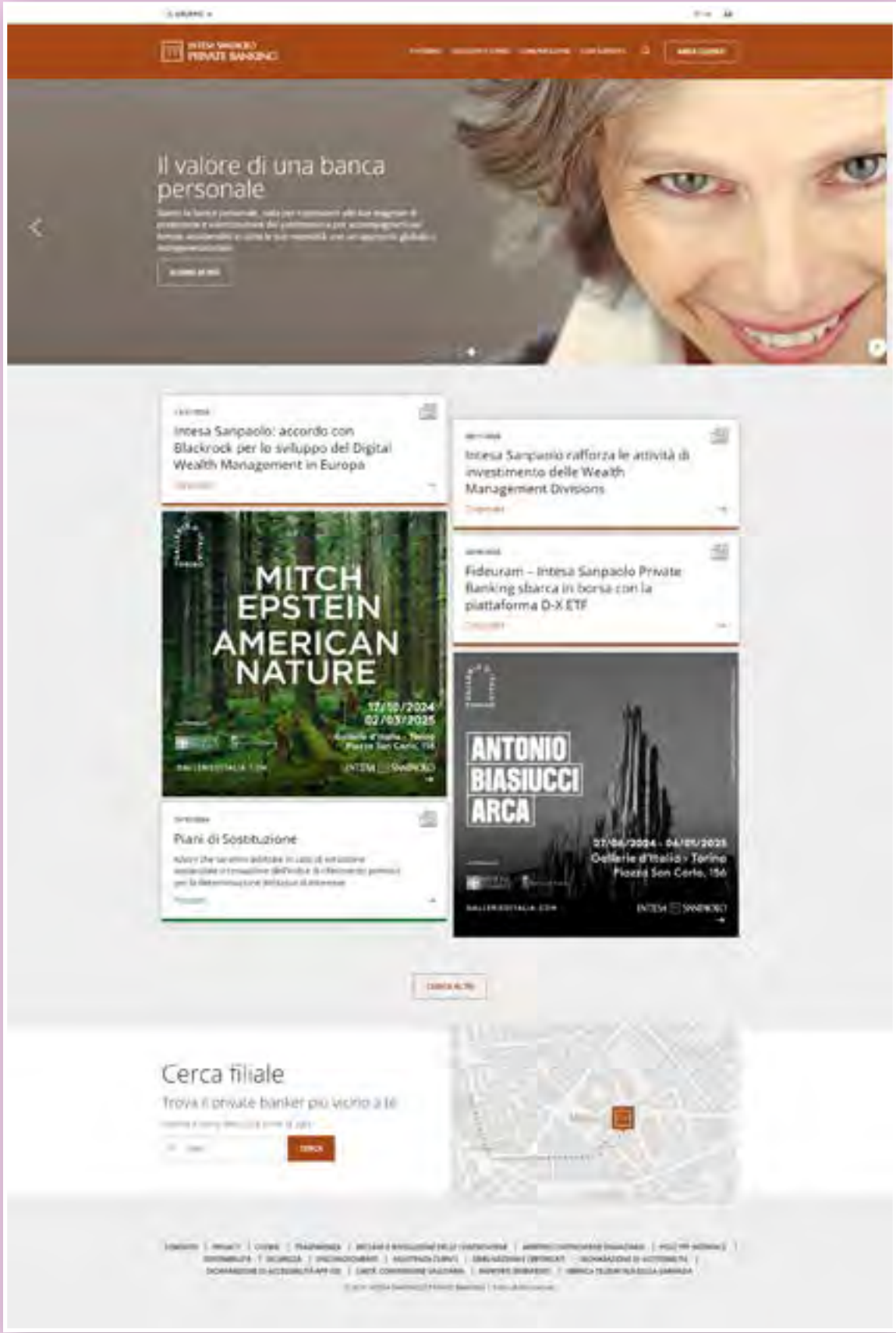


Continued overleaf >>



- ABOUT THIS REPORT
- OUR IDENTITY
- GROUP STRUCTURE
- HIGHLIGHTS
- KEY PERFORMANCE INDICATORS
- INTRODUCTORY NOTE
- CHAIRMAN’S STATEMENT
- CHIEF EXECUTIVE OFFICER’S STATEMENT
- 1. BUSINESS MODEL
- 2. EXTERNAL CONTEXT AND STRATEGIES
- 3. PERFORMANCE
- 4. GOVERNANCE
- 5. CONSOLIDATED FINANCIAL STATEMENTS
- 6. INDEPENDENT AUDITORS’ REPORT
- 7. SCHEDULES
- 8. GLOSSARY
- 9. CONTACT US

- support for the circulation of press releases on projects relevant to the reference market, such as the listing of the D-X ETF platform on the stock exchange, the reorganisation of the investment activities of the Wealth Management Divisions of Intesa Sanpaolo, and the agreement with BlackRock to accelerate the growth of the Digital Wealth Management offering in Italy and Europe;



Continued overleaf >>



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

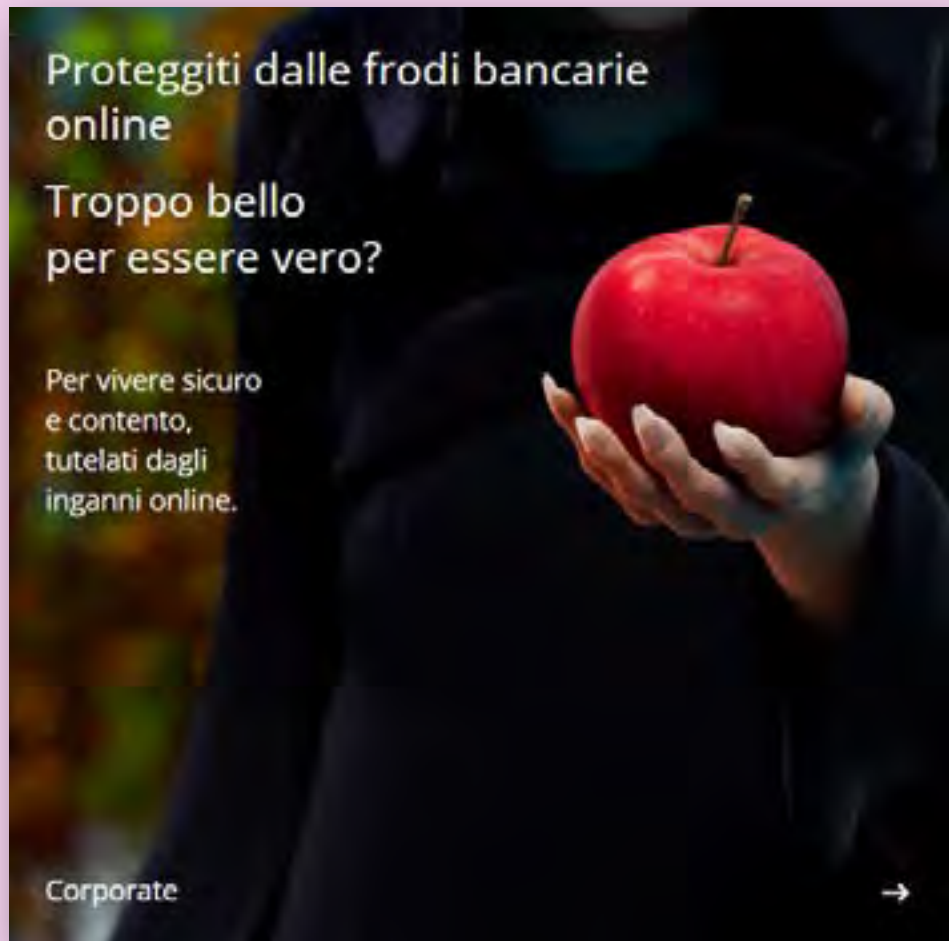
6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

- support for the awareness campaign on cybersecurity issues, dedicated to customers, which - inspired by the world of fairy tales - provides teachings, principles and behaviours to adopt to protect customer data;
- participation, through the websites of Personal Financial Advisers and Fideuram Direct, in the communication campaigns “il tuo futuro inizia oggi”, to launch two BTP Valore placements - extraordinary issues promoted by the Ministry of Economy and Finance - on the primary market.



In the latter part of the year, the sites were used to send seasons' greetings, thanks to a digital card published on the home page.



Continued overleaf >>

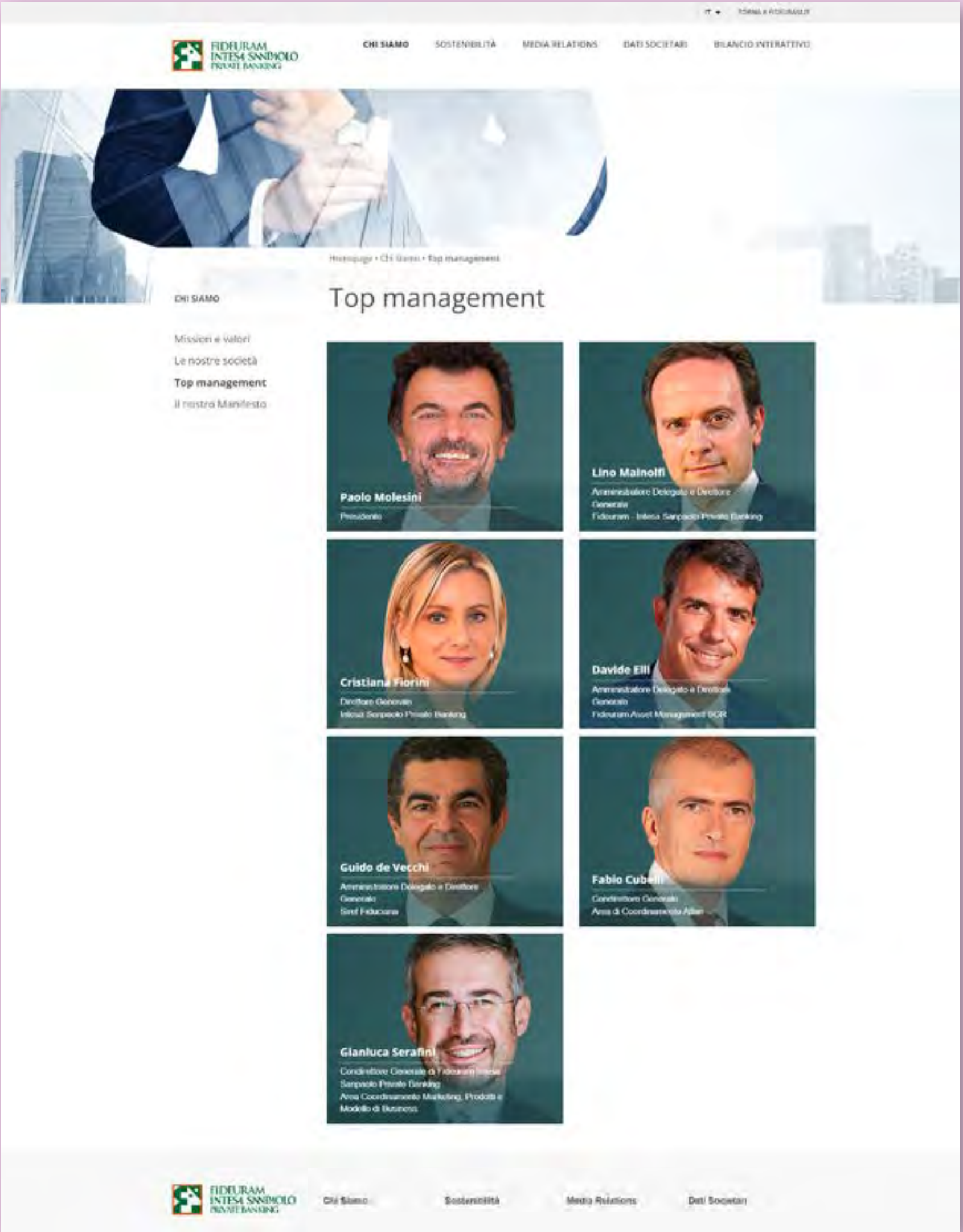
- ABOUT THIS REPORT
- OUR IDENTITY
- GROUP STRUCTURE
- HIGHLIGHTS
- KEY PERFORMANCE INDICATORS
- INTRODUCTORY NOTE
- CHAIRMAN'S STATEMENT
- CHIEF EXECUTIVE OFFICER'S STATEMENT
- 1. BUSINESS MODEL
- 2. EXTERNAL CONTEXT AND STRATEGIES
- 3. PERFORMANCE
- 4. GOVERNANCE
- 5. CONSOLIDATED FINANCIAL STATEMENTS
- 6. INDEPENDENT AUDITORS' REPORT
- 7. SCHEDULES
- 8. GLOSSARY
- 9. CONTACT US

Lastly, the websites were involved in numerous activities in 2024, concerning both editorial content and application, relating to the “Accessibility Project”. Based on the results of the assessments carried out, actions were defined aimed at adapting the sites to the compliance standards required by the regulatory framework. These actions will continue during the next year.

Initiatives concerning the individual sites include:

- **Fideuram - Intesa Sanpaolo Private Banking Website:** following the organisational changes that occurred with the creation of the Wealth Management Divisions structure, which Fideuram - Intesa Sanpaolo Private Banking is a part of, the “Who we are - Top management” section was revised, to correctly show users who the managers of our companies are.

- **Fideuram, Sanpaolo Invest and IW Private Investments Websites:** in June, the Private Banker Network websites supported the launch of the Exclusive Card, a high-end credit card featuring an elegant and distinctive white metal design and a range of unique services for professional life and leisure, insurance cover and preferential access to the Online Branch.



Continued overleaf >>



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

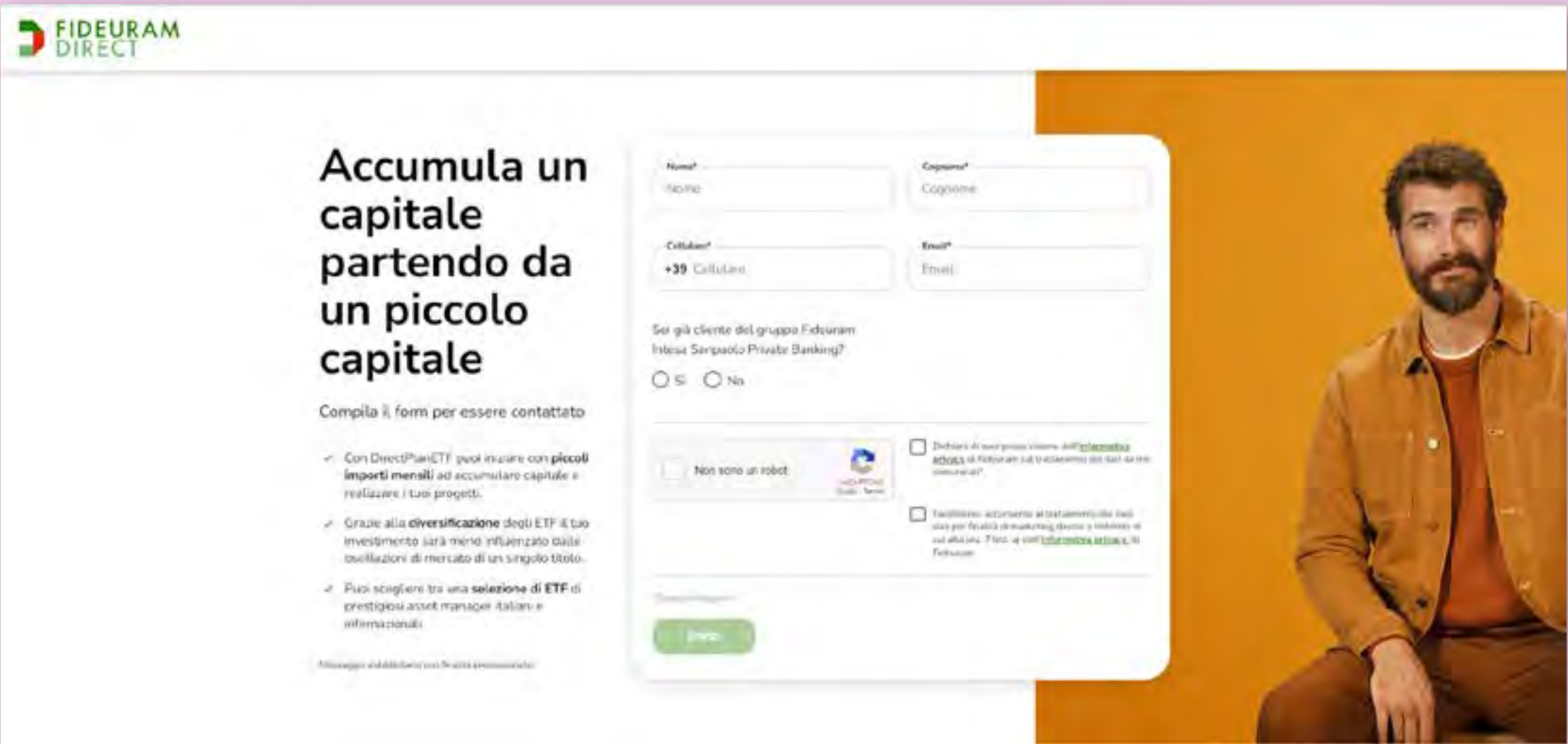
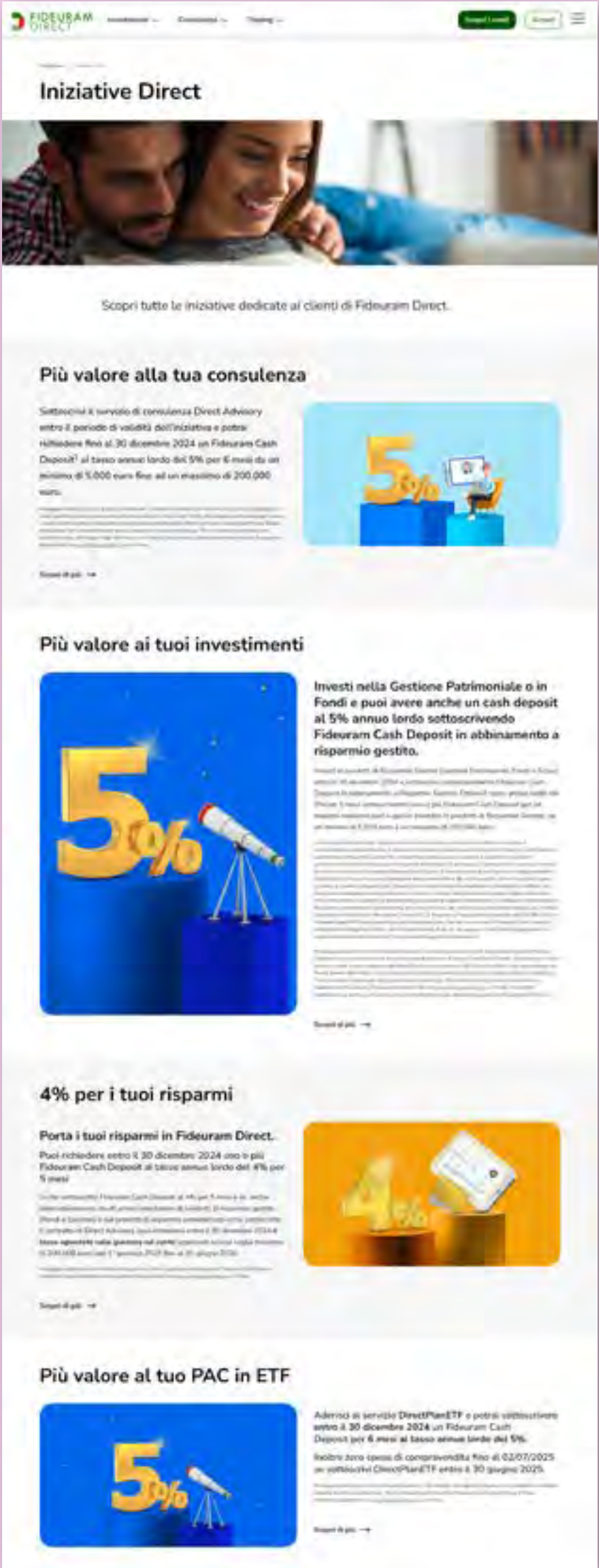
6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

- **Fideuram Direct Website:** the site has supported the evolution of the direct channel service model with the expansion of the editorial content of the Advisory section and an enhanced offering of investment solutions proposed with certificates, target funds, insurance investment products, ETF accumulation plans and pension funds. A special space has been dedicated to the presentation to users of the Welcome+ app, which allows access to the onboarding journey, but also gives users the chance to learn about the opportunities offered and promotions, delve into financial education topics, follow webinars and dedicated content and make an appointment with their Direct Banker. In keeping with the previous year, the site also gave visibility to the commercial initiatives implemented during the year, such as the elimination of the fee on the Direct Start Account, the member get member “Introduce a friend to Fideuram Direct” initiative, as well as the initiatives dedicated to advice and investments: “Più valore ai tuoi investimenti” (More value for your investments), “Più valore alla tua consulenza” (More value for your advice), “Più valore al tuo PAC in ETF” (More value for your PAC in ETC) and “4% per i tuoi risparmi” (4% for your savings). In the last part of the year, the Fideuram Direct website supported an ADV campaign which, in line with Fideuram Direct’s positioning in the world of digital investments, highlighted the ETF accumulation plan as a central element of the commercial value proposition. The contact form is an innovative and very important element, specifically designed to acquire new customers; users interested in the campaign can leave their data to be contacted again. This tool not only allows for direct and personalised interaction with potential customers, but is also an important step forward in the effectiveness of awareness and acquisition campaigns.



Continued overleaf >>



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

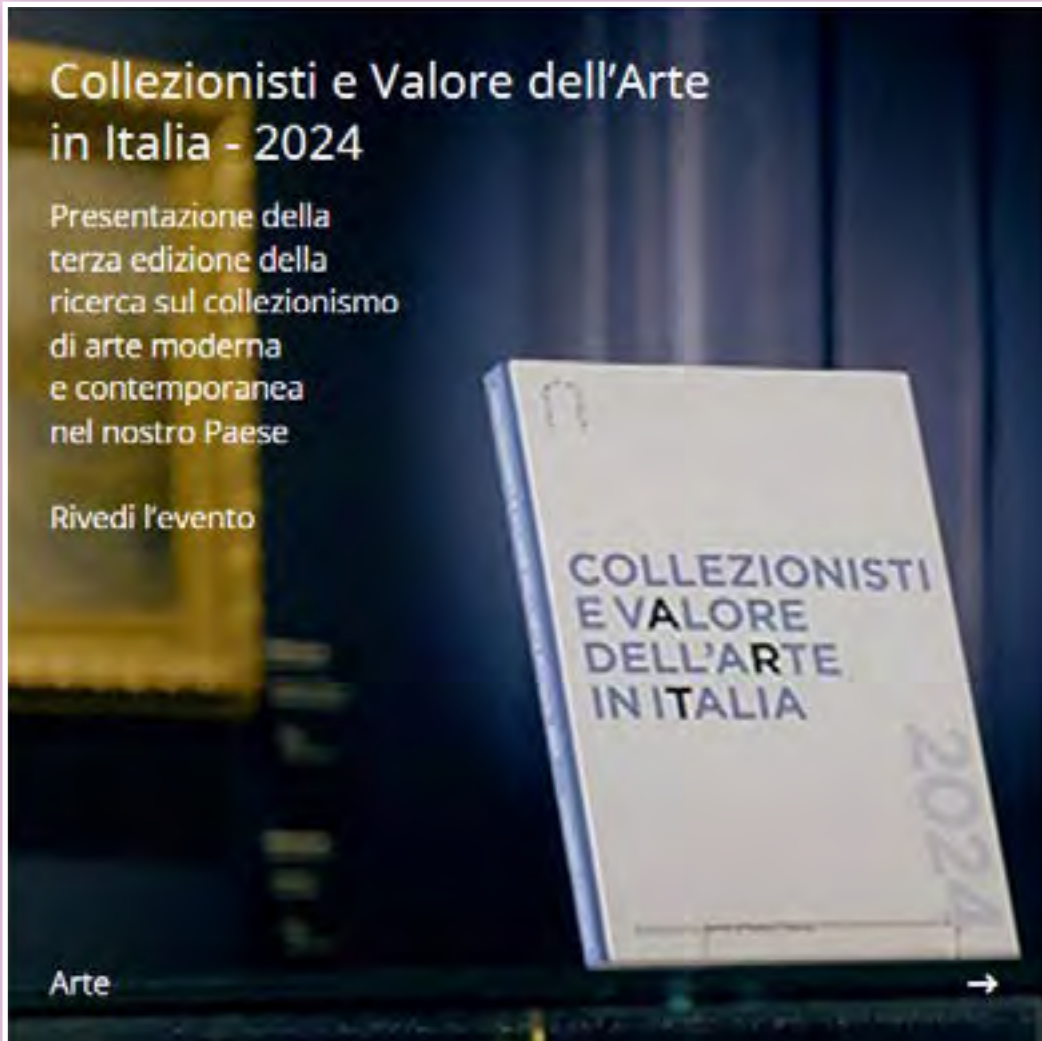
7. SCHEDULES

8. GLOSSARY

9. CONTACT US

- **Intesa Sanpaolo Private Banking Website:** the main innovation promoted by the site concerned the launch in June of the investment service Mercati Privati, which offers direct access to the real economy, through investment in instruments not listed on the financial markets, such as privately owned companies and other assets such as real estate, infrastructure and private credit. The site also highlighted an initiative of considerable value in the promotion of national artistic heritage, with the presentation of the third edition of the volume “Collectors and the value of art in Italy - 2024”, on collecting modern and contemporary art in our country, created from the collaboration between Intesa Sanpaolo Private Banking and the Art, Culture and Historical Heritage Department and the Studies and Research Department of Intesa Sanpaolo.

Moreover, there was further development of editorial content focusing on non-financial matters, associated with the synergy with Gallerie d'Italia and Wealth Management topics, with particular reference to the analysis of real estate market trends.



MAIN IMPROVEMENT OBJECTIVES FOR 2025

NETWORK SERVICES

Online Services

Fideuram and Intesa Sanpaolo Private Banking will continue to consolidate the experience on customers' digital channels during 2025. Specifically:

- further improving the user experience on all digital channels for individual customers, with the utmost attention to the security of authentication methods and the usability of platforms based on customer needs and offering new digital features, with a particular focus the banking and investment worlds;
- adopting the new digital experience for all legal entity customers, with the new Internet Banking and app platforms and with the new My Key Business contract.

Websites

Websites will continue to operate as important channels of communication with the public and customers, and will be subject to continuous updates and upgrades, in accordance with the development of communication requirements of the Personal Financial Adviser Networks and Fideuram Direct, and the Group's strategic choices.

The awareness and acquisition communication initiatives, already launched during 2024, are expected to continue in the next year.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

SOCIAL MEDIA

In 2024, the Fideuram Group LinkedIn profile supported and developed the awareness, consideration and reputation of the brand and management, contributing to the strengthening of the sense of belonging and the visibility of the business model. The institutional editorial approach, further op-

timised in the selection of contents, guaranteeing visibility of company news, value initiatives, prestigious awards, partnerships of national and international importance, as well as corporate operations. The follower base has grown steadily (+19% compared to 2023), increasing visibility and virality, also thanks to the direct contribution of colleagues and Private Bankers who have been actively involved.

In the fourth quarter, targeted investments in customer acquisition were also made, which will continue in the first few months of 2025. Fideuram Direct's LinkedIn profile also recorded significant growth (+64% compared to 2023), consolidating a qualitative presence on the channel, thanks to a commercial approach focused on the innovations and advantages of the business model, on preparatory initiatives for recruiting new Direct Bankers

and on the institutional approach dedicated to Top management and the Group. Significant investments have been channelled into the profile, with the activation of sponsored campaigns, leveraging the important innovation of ETF accumulation plans. LinkedIn is confirmed as the leading professional network in the sector and a fundamental tool for the Group's communication on social media.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

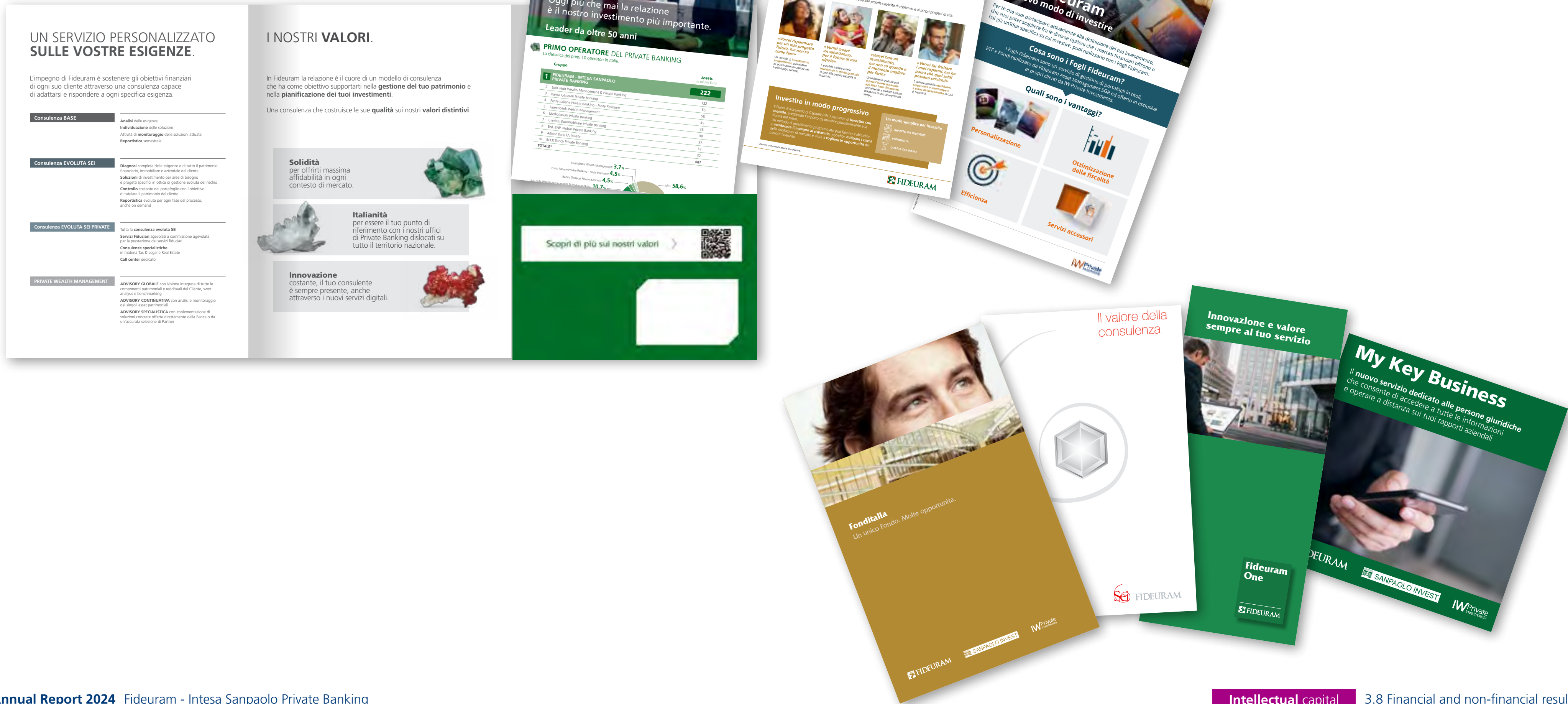
9. CONTACT US

BELOW-THE-LINE COMMUNICATIONS

In 2024, below-the-line communication activities continued in the name of innovation and continuity, with the review and updating of paper and digital materials, adapted to respond to a constantly evolving context. In particular, as regards institutional communication, the folders, “Invitation to Fideuram”, “Invitation to Sanpaolo Invest” and “Invitation to IW Private Investments” were maintained, reviewing the layout and updating the information sheets on he Group’s data, products and services, in addition to the landing page which can be accessed via QR code, link or social media banner.

Materials dedicated to products and services such as the Fonditalia brochure, the Fideuram One leaflet, the professional kit and the Consulenza Sei brochure were also updated with restyled graphics and contents, which improved their communication effectiveness.

The new digital leaflet for the launch of My Key Business was created, designed to clearly and immediately illustrate the services and solutions dedicated to the business segment. Following the merger by incorporation of IW Private Investments into Fideuram, all institutional and commercial materials dedicated to the network were rebranded to reflect the new corporate reality.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

INTERNAL COMMUNICATION

In 2024, internal communication initiatives, in keeping with previous years, were focussed on consolidating the sense of belonging to the corporate community, inclusion and the promotion and dissemination of knowledge. Particular attention was paid to the presentation of the organisational innovations introduced in April 2024, and to the new spaces dedicated to information and content relating to the establishment of the Wealth Management Divisions structure. During 2024, the initiatives already launched in previous years continued, such as the focus on strategic projects, meetings between colleagues and top management, the creation of content on the topics of inclusion and ESG finance, with the aim of disseminating a culture of sustainability and giving greater visibility to the Group's commitment also as an agent of change. In this context, we should mention the Birthtree initiative, through which a contribution was made to reforestation, as well as the Digital Library service, which allows employees to access a large catalogue of ebooks and audiobooks from leading publishing houses for free.

The various internal communication tools continued to promote awareness within the Division of the world of Private Banking, the main trends affecting it and Fideuram's leading role.

Division Intranet (YOUiverse): the platform dedicated to the Private Banking Division is constantly updated, renewing the contents and methods of use according to the new standards. The section presents Fideuram, the companies that are part of it, their respective organisational structures and main projects, and offers a selection of news, articles and video content.

Intranet News: the home page displays messages from top management, the announcement of the launch of the D-X ETF platform's stock market listings, the agreement with BlackRock and the 2024 Financial Reporting Oscars obtained in the Financial Companies category by Fideuram's Integrated Report.

The news also includes events, training, interviews with colleagues on news and strategic projects, HR news.

KeyTv: Videos related to Division news and events have been published. Main productions include the 2024 Convention, messages from Top Management, the organisational reconfiguration and the Investment Center, the new commercial offer, as well as the Digital Specialist and Next Generation events.

In 2024, internal communication initiatives were aimed at consolidating people's sense of belonging and promoting the Group's identity and values. Particular attention was paid to the presentation of the organizational innovations adopted in April 2024 and to the launch of a communication perspective consistent with the new entity of the Wealth Management Divisions.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

ORGANISATION AND INFORMATION SYSTEMS

ORGANISATION

The Organisation Department is responsible for directing the development of the organisational mode with respect to organisational units, sizing and processes, working with colleagues outside the department to ensure, inter alia, that project plans are respected and monitored, full information is relayed to top management and the departments concerned, and cross-project impacts are managed effectively.

The main initiatives managed in 2024 are illustrated as follows.

REGULATORY PROJECTS	CORPORATE PROJECTS
- Regulatory developments in investment services and activities, Product Governance and supervisory reporting. - Regulatory developments in the insurance sector. - Regulatory compliance in the projects developed in synergy with Intesa Sanpaolo (for example: the “Stanca Law”, Instant Payments, Alignments with Bank of Italy Circular 285, DORA (Digital Operational Resilience Act, CSRD, EMIR, MMSR). - Release of the new ENIF model to Fideuram, for the management of periodic and event-based reviews in the area of Anti-Money Laundering - Data Governance.	- Merger by incorporation of IW Private Investments SIM into Fideuram. - Alpian’s capital strengthening as a driver of foreign development in the full digital wealth management business. - Launch of the project to strengthen the investment activities of the Wealth Management Divisions to optimise the activities of the product factories, collective management (funds) and asset management (GP); creating specialised oversight in Asset Management; strengthening the service model for asset management and relations with the distribution Networks.
MANAGEMENT PROJECTS	COMMERCIAL PROJECTS
- Continuation of planning on the upgrade of the operational models of the Networks. - Reinforcement of the actions and processes for monitoring operational activities to protect customers. - Evolution of advisory tools for company regulations. - ESG programme to define the Group’s strategic ESG positioning. - Convergence and adoption of the contract for Intesa Sanpaolo’s “My Key” online services and related developments. - Strengthening and implementation of the assistance model for Financial Adviser Networks, in order to guarantee efficient and guided support in resolving any anomalies in customer relations. - Continuation of activities to centralise physical security oversight at Intesa Sanpaolo.	In line with the 2022-2025 Business Plan, adherence to the Information System technological modernisation process through the Forward-Fit and Convergence programmes, in keeping with: - The evolution of the new core banking started with the Isytech project. The project includes the modernisation of the various platforms to align with the new core banking, the unification of Apps used by customers, the adoption of the Customer Journey for customer onboarding, ensuring an upgrade towards a distinctive digital solution and maintaining the off-site offering solutions used by Personal Financial Advisers. This project also includes the technological modernisation of the advisory platforms of Fideuram and Intesa Sanpaolo Private Banking. In the investment sector, digital processes were adopted to distribute financial instruments, also through the self-investing channel, on the primary, secondary and asset management markets, and new products in the banking sector with end-2-end digitalised processes were rationalised and/or introduced. Lastly, the new offer of current accounts was remodulated, and the service model for the placement of mortgages to retail customers was revised. - Strengthening of the Advanced advisory model with technological implementations and integration with the services for the distribution of non-managed financial instruments for customers. - Continuation of the evolution of procedures and processes in the credit sector, in line with the group’s target and functional to the development of the credit business. - Continuation of volutionary activities for the implementation of the Fideuram customer onboarding platform “Welcome Persone Giuridiche e Persone Fisiche” (“Welcome Legal Persons and Individuals”). - Strengthening of Direct Banking activities through the creation of the new Fideuram Direct brand, through the enhancement of the offer with the activation of the PAC service on ETFs and developments in the technological system of the platforms in use for the advanced trading service. - Continuation of activities relative to the “Private Equity Fund Platform - Icapital” project, for the placement of capital call funds to professional customers. - Oversight of the evolution of the Product Plan. - Evolution in the credit card sector with the launch of the Exclusive card for Fideuram Network customers. - Evolution of platforms for the provision of customer advisory services. - Strengthening of the organisational model and product offering dedicated to the High Net Worth Individuals and Ultra High Net Worth Individuals segments. - Evolution of the customer service model. - Adoption of Advanced Analytics in CRM. - Launch of the new Digital Wealth Management platform through the establishment of a new Business Unit within Intesa Sanpaolo Wealth Management to support international growth. - Start of a three-year “Digital Transformation” plan at Intesa Sanpaolo Wealth Management to support the development of the Bank’s business.

The Organisation Department also oversees the development and maintenance of the Group’s internal regulations, consisting of governance documents: Articles of Association, Code of Ethical Conduct, Group Regulations, Authority and Powers, Guidelines, Department Charts and Organisation Charts, and operational regulations which govern its corporate processes: Rules, Operating Guides and Circulars. As part of outsourcing processes, the Organisation Unit managed and coordinated the renewal of intra-group contracts and the monitoring of service levels, through periodic checks on the KPIs of the services provided and the preparation of a periodic report to Top Management on the overall trend of outsourcing.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



Fideuram and Sanpaolo Invest - Alessandria Branch.

CYBERSECURITY AND BUSINESS CONTINUITY

The Fideuram Group pays particular attention to issues related to Information Security and its developments in the field of Cybersecurity: In a context where these are becoming increasingly important for the regular conduct of business activities, it has become essential to be able to guarantee security levels appropriate to the threat context to which the services offered to customers are exposed.

To cope with this highly dynamic scenario, it is therefore essential to define a holistic (all-round) approach to the management of cyber risks, in order to increase the level of cyber readiness of the entire Group through:

- soft aspects that include cultural, process and training/exercise issues at all levels of the organisation; in this sense, specific awareness initiatives are regularly undertaken to further raise awareness among all Fideuram Group personnel, including top management and senior positions. In 2024, initiatives focused on raising awareness of phishing phenomena and other cyber fraud/attack techniques continued; these included: the publication of news on the Group’s intranet, the sending of information to personnel, the inclusion of an alert message when logging on to company computers, the activation of ethical phishing campaigns. During the year, an initiative was also launched on the topic of “Digital education – computer fraud and scams” in collaboration with the Intesa Sanpaolo Antifraud unit, aimed at the commercial networks of the Fideuram Group;
- hard aspects that include technological solutions and predictive techniques (cyber intelligence, behavioural analysis, etc.).

The Fideuram Group has therefore adopted a cybersecurity strategy with the aim of using the most innovative technologies and becoming an influencer on the international scene.

2024 saw the continuation of activities aimed at achieving the objectives of the Cyber Plan, with a 2022-2025 horizon. The chief goal of this plan is to enable the Group to face the coming years as a leader, continuing to generate value for all stakeholders and at the same time building the bank of the future: which is profitable, innovative and sustainable.

The pillars on which the Cyber Business Plan is based are:

- protecting customers, from the rise in and sophistication of fraud and attacks, consolidating their digital trust;
- protecting the Group, through the evolution of the capacity to protect and recover from new attacks on the digital infrastructures used by the Group and by third parties;
- ensuring compliance with cyber legislation, transforming internal controls and processes to guarantee conformity at all times to legislation and laws;
- implementing the cyber strategy and enable digital trust from an ESG perspective, to guarantee customers, even if not “digital ready”, secure access to digital services from an ESG perspective; guaranteeing the security and resilience of services and cyber training on the entire value chain; evolving the governance model, encouraging the growth of controls and strategic skills.

In this context, with particular reference to the critical events detected during 2024, the correct guidance and management thereof meant that no significant impacts occurred with Fideuram Group companies.

In 2024, activities related to the DORA project continued, with the Fideuram Group coordinating the entire initiative for all controlled companies. The project benefited from the support of Intesa Sanpaolo’s extensive work sites, benefiting from synergies with respect to the solutions defined at Group level and other related projects. The project initially identified the gaps compared to legal provisions and defined a master plan of activities for alignment with some actions addressed in 2024 in a tactical way, and which will be completed strategically in the following months.

The function is also engaged, on an ongoing basis, in the operational coordination of the activities assigned to the Contact Person for the Sector Business Continuity Plan, interfacing with the Intesa Sanpaolo Business Continuity Unit and with Group subsidiaries. During the year, this saw the Department perform all the business continuity management activities provided for in the Organisational Model for Crisis Management and Business Continuity Plan Rules, including the Operational Continuity Test and the Disaster Recovery Test. In 2024, a cyber incident simulation took place, with activation of the escalation process and the convening of the Crisis Committee.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

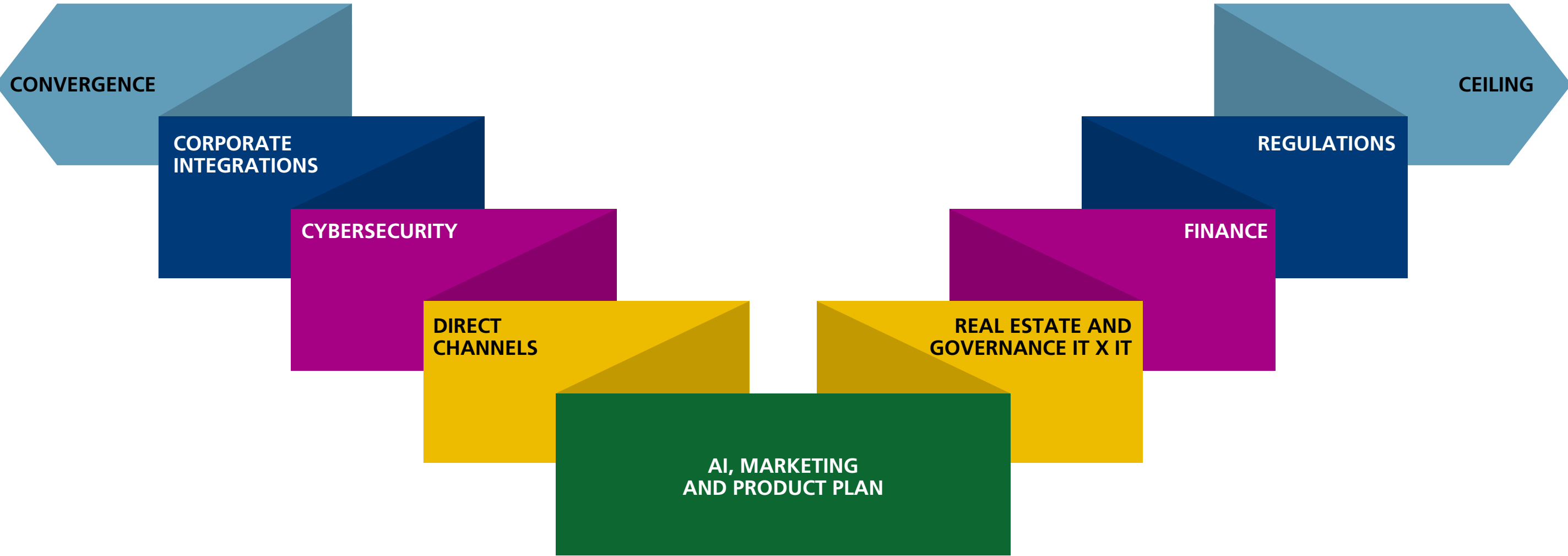
7. SCHEDULES

8. GLOSSARY

9. CONTACT US

INFORMATION SYSTEMS

Among the growth levers of the Fideuram Group, digitalisation and technological innovation are confirmed, and are key elements to support and optimise the development of the business and service models in an effective and efficient way. 2024 projects can be represented as follows:



During the year, the information systems developed multiple and complex projects that involved the various areas of the Group.

Within the 9 project macro-areas, the main projects are outlined below:

Convergence:

- **Forward Fit and Convergence**
In 2024, the “Convergence” programme was merged into the “Forward Fit” programme, with the aim of implementing Intesa Sanpaolo’s isytech solutions in Fideuram and Intesa Sanpaolo Private Banking, responding to the rapid digitalisation trends. This initiative entails an evolution of

the Group’s IT systems towards advanced technological standards, while maintaining the focus on the Wealth Management model, which places the Personal Financial Adviser at the centre. The programme aims to strengthen the daily banking service and offering, updating obsolete applications and improving digital service levels for Private customers. The modernisation of the investment architecture will be accompanied by the evolution of the operational and advisory platforms for Personal Financial Advisers. The three main objectives of the programme include: improving the time-to-market of the products managed, increasing attractiveness for customers and Personal Financial Advisers and rationalising ICT spending with common technological solutions at Group level.

- **Architectural rationalisation**
In 2024, several strategic actions were completed for the evolution of services and platforms. These include the migration of the historic Fonditalia fund to the SSB infrastructure, with the introduction of new investment opportunities and ancillary services. The ServiceNow ticket management solution was adopted, improving customer support, and the new NDCE/Alfabeto Business system for online banking for legal entities was released. In addition, the transition to the Documentum platform for document management was completed and the Securities Selection service for the Sei advanced advisory service was released. New features were added to the WeAdd platform, and the possibility of massive rebalancing was introduced in the Private Advisory service. Portfolio reporting was also improved and new counterparties were added to the Host to Host service. Lastly, the digitalisation of business processes continued to make progress, with many services that are now entirely paperless.

Corporate integrations

On 2 December 2024, IW Private Investments SIM was merged into Fideuram, ensuring operational continuity for financial advisors and maintaining the same level of customer service and risk management.

Cybersecurity

The Customer Security Enforcement programme aims to improve the security of interactions between customers and banks, introducing innovative technologies such as device verification and the use of the Dynamic Log to reduce the risk of fraud.

Direct Channels

Several improvements were made within the direct channels, including: the revamp of the Trading+ app with new native applications for Android and iOS, the extension of the Direct Valore+ asset management features with transfer and liquidation options, the introduction of ETF Accumulation Plans for Fideuram Direct customers with electronic signature and the implementation of new digital payments such as Tapster and Apple Pay cobadge.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Marketing and Product Plan

The Intesa Sanpaolo Private Banking Product Plan saw the integration of the iCapital platform for the placement of Private Equity Funds and the launch of new funds such as the Credit Capital Solution Fund 3 and the PIR Alternative. New AIFs and Wealth collection asset management lines were also introduced, with the updating of the Synthesis and Dublin Branch multiclass policies.

For Fideuram, the Exclusive Card was launched, starting a Family&Friends phase and subsequently opening up to general customers. Furthermore, the placement of the iCapital Private Equity Funds and the introduction of new funds, such as the Fonditalia Equity GEM Innovators, were integrated. Lastly, the recurring premium subscription of the Fideuram Vita Futura policy was released and additional operations were introduced.

In addition, various developments were released for Marketing One, enhancing the tool supporting the Personal Financial Adviser, to improve commercial effectiveness, through targeted communications and thematic insights.

Real Estate and Governance IT x IT

In 2024, the Windows Hello pilot for Next Generation Access Management Services was released and platform stabilisation continued to improve the quality of IT services. The improvement of 4G/5G signal coverage in Agencies/Branches continued, and IT resource rationalisation measures were implemented, including analysis and planning to optimise the use of space on mainframe host DBs.

Finance

In 2024, Fideuram and Intesa Sanpaolo Private Banking were included in the calculation engine to determine the Green Asset Ratio (GAR) and integrated into the Intesa Group Sustainability Portal. New questions on portfolio sustainability were added to the ESG questionnaire. Additionally, new releases were introduced for the Accounting Factory programme, including a single front-end and the closure of the parallel-run between the old and new engines.

Regulations

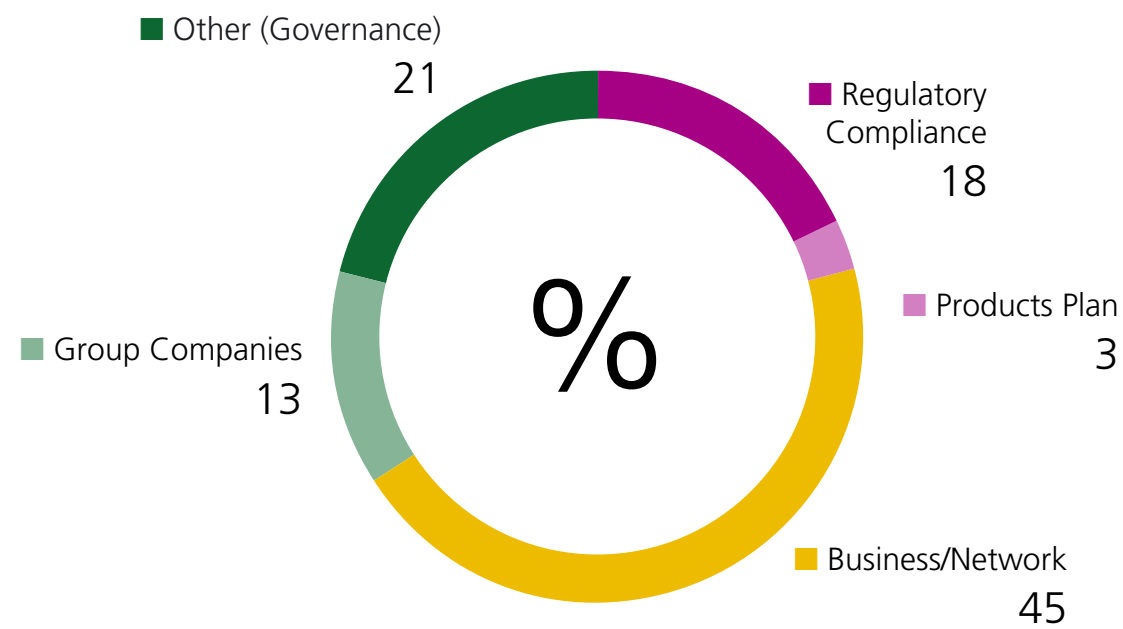
In 2024, several key actions were completed, including the transition of US market financial instruments from the T+2 to T+1 settlement cycle. Borsa Italiana’s derivatives market (IDE) platform was migrated to Euronext’s Optiq, while adjustments were made in response to changes in EMIR technical rules with regulatory reporting updates.

Ceiling

In 2024, several developments were implemented in the area of credit facilities and commercial reporting. These included the extension of the ONE application for SME Corporate Fideuram, the personalised allocation of discounts on financial guarantees and the start of the dematerialisation of guarantees. For Fideuram Consultants, new features were added to the Smart PB app, and various functions related to commercial reporting were released. The Fideuram Action Plan introduced new features to support operational management. Actions to optimise the Advanced Trading platforms and the introduction of electronic checks on guarantees were also completed.

During the year, around 70 projects were successfully completed for a total budget of approximately €80m.

Investments in information systems



ARTIFICIAL INTELLIGENCE

Artificial Intelligence (AI) is revolutionising the financial sector, like many other industries, transforming the way banks and financial advisors operate. The integration of AI into decision-making and operational processes offers significant opportunities, but at the same time raises crucial questions about ethics, privacy and security.

The adoption of AI-based tools makes it possible to improve efficiency, reduce costs and offer effective tools to financial advisors for personalised service to customers. Advanced machine learning algorithms analyse large volumes of data to identify relevant business trends and phenomena, predict risks, and propose bespoke behavioural strategies. Additionally, intelligent chatbots and virtual assistants improve customer experience by providing timely support and reducing response times.

AI also facilitates regulatory compliance by automating document management and monitoring suspicious transactions, contributing to the fight against money laundering and financial fraud. Predictive analytics capabilities also help consultants make more informed decisions, increasing the added value of the service offered.

In general, when an organisation starts its “AI journey”, it is essential to have a clear understanding of what determines responsible AI, aligned with business Values and Objectives.

Despite the benefits, adopting AI does pose significant challenges. The protection of personal data is a crucial aspect: the management of sensitive information must comply with current regulations (such as the GDPR) and ensure high security standards to prevent unauthorised access.

The ethics of AI is a key theme. Algorithmic decisions must be transparent and avoid discriminatory biases that could penalise certain categories of advisers and customers. It is essential that technology is used to support the financial adviser, while always maintaining a human role in the decision-making process.

Cybersecurity is a top priority. The use of AI exposes financial institutions to the risks of cyber attacks and data manipulation. Investing in advanced cybersecurity solutions and ongoing staff training is critical to mitigating these threats.

The Fideuram Group has acted early in the field of artificial intelligence, leveraging the skills of Intesa Sanpaolo and some Partners with whom it has entered into strategic agreements. The aim is to provide Personal



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Financial Advisers with information and tools capable of supporting them in every phase of the activity, with an approach that comes from listening to their specific needs.

In 2024, particular attention was paid to predictive analysis: this is a branch of artificial intelligence that uses statistical models and machine learning algorithms to analyse historical and current data in order to identify patterns and trends that can predict future events. In short, these are data-driven forecasting models. Machine learning provides the tools and techniques needed to build predictive models for propensity, regression, classification, and segmentation. These models, once trained on large amounts of data, are able to:

- Identify complex patterns: recognise relationships between variables that may not be apparent to human analysis.
- Learn from experience: improve forecasts over time, as new data is provided.
- Adapt to new scenarios: be flexible and adapt to changes in environmental conditions.

Furthermore, in 2024 some use cases were developed and applied to Intesa Sanpaolo Private Banking and Fideuram Direct customers: propensity for management, risk of abandonment, positive collection opportunity and disinvestment risk. These analyses allow Personal Financial Advisers to anticipate customer needs, explore and discover latent needs, and evaluate together with customers the most appropriate actions to satisfy them.

Offering Personal Financial Advisers access to these models allows them to enhance their listening capacity, resulting in an improvement in the level of service offered.

In 2025, a tool capable of applying the potential of generative AI to data will be made available to Personal Financial Advisers. Thanks to the collaboration between the Group and iGenius, Personal Financial Advisers will be able to interact in a natural language to analyse large amounts of data, obtain insights, extract information, develop comparisons and identify trends. Our approach is to direct the innovative power of technology to serve Personal Financial Advisers and, in the case of AI, the goal is to provide a unique commercial assistant capable of supporting Personal Financial Advisers in every phase of their activity.

BUSINESS OPERATIONAL SUPPORT

The reorganisation of the Business Operational Support Area, which began last year, was completed during 2024. The new organisational and operational model structure has allowed us to guarantee increasing levels of service quality with the consequent satisfaction of customers and Networks.

The centralised management approach of the Networks has been renewed with the aim of focusing operations in terms of the end-to-end process and the entire customer life cycle. This has enabled the centralisation of the Networks’ operational activities on BOS, resulting in an increase in efficiency.

Specific oversight of the transformation and digitalisation of processes has supported and enabled the structures to respond more quickly by fully managing operational risk. This transformation is supported by recent technological developments in Robotics, Office Automation and Generative Artificial Intelligence.

The Business Operational Support structure participates in and contributes to the issue of the Cost, Charge and Incentive Statement by verifying the data provided by third-party companies for the products placed. For the management of Intesa Sanpaolo Private Banking’s institutional customers, centralised management in BOS has made it possible to lighten the network’s load, mainly in relation to document collection and AML management activities.

ICT ARCHITECTURES AND GOVERNANCE

In 2024, the convergence plan for initiatives launched by Intesa Sanpaolo continued, including the adoption of the Global Governance ICT guidelines.

Specifically, in the field of IT architecture:

- Oversight of the architectural evolution of the system was ensured, with the aim of rationalising and aligning solutions with the Group standards. To this end, multi-year convergence projects were launched, with the adoption of uniform standards for new developments and the migration of existing platforms. The most significant projects include the convergence to a single ticketing and incident management tool and the migration to the Group’s standard document platform. An architectural analysis process was also started for the convergence to the Group’s core solutions, in order to optimise the technological infrastructure and improve its efficiency.

- Oversight of the convergence towards the Group’s application development model.
- Extending the application of the standard Automated Change solution.
- Evaluating and, where possible, introducing the Cloud infrastructure to new developments.
- Guaranteeing consistency with the Group model on the Integrated Internal Control System (SCII).
- Defining and monitoring the allocation of vulnerabilities (generated by automatic controls of Intesa Sanpaolo) to ICT Debts and monitoring the remediation plans for active debt.
- Extending the master data attributes in the Asset Inventory tool in line with the Group’s design needs to comply with regulatory standards.
- Developing automatic mechanisms for populating Intesa Sanpaolo’s central repositories.

In coordination with Intesa Sanpaolo, ICT Architectures and Governance started the management of major incidents, using the Division’s incident register platform, with the transition to the new platform from 1 January 2025. Fideuram coordinated the activities, integrating them for all subsidiaries and ensuring the management of the IT Global Governance information flows.

The Fideuram Technologies structure manages desktop management, second-level Help Desk support and the connectivity of the Group’s agencies and branches. It also monitors Intesa Sanpaolo service levels for patch management and IT issue resolution. In 2024, it completed the convergence to the “Stampe Sicure” project at executive headquarters, and started the migration to the self-ticketing platform. Among the main activities, the following stand out: migration to Windows 11 for employees, VPN updates, connectivity enhancement, technological renewal of over a thousand PCs, activation of Windows Hello, improvement of 4G coverage in branches and creation of shared areas for UOGs.

In the Governance, Investments and Operational Costs Oversight, the monitoring of demand management and IT capital budget governance processes for all Group companies continued. These actions guaranteed Fideuram’s governance also over its subsidiaries, through tools and processes that ensure constant and timely monitoring and increasing collaboration and synergy between parties.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

In a scenario of increasing complexity and a strong focus on costs, thanks to the careful and timely management of the budget and attention paid to recurring expenses deriving from software license and application management fees, 2024 final figures were in line with the budget forecasts and initiatives not initially foreseen in the budgeting phase could also be financed. In the contracts area, activities were started to implement the DORA, as well as changes to the contractual SLA monitoring processes in light of the introduction of the new trouble ticketing tool.

The ICT demand management processes and the rules on the management of project initiatives that define the governance framework were further adapted, as they are essential to ensure compliance, efficiency and effectiveness of demand management in keeping with the indications of the Audit function.

In particular, two main approaches were taken:

- standardising requirements management, while optimising the process in both the programming and running phases;
- increasing the productivity of projects to meet the continual challenges of the Business Plan, through a better quality of requirements and a focus on the management of change requests.

With regard to the tools to support demand management and budgeting, features to manage mandatory Cybersecurity by Design and Privacy by Design processes were consolidated. For each project initiative, it was possible to indicate any sensitivity for Data Governance purposes, the level of Quality by Design (Full, Intermediate and Basic) and an IT Governance dashboard on the evaluation of cloud ready developments, the use of cross standard components and application architecture standards were envisaged. In addition, dashboards developed in Power BI were created to promptly and effectively monitor the capital budget, operating costs and perform supplier analysis.

Investments and Operational Costs Oversight continued to provide technical secretarial support within the Operations and Business Transformation Area for cross-cutting activities concerning relations with external bodies (ABI, Bank of Italy, ISAT) and internal bodies (Administrative and Financial Governance and Audit), and represented the main interface with Intesa Sanpaolo’s Governance units for all issues concerning the capital budget, costs and opportunities for economic efficiency through all possible synergies. Regarding outsourcing, training sessions were conducted during the year to increase and consolidate awareness among the players involved in the process. In line with the innovations introduced by Intesa Sanpaolo, a higher level of precision was also achieved for the tools to manage files, which allows for a clear picture of active outsourcing, both for Italian and foreign companies. In 2024, the DORA (Digital Operational Resilience Act) project was also launched and managed, necessary for compliance with the ECB regulation that will come into force in January 2025. The regulation establishes a binding and comprehensive framework for the risk management of ICT services in the EU financial sector, in particular a process for assessing and monitoring the risk related to ICT third parties.

NETWORK AND CUSTOMER ASSISTANCE

In the Contact Center structure dedicated to requests for assistance from the Networks of Personal Financial Advisers, contact volumes decreased compared to the previous year, as a result of the stabilisation actions carried out for tools supporting the Networks. The assistance service continues to be widely used by Personal Financial Advisers as a reference channel, and the periodic survey of perceived quality confirmed a very good overall satisfaction. In addition to the “red carpet” service reserved for top financial advisors, to the proactive extra caring services which anticipate any adviser reporting, to offer the network increasingly innovative services, the

assistance service model was further developed in 2024, leading to a reorganisation and rationalisation of the channels. The telephone channel was integrated with the “call me back” functionality so that the adviser can choose to be called back by the assistance team if the call is in a queue.

Furthermore, by exploiting the synergies with the Group’s target tools, a new self-ticketing channel was introduced, which allows the adviser to track the report, or to request or contest the resolution, as well as be contacted via chat by the operator for any necessary further information.

AML COMPETENCE CENTER

In keeping with the previous year, the convergence of the Fideuram Group to the Group Programme sponsored by the Anti-Financial Crime Department of Intesa Sanpaolo continued, which provides for the revision of the Anti-Money Laundering model and tools, with the establishment of a centralised Competence Center. The companies involved are Fideuram, Intesa Sanpaolo Private Banking and Fideuram Asset Management SGR.

The evolution of the target operating model, in line with Intesa Sanpaolo’s Anti Financial Crime Structure, envisaged the transition to a centralised model with activities carried out by dedicated resources located in the competence centre specialised in the know-your-customer area.

The main benefits of this programme, one year after its adoption, have been:

- the transition to an international market benchmark model;
- an increased specialisation of dedicated resources;
- a focus on AML risk monitoring;
- more time for business activities for Networks.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

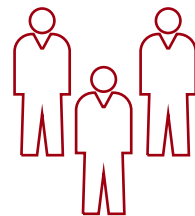
6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

3.8.4 Human capital



Human capital includes the skills, abilities and knowledge of the employees and personal financial advisers who work within the Group.

MATERIAL TOPICS	WHY TOPICS ARE MATERIAL	CORPORATE POLICIES
Human Rights and Labour Remuneration Policies Health and safety policies Freedom of association and collective bargaining Working conditions Professional/personal life balance Job satisfaction Inclusiveness policies Customised training courses Incentive systems and career paths	Professionalism among employees in the Group ensures quality and excellence in the services provided to customers. Special focus is given during the recruitment phase to younger Personal Financial Advisers, for whom the Group provides specific training, as well as more experienced Personal Financial Advisers. Monetary and non-monetary incentive systems are essential leverage features to retain the best talent within the Group. Employees support and steer the work of Personal Financial Advisers. Human resources therefore play a key role in enabling us to achieve our corporate objectives. To this end, the Group invests in the professionalism of its employees through organisational and training measures aimed at enhancing personal skills and promoting professional growth. The Group has also envisaged new measures resulting from discussions with trade unions that can be adopted to improve the work-life balance and achieve an effective corporate welfare system. The Group’s commitment to occupational health and safety starts with the creation and management of working environments that are fully compliant with the relevant regulations and standards in this field.	According to the Code of Ethics, respect for the personality and dignity of each employee is the foundation for the development of a working environment imbued with mutual trust and enhanced by the contribution of each individual. Fair and consistent ways of recruiting and managing employees are adopted; equal opportunities for professional development and growth are guaranteed; the utmost emphasis is placed on evaluation, valorisation, motivation and career development; policies that facilitate a balanced personal and professional life are promoted. On the basis of the 231 Model adopted by the Group, it is mandatory for all personnel to undertake the training intended for them, including Personal Financial Advisers. The training initiatives are run and monitored by the department responsible for human resources training and the department responsible for Personal Financial Adviser training. This is done in conjunction with Managers at different levels, who act as guarantors, especially in the case of “remote” training courses being followed by their staff. The Human Resources and Personal Financial Advisers’ Training Departments are also responsible for collecting the data relating to participation in the different courses, filing this and making it available to the relevant functions. The Group has implemented and effectively implemented an Occupational Health and Safety Management System, identifying within its own organisational structure the responsibilities, procedures, processes and resources for the implementation of its policy for the protection of employees. In order to strengthen the protection of the health and safety of its employees, the Occupational Health and Safety Management System is subject to an annual certification audit by an independent third party that certifies its compliance with applicable laws and industry standards. The responsibilities and methods related to the implementation, maintenance, monitoring and improvement of the Occupational Health and Safety Management System are set out in the Company Rules on occupational health and safety. Risks to the health and safety of employees are assessed using a multidisciplinary approach, considering the combined effect of the working environment, processes and equipment as well as the subjective conditions of employees.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

PERSONAL FINANCIAL ADVISERS

	2024	2023	2022
Fideuram Network - No. of customers per Personal Financial Adviser	201:1	197:1	193:1
Sanpaolo Invest Network - No. of customers per Personal Financial Adviser	153:1	149:1	145:1
IW Private Investments Network - No. of customers per Personal Financial Adviser	114:1	113:1	108:1
Intesa Sanpaolo Private Banking Network - No. of customers per Personal Financial Adviser	44:1	45:1	45:1
Foreign Network - No. of customers per Personal Financial Adviser (*)	86:1	80:1	90:1
Ratio of Client Assets to Personal Financial Advisers (€m)	58	54	49

(*) Foreign Network customers include those of Reyl & Cie and Intesa Sanpaolo Wealth Management Networks, excluding Alpien customers.

MAIN OBJECTIVES FOR 2024	ACTIONS AND RESULTS ACHIEVED
Improve the quality of recruitment in terms of the excellence of selected professional profiles, in line with the economic objectives of the strategic plan.	In 2024, the Networks stood out for their strong appeal with consultants that have high-ranking professional profiles. Of the total number of professional Personal Financial Advisers hired in 2024 (financial advisers and banking operators), approximately 28% were from competing networks. In addition, the significant contribution of recruitment activities was confirmed in 2024, thanks to 591 Personal Financial Advisers joining the Group's Networks since the start of the year (536 Personal Financial Advisers net of internal transfers between the Fideuram, Sanpaolo Invest and IW Private Investments Networks).
Confirm the commitment to promoting generational turnover and the empowerment of female talent, with particular attention paid to projects of strategic importance, including the Fideuram Direct initiative, supported by specific recruiting campaigns.	The strong growth component deriving from Next Generation initiatives dedicated to young consultants was confirmed: over 50% of new entries are in fact linked to these projects, with the female component accounting for 32% of new entries. The new Fideuram Direct initiative saw 10 Personal Financial Advisers dedicated to fully digital remote advisory services joining the Group, bringing the team to a total of approximately 20 members.

SIZE OF NETWORKS

The Group's Networks (Fideuram, Sanpaolo Invest, IW Private Investments, Intesa Sanpaolo Private Banking Networks and the Foreign Network) totalled 6,814 Personal Financial Advisers at 31 December 2024, compared with 6,696 at the end of 2023, as shown below:

Group Personal Financial Advisers

(No.)	BEGINNING OF PERIOD 1.1.2024	IN	OUT	NET	END OF PERIOD 31.12.2024
Fideuram Network	3,808	349	218	131	3,939
Sanpaolo Invest Network	1,225	111	148	(37)	1,188
IW Private Investments Network	518	43	39	4	522
Intesa Sanpaolo Private Banking Network	1,051	75	47	28	1,079
Foreign Network	94	13	21	(8)	86
Total	6,696	591	473	118	6,814

Fideuram Network Personal Financial Advisers

(No.)	BEGINNING OF PERIOD	IN	OUT	NET	END OF PERIOD
1.1.2024 - 31.12.2024	3,808	349	218	131	3,939
1.1.2023 - 31.12.2023	3,746	264	202	62	3,808
1.1.2022 - 31.12.2022	3,638	288	180	108	3,746

Sanpaolo Invest Network Personal Financial Advisers

(No.)	BEGINNING OF PERIOD	IN	OUT	NET	END OF PERIOD
1.1.2024 - 31.12.2024	1,225	111	148	(37)	1,188
1.1.2023 - 31.12.2023	1,205	88	68	20	1,225
1.1.2022 - 31.12.2022	1,191	89	75	14	1,205

IW Private Investments Network Personal Financial Advisers

(No.)	BEGINNING OF PERIOD	IN	OUT	NET	END OF PERIOD
1.1.2024 - 31.12.2024	518	43	39	4	522
1.1.2023 - 31.12.2023	557	45	84	(39)	518
1.1.2022 - 31.12.2022	629	16	88	(72)	557



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Intesa Sanpaolo Private Banking Network Personal Financial Advisers (*)

(No.)

	BEGINNING OF PERIOD	IN	OUT	NET	END OF PERIOD
1.1.2024 - 31.12.2024	1,051	75	47	28	1,079
1.1.2023 - 31.12.2023	1,047	57	53	4	1,051
1.1.2022 - 31.12.2022	1,056	50	59	(9)	1,047

(*) At the end of 2024, the Intesa Sanpaolo Private Banking Network numbered 946 Personal Financial Advisers who are salaried employees registered in Italy's Unified Register of Financial Advisers and 133 freelance professionals on agency contracts.

Foreign Network Personal Financial Advisers (**)

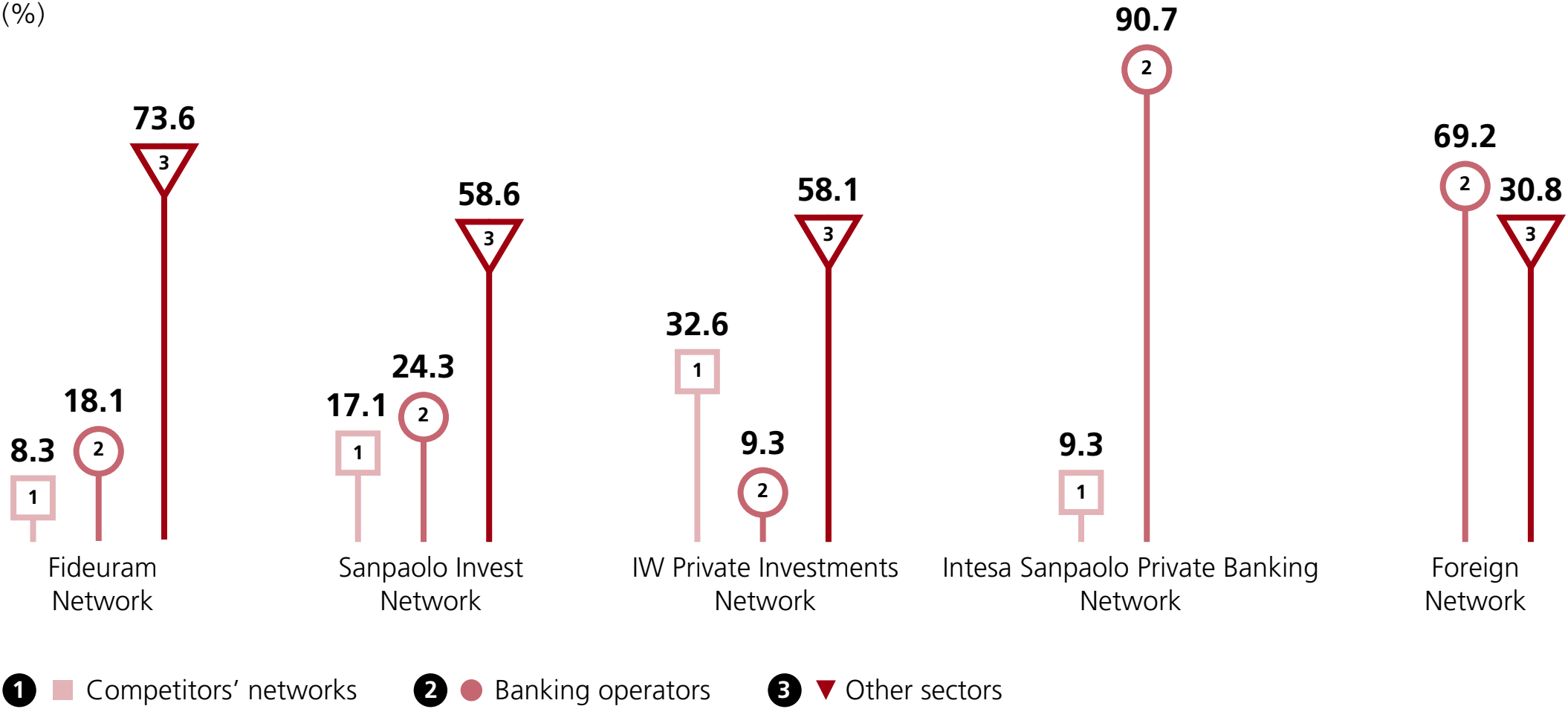
(No.)

	BEGINNING OF PERIOD	IN	OUT	NET	END OF PERIOD
1.1.2024 - 31.12.2024	94	13	21	(8)	86
1.1.2023 - 31.12.2023	93	13	12	1	94
1.1.2022 - 31.12.2022	107	21	35	(14)	93

(**) The foreign network includes the Personal Financial Advisers of the Reyl Group and Intesa Sanpaolo Wealth Management.

During 2024, recruitment activity resulted in the inclusion of 591 professionals in the Group's Networks (536 new entries without considering internal transfers between the Fideuram, Sanpaolo Invest and IW Private Investments Networks). During the year, 473 Personal Financial Advisers left the Group (418 without considering internal transfers between the Fideuram, Sanpaolo Invest and IW Private Investments Networks). The recruitment programmes were conducted with the greatest rigour and professionalism by the managements of the Network, and focused on finding Personal Financial Advisers of high standing in line with the role of market leader which has always distinguished the Group. The innovative projects, the excellent training courses provided through the Fideuram Campus and the tools to support advisory activities are all elements with great appeal for the Group's Personal Financial Advisers.

Origin of professionals joining, 2024 (%)



2024 TURNOVER BY AGE AND GENDER

Fideuram Network

GENDER	JOINING		LEAVING	
	NUMBER	%	NUMBER	%
Men	244	7.9	173	5.6
Women	105	12.1	45	5.2
Total	349	8.9	218	5.5

AGE	JOINING		LEAVING	
	NUMBER	%	NUMBER	%
Under 30	202	77.7	21	8.1
30 to 50	134	9.5	40	2.8
Over 50	13	0.6	157	6.9
Total	349	8.9	218	5.5



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Sanpaolo Invest Network

GENDER	JOINING		LEAVING	
	NUMBER	%	NUMBER	%
Men	69	7.8	119	13.4
Women	42	14.0	29	9.7
Total	111	9.3	148	12.5

AGE	JOINING		LEAVING	
	NUMBER	%	NUMBER	%
Under 30	31	38.3	6	7.4
30 to 50	51	14.7	39	11.2
Over 50	29	3.8	103	13.6
Total	111	9.3	148	12.5

IW Private Investments Network

GENDER	JOINING		LEAVING	
	NUMBER	%	NUMBER	%
Men	34	7.7	35	7.9
Women	9	11.4	4	5.1
Total	43	8.2	39	7.5

AGE	JOINING		LEAVING	
	NUMBER	%	NUMBER	%
Under 30	11	42.3	-	-
30 to 50	15	14.7	8	7.8
Over 50	17	4.3	31	7.9
Total	43	8.2	39	7.5

Intesa Sanpaolo Private Banking Network

GENDER	JOINING		LEAVING	
	NUMBER	%	NUMBER	%
Men	50	6.8	32	4.4
Women	25	7.2	15	4.3
Total	75	7.0	47	4.4

AGE	JOINING		LEAVING	
	NUMBER	%	NUMBER	%
Under 30	13	61.9	-	-
30 to 50	41	11.8	16	4.6
Over 50	21	3.0	31	4.4
Total	75	7.0	47	4.4

Foreign Network (*)

GENDER	JOINING		LEAVING	
	NUMBER	%	NUMBER	%
Men	12	16.9	18	25.4
Women	1	7.7	3	23.1
Total	13	15.5	21	25.0

AGE	JOINING		LEAVING	
	NUMBER	%	NUMBER	%
Under 30	1	100.0	-	-
30 to 50	8	23.5	12	35.3
Over 50	4	8.2	9	18.4
Total	13	15.5	21	25.0

(*) Data do not include agents who are legal persons.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

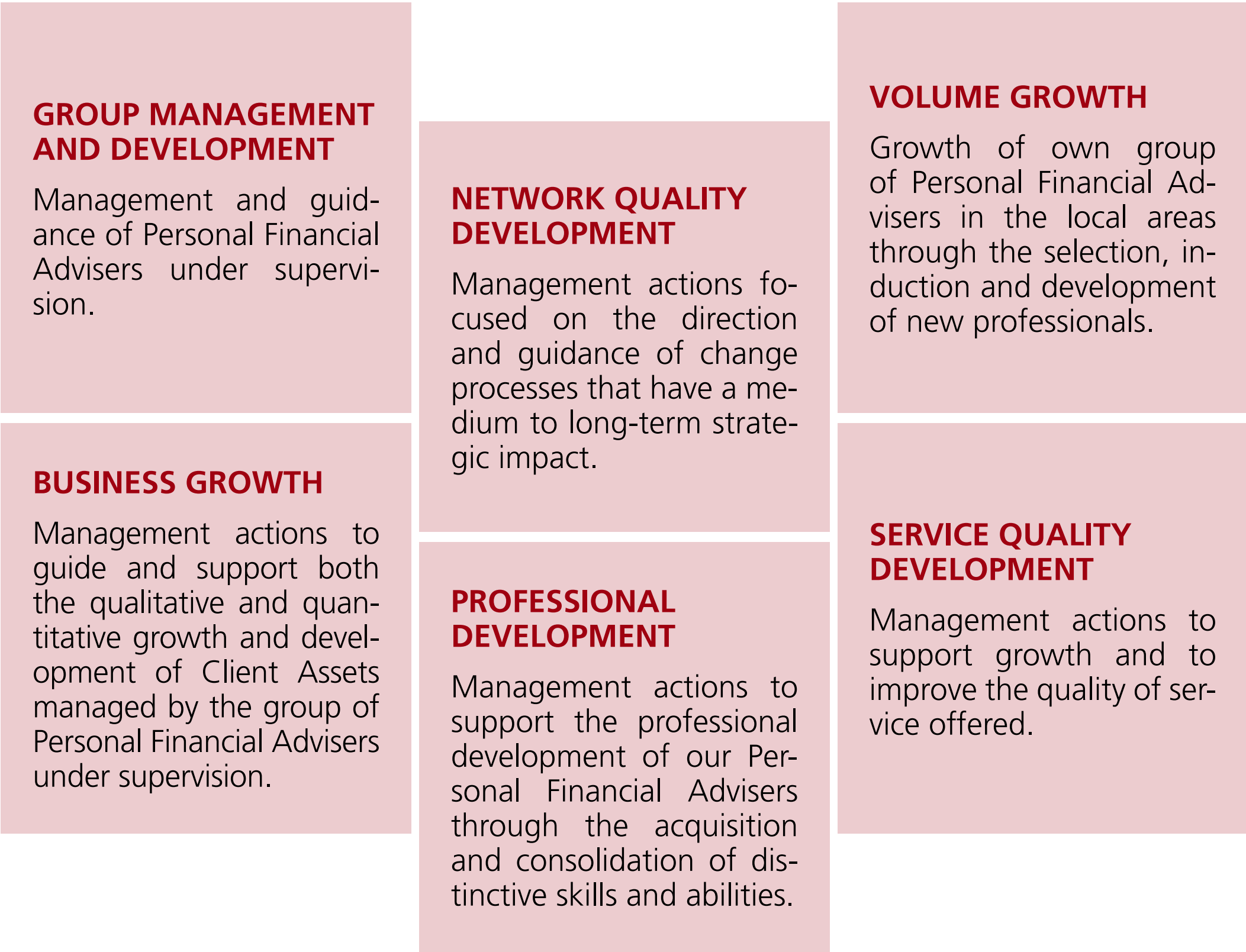
8. GLOSSARY

9. CONTACT US

ORGANISATIONAL STRUCTURE

The Group utilises a network managerial organisation model, focused on the **roles**, responsibilities and principal **activities** of individual **management positions**.

Management initiatives can be summarised in the following six main functional areas:



The main responsibilities and duties of each individual management position in the **Fideuram, Sanpaolo Invest and IW Private Investments Networks** are summarised below:

ROLE	RESPONSIBILITIES
AREA MANAGER	Coordinate the strategic/commercial guidance defined, in order to maximise the sustainable growth in the local area as part of the assigned Area. Convey the strategies and the expected targets in the Area. Share with the Managers under his/her supervision the sales activities in the local area in terms of actions, timing and priorities; transmit the company organisational methods to be implemented in the Area and check their effective execution. Supervise and ensure the dissemination of Best Practices identified in the Area for each development area. Periodically verify progress in different commercial development areas, discussing qualitative and quantitative results and progress of initiatives with Managers, specifying and monitoring any realignment actions necessary. Ensure values of professionalism, propriety and appropriate business behaviour are applied across area by Personal Financial Advisers. Communicate a return on the activities of a commercial nature carried out in the assigned Area.
DIVISIONAL MANAGER	Implement strategic/commercial guidance in order to maximise the sustainable development and support the professional growth of the Financial Advisers supervised in the assigned Area. Monitor the quality of the customer service provided by the Personal Financial Advisers and work on its improvement. Implement management actions for guiding and supporting the qualitative and quantitative growth and development of Client Assets. Coordinate management activities supporting Personal Financial Advisers to acquire and consolidate competencies and improve distinctive modes of behaviour. Coordinate management activities guiding and monitoring quality of service offered, along with customer perceptions of service quality.
REGIONAL MANAGER	Carry out activities as the business contact of the Personal Financial Advisers, implementing the support activities aimed at maximising the development and growth of the group of Personal Financial Advisers under his/her supervision. Implement management actions regarding the guidance and support of the group of Personal Financial Advisers supervised. Work to expand the group of Personal Financial Advisers through recruitment, with constant and careful attention to the professional and personal quality of the recommended candidates. Coordinates the professional growth of newly recruited Personal Financial Advisers, providing support in the post-induction phase. Ensure the quality of the group of Personal Financial Advisers assigned, implementing all the management actions required to manage and monitor Network change processes, checking the medium to long-term strategic impact.



- ABOUT THIS REPORT
- OUR IDENTITY
- GROUP STRUCTURE
- HIGHLIGHTS
- KEY PERFORMANCE INDICATORS
- INTRODUCTORY NOTE
- CHAIRMAN'S STATEMENT
- CHIEF EXECUTIVE OFFICER'S STATEMENT
- 1. BUSINESS MODEL
- 2. EXTERNAL CONTEXT AND STRATEGIES
- 3. PERFORMANCE**
- 4. GOVERNANCE
- 5. CONSOLIDATED FINANCIAL STATEMENTS
- 6. INDEPENDENT AUDITORS' REPORT
- 7. SCHEDULES
- 8. GLOSSARY
- 9. CONTACT US

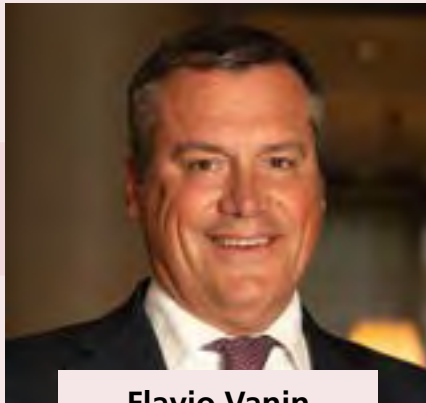
MANAGER AREA - FIDEURAM, SANPAOLO INVEST AND IW PRIVATE INVESTMENT NETWORKS



Fabio Cubelli
Joint General Manager -
Business Coordination Area



Andrea Ghidoni
Head of Fideuram
Network and Commercial
Coordination



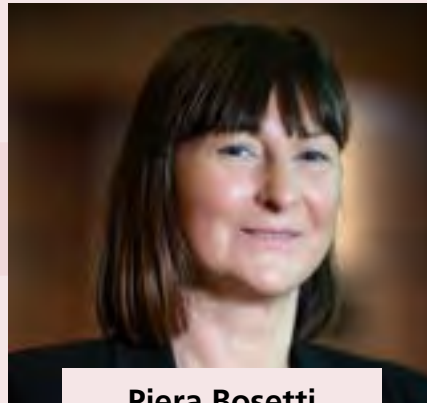
Flavio Vanin
Fideuram Area 1



Loris Ventura
Fideuram Area 2



Roberto Palmieri
Fideuram Area 3



Piera Bosetti
Fideuram Area 4



Giuseppe Michieli
Fideuram Area 5
Sanpaolo Invest Area 2



Vladimiro Bolis
Fideuram Area 6



Alessandro Ferrari
Fideuram Area 7



Marco Avondoglio
Fideuram Area 8



Fabio Landi
Fideuram Area 9



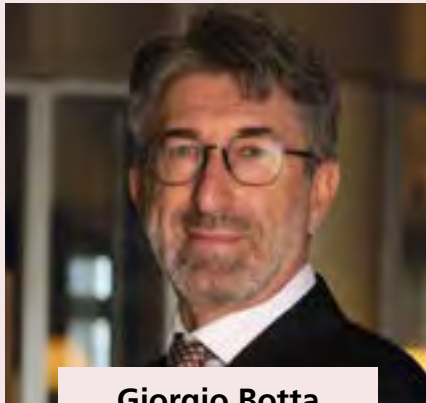
Sergio Vicini
Fideuram Area 10



Giuseppe Baiamonte
Fideuram Area 11
Sanpaolo Invest Area 5



Giuseppe Magliulo
Fideuram Area 12
Sanpaolo Invest Area 6



Giorgio Botta
Sanpaolo Invest Area 1



Claudio Regoli
Sanpaolo Invest Area 3



Claudio Natali
Sanpaolo Invest Area 4



Antonio Notarandrea
IW Private Investments
Area 1



Angelo Russo
IW Private Investments
Area 2



Raffaele Buonomo
IW Private Investments
Area 3



Alberino Palozzi
IW Private Investments
Area 4



Andrea Di Salle
IW Private Investments
Area 5



Marco Gheda
IW Private Investments
Area 6



Massimo Giacomelli
IW Private Investments
Area 7



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

The main responsibilities and duties of each individual management position in the **Intesa Sanpaolo Private Banking Network** are summarised below:

POSITION RESPONSIBILITIES

AREA MANAGER	Ensure business growth and the achievement of economic, business and risk management objectives in their area through monitoring and coordinating the work of the Private and HNWI Centers, supporting their actions. Ensure strong brand affirmation.
EXECUTIVE MANAGER	Contribute to the achievement of economic and business objectives in their area, through monitoring and coordinating the work of the Private Centres included in the perimeter, supporting their actions where necessary. Contribute to ensuring the quality of the service offered to customers.
PRIVATE CENTRE DIRECTOR	Represent the Bank in their area and ensure achievement of economic, business and risk management objectives of the Private Centre. Manage the Private Centre, implementing business policies and appropriate lending procedures, and coordinating the personnel reporting to them. Ensure high quality in service provision and in long-term customer relations, and foster the actions required to develop existing customers and acquire new customers.
EXECUTIVE MANAGER HNWI	Represents the Bank in the area of responsibility, and ensures the achievement of the economic, commercial and risk control objectives of the HNWI Centre in line with the strategies for monitoring and developing the segment defined by the Wealth Management structure. Manage the HNWI Centre, implementing business policies and appropriate lending procedures, and coordinating the personnel reporting to them. Ensure high quality in service provision and in long-term customer relations, fostering the actions required to develop existing customers and acquire new customers.
EXECUTIVE MANAGER UHNWI	Ensure the achievement of the economic and commercial objectives of the UHNWI segment in line with the monitoring and development strategies defined by the Bank's competent structures. Manage the UHNWI Centre, implementing business policies and coordinating the personnel reporting to them. Ensure high quality in service provision and in long-term customer relations, fostering the actions required to develop existing customers and acquire new customers.

POSITION RESPONSIBILITIES

GLOBAL RELATIONSHIP MANAGER	Manage, develop and acquire HNWI customers, ensuring provision of outstanding service and interfacing with competent structures of the Bank and Group departments to satisfy the most complex customer needs. Manage their team, implementing business policies and coordinating the personnel reporting to them.
GLOBAL WEALTH MANAGER	Strategically develop the relationship with customers by ensuring an excellent level of service and the satisfaction of the complex needs expressed by customers in the UHNWI segment, in collaboration with the Team and coordinating interaction with the competent structures of the Bank and the Group.
TEAM LEADER	Ensure Team management, promoting the growth of the assets/clients of the assigned Personal Financial Advisers, guaranteeing a high quality of service.



ABOUT THIS REPORT
OUR IDENTITY
GROUP STRUCTURE
HIGHLIGHTS
KEY PERFORMANCE INDICATORS
INTRODUCTORY NOTE
CHAIRMAN'S STATEMENT
CHIEF EXECUTIVE OFFICER'S STATEMENT
1. BUSINESS MODEL
2. EXTERNAL CONTEXT AND STRATEGIES
3. PERFORMANCE
4. GOVERNANCE
5. CONSOLIDATED FINANCIAL STATEMENTS
6. INDEPENDENT AUDITORS' REPORT
7. SCHEDULES
8. GLOSSARY
9. CONTACT US

PRIVATE AREA MANAGERS - INTESA SANPAOLO PRIVATE BANKING



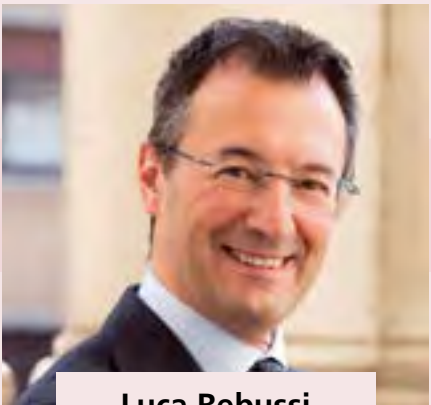
Fabio Cubelli
Joint General Manager -
Business Coordination Area



Cristiana Fiorini
General Manager - Intesa
Sanpaolo Private Banking



Gianni Debernardi
Valle d'Aosta, Northern
Piedmont and Turin
Area



Luca Rebussi
Northern Lombardy
Area



Ciro Lupo
Emilia and Romagna
Area



Cristiano Clagluna
Southern Piedmont, Liguria
and Tuscany Area



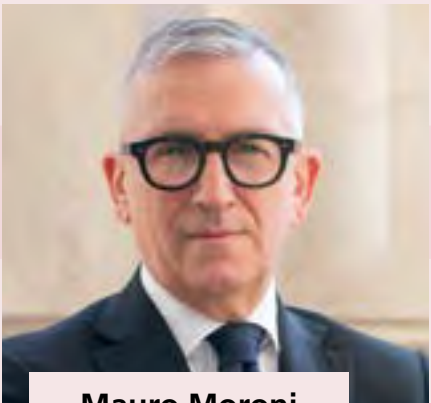
Selene Amadori
Southern Lombardy
Area



Silvia Bussotto
Center
Area



Federica Spada
Municipality of Milan
Area



Mauro Moroni
North East
Area



Massimo Petirro
South
Area



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

The following tables show the 2024 data for the Personal Financial Advisers, analysed by rank, gender, average age and average length of service.

Fideuram Network

	MEN	WOMEN	TOTAL	AVERAGE AGE	AVERAGE LENGTH OF SERVICE
Area Manager	11	1	12	59	29
Divisional Manager	30	3	33	58	24
Regional Manager	103	28	131	52	14
Group Manager	241	39	280	50	12
Personal Financial Adviser	2,687	796	3,483	51	13
Total	3,072	867	3,939	51	13

Sanpaolo Invest Network

	MEN	WOMEN	TOTAL	AVERAGE AGE	AVERAGE LENGTH OF SERVICE
Area Manager	3	-	3	60	26
Divisional Manager	9	1	10	61	22
Regional Manager	32	8	40	54	13
Group Manager	108	18	126	53	17
Personal Financial Adviser	736	273	1,009	51	13
Total	888	300	1,188	52	13

IW Private Investments Network

	MEN	WOMEN	TOTAL	AVERAGE AGE	AVERAGE LENGTH OF SERVICE
Area Manager	7	-	7	56	14
Divisional Manager	21	-	21	59	17
Regional Manager	34	4	38	59	14
Personal Financial Adviser	381	75	456	55	12
Total	443	79	522	55	12

Intesa Sanpaolo Private Banking Network

	MEN	WOMEN	TOTAL	AVERAGE AGE	AVERAGE LENGTH OF SERVICE
UHNWI Executive Manager	1	-	1	45	16
HNWI Executive Manager	9	-	9	56	28
Private Centre Director	62	15	77	56	30
Global Wealth Manager	1	1	2	47	26
Global Relationship Manager	22	6	28	53	25
Team Leader	85	30	115	54	27
Executive Personal Financial Adviser	76	32	108	52	23
Personal Financial Adviser	372	230	602	50	20
Associate Personal Financial Adviser	3	1	4	34	6
Freelancer on agency contracts	102	31	133	60	27
Total	733	346	1,079	52	23

Foreign network (*)

	MEN	WOMEN	TOTAL	AVERAGE AGE	AVERAGE LENGTH OF SERVICE
Manager / Area Manager	6	-	6	56	13
Personal Financial Adviser	65	13	78	51	9
Total	71	13	84	52	9

(*) Data do not include agents who are legal persons.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

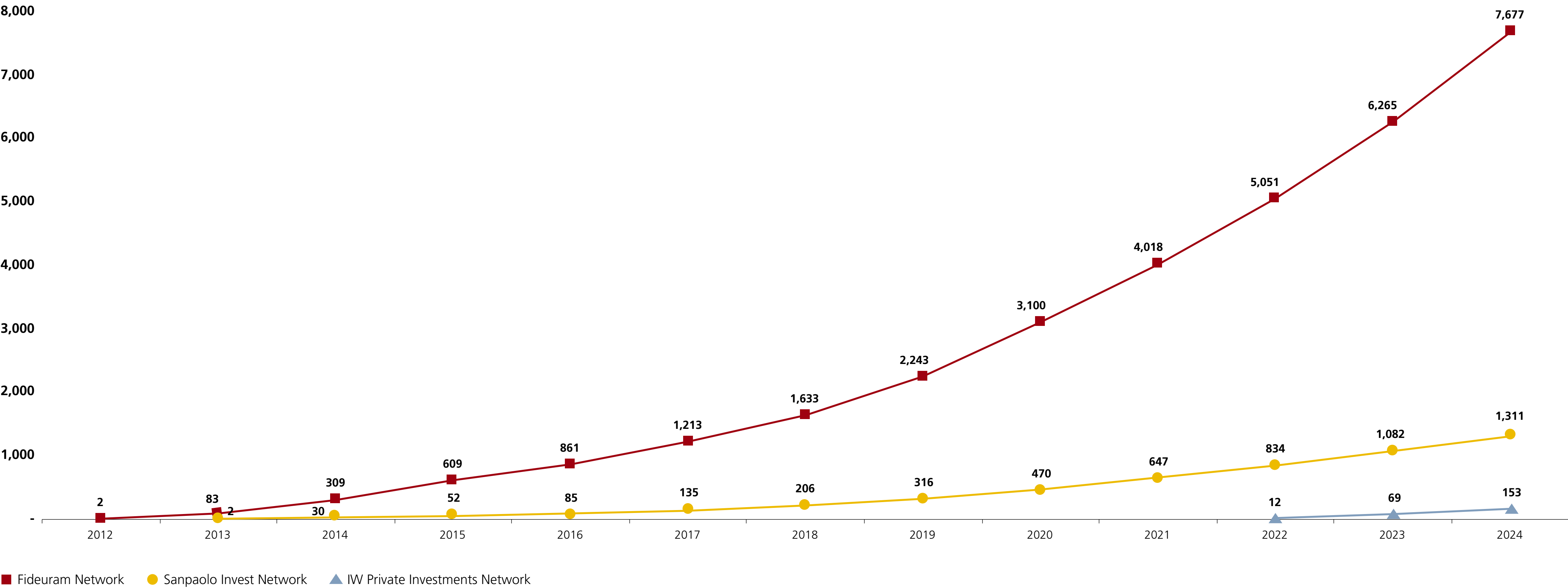
9,141

Agreements signed since the launch of Team

TEAM

Team is an agreement between several Personal Financial Advisers - a “Team Leader” and one or more “Team Partners” - who decide to work together to increase and support their customers, each contributing their professional expertise and experience. Ten years on from its launch, 2,893 Personal Financial Advisers are working together in a team (about 54% of the Personal Financial Advisers of the Fideuram, Sanpaolo Invest and IW Private Investments Networks), jointly managing a total of around €44.3bn assets for over 197 thousand customers. This constant growth confirms that the Team responds to a real need of the Networks: and that its teamwork approach is the new model for the Personal Financial Adviser profession.

Number of agreements (No.)



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

3,050

Team Leader
positions

3,319

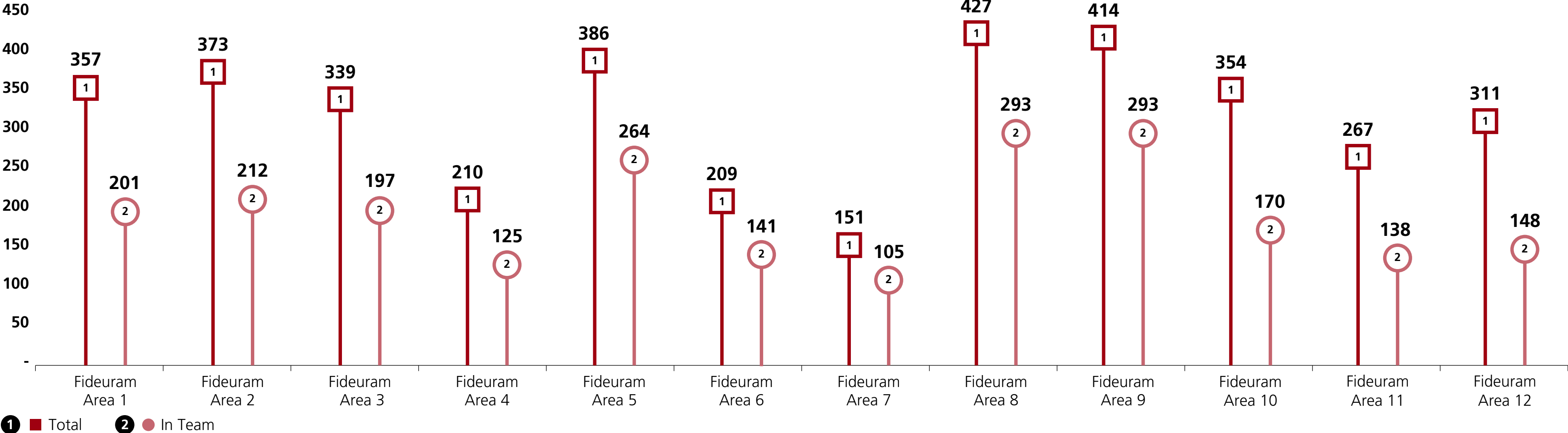
Team Partner
positions

involving
2,893

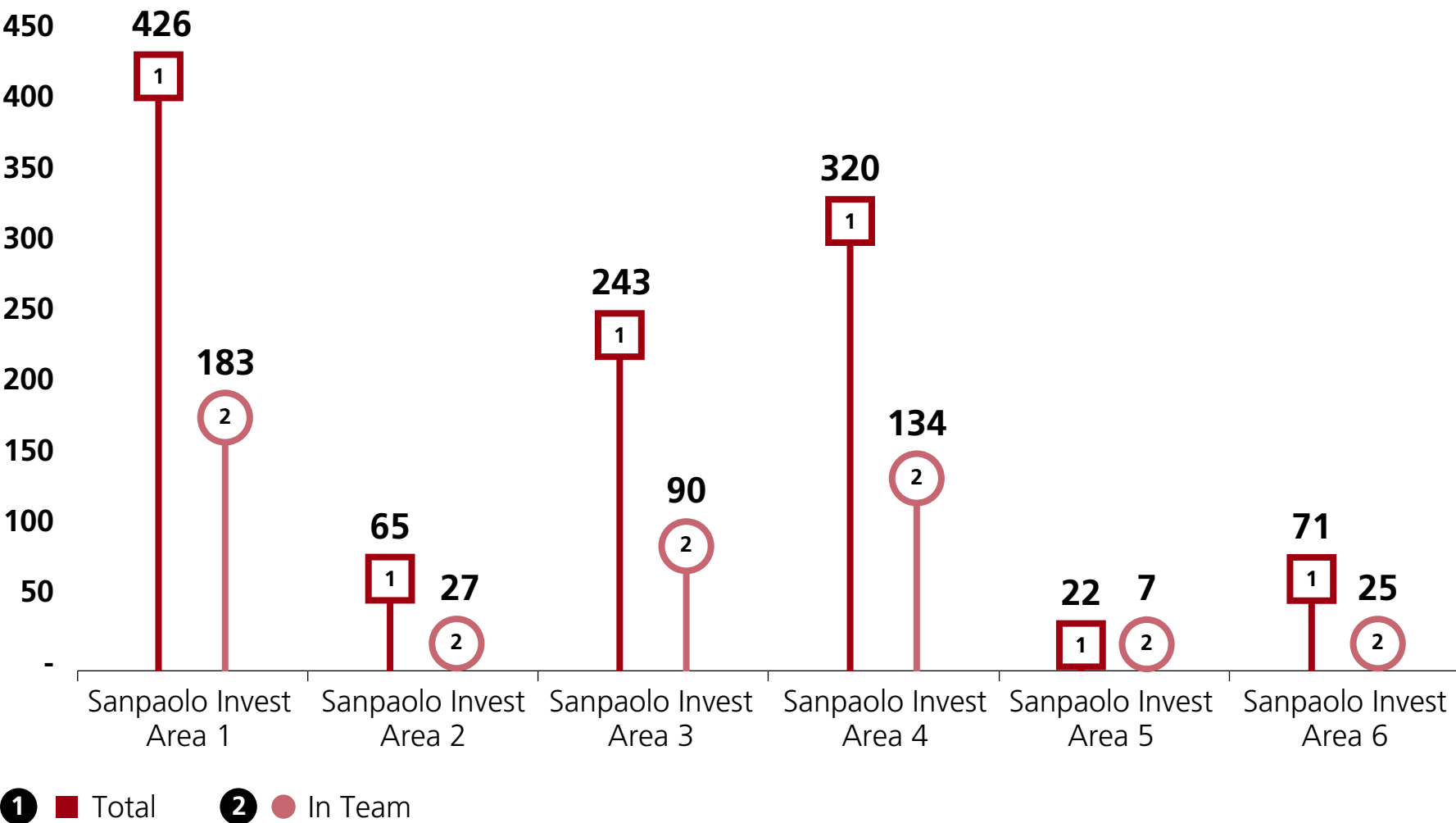
Personal Financial
Advisers

Multiple agreements
can be signed
between Team Leaders
and Team Partners

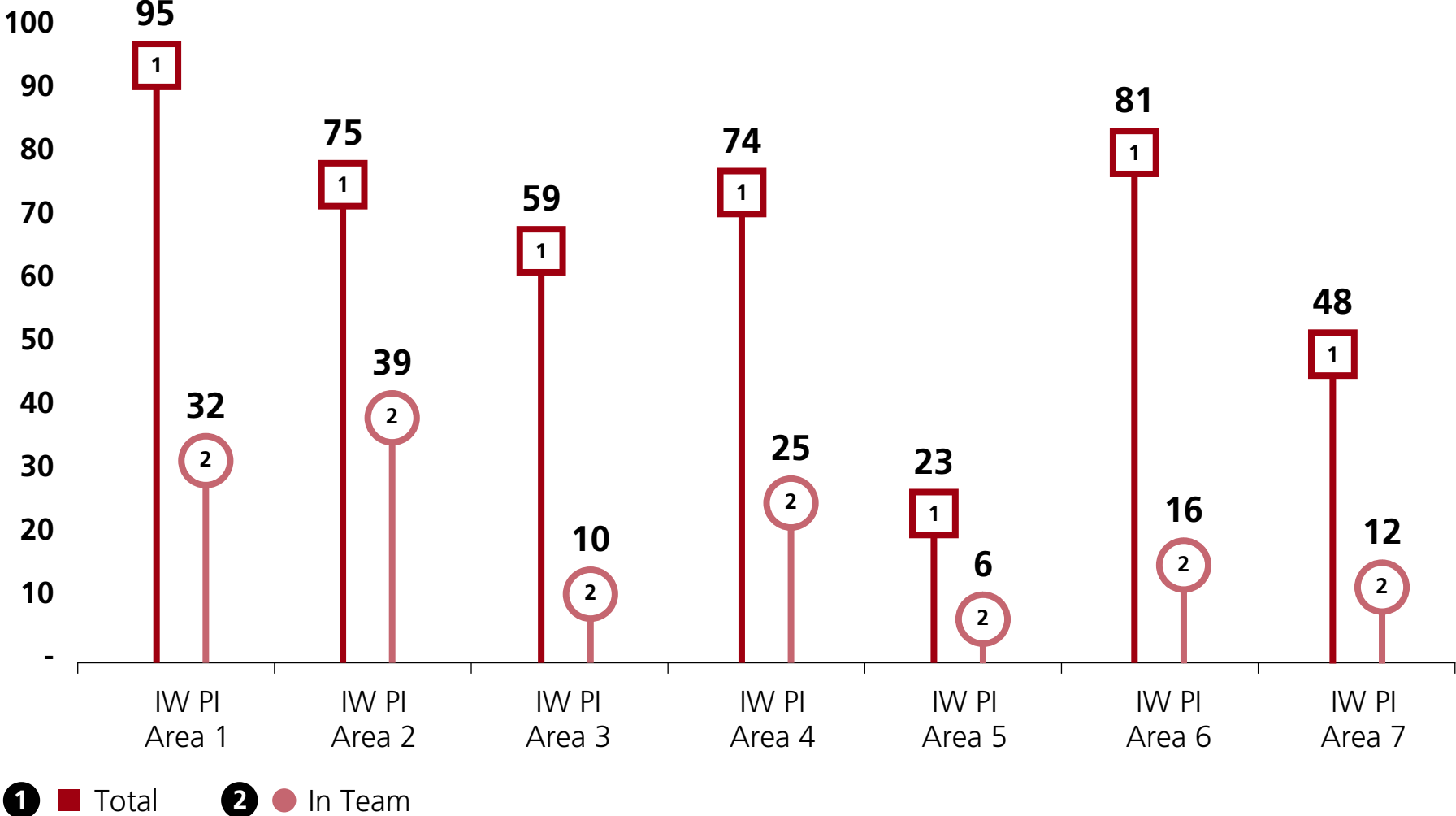
Fideuram Network (*)
No. Personal Financial Advisers



Sanpaolo Invest Network (*)
No. Personal Financial Advisers



IW Private Investments Network (*)
No. Personal Financial Advisers



(*) Totals exclude Managers and Trainee Financial Advisers.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

CONTRACTUAL RELATIONS

Relations with the Fideuram, Sanpaolo Invest and IW Private Investments Networks’ Personal Financial Advisers are governed by an open-ended agency contract, without representation, based on Italy’s Collective Economic Agreement for Agents in the Commerce sector.

Beyond the core collective agreements, the contract stipulates further indemnities for Personal Financial Advisers. These provisions enhance their economic, social security, and pension treatments, predominantly by tying them to the commercial targets achieved annually.

This contract seeks to primarily address the following purposes:

- standardise the contractual regulations between Personal Financial Advisers and Companies;
- formally bring the wording of the contract into line with the current regulatory/legislative context that has changed over time, and with the current service model that oversees the activities of the sales Networks;
- adopt a modular structure, making consultation more agile, and the updating of annexes to the contract that may become necessary over time, much simpler. In this regard, the structure of the new contract is subdivided as follows:
 - main section: purely regulatory content, which governs the agency relationship between the companies and each Personal Financial Adviser;
 - annexes to the contract: technical-economic and organisational-commercial as well as regulatory specifications, which take the form of corporate rules and codes, commission schedules, incentive scheme schedules, Network organisational model and Network insurance covers.

The Personal Financial Advisers at Intesa Sanpaolo Private Banking are direct employees of the Bank in the same way as other branch positions. As of 31 December 2024, there were also 133 agents; these agents are not employees and have stipulated an agency contract.

REMUNERATION AND INCENTIVES

Fideuram, Sanpaolo Invest and IW Private Investments Networks

Since our Personal Financial Advisers are freelancers on agency contracts, their remuneration is variable and consists mainly of commission remitted from the principal company’s income from the contracts in the Personal Financial Adviser’s customer portfolio, as well as bonus payments for meeting sales targets.

The remuneration paid to the Personal Financial Advisers is made up of the following:

- a recurring component, which is the most stable and routine part of their remuneration;
- a non-recurring component, which represents the part of remuneration that has an incentive value.

The recurring component, which is linked to the size of the portfolio managed by the Personal Financial Adviser, is calculated as a predetermined percentage of the recurring and one-off gross income earned by the company in the form of the fee and commission income that customers pay on the various different products. These percentages differ depending on the type of product or service and are governed by the agency contract.

The recurring remuneration of Network Managers is made up of:

- supervision commission for coordinating and supervising a group of Personal Financial Advisers operating in a particular area of responsibility. This commission is based on the manager’s specific role and calculated as the related percentage of the commission accrued by the Personal Financial Advisers under supervision;
- growth commission, for the development and volume growth of their group of Personal Financial Advisers.

In addition to this recurring remuneration, and in line with market practice, the distribution Networks are rewarded with incentives designed to guide sales activities towards the achievement of specified targets that take the Group’s long-term strategies and objectives into due account so as to reward the results actually achieved, taking risk (including legal and reputational risk) into full account and prioritising proportionality criteria that promote and foster respect for high standards of conduct and care for each customer’s interests.

These incentives are both monetary (bonuses) and non-monetary (e.g. annual contests which award prizes in the form of trips or attendance at conventions, etc.). Dedicated internal regulations are provided every year, notifying the Networks of the mechanisms that will be used to incentivise them to achieve their business targets.

In line with the provisions of the Supervisory Authorities, the bonuses are:

- limited to inflows from transactions that are in accordance with the customer’s suitability profile;
- subject to controls over a long-term time horizon and therefore based on maintaining effective and lasting medium-term results.

The non-recurring component of newly appointed Personal Financial Advisers is specifically set at the time of appointment to acknowledge the work needed to gain a customer base, on condition that this refers to a stable collection.

There is no gender disparity regarding the remuneration of Personal Financial Advisers, on a like-for-like basis in terms of role and results achieved.

Intesa Sanpaolo Private Banking Network

In order to enhance the contribution of employees and agents in line with the objectives of the Group’s Business Plan, Intesa Sanpaolo Private Banking has activated an incentive scheme for Network staff dedicated to the management of Private Banking customers, which involves the provision of bonuses subject to the achievement of specific performance objectives, regarding sales, quality, sustainability and customer satisfaction. The overall objectives relate to size growth, profitability, service quality and the growth of financial assets. In this context, the amount of the bonus is based on measurable indicators defined for each objective and for which reference targets have been specified.

The economic treatment of newly appointed Personal Financial Advisers is based firstly on recognising the professional standing they have already gained in the external market, from the perspective of utilising their skills to provide excellent service to Private Banking customers, and allow for the sustainable development of the financial assets managed.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

NETWORK EVENTS IN 2024

The organisation of events outside the working environment is an essential moment in the development of a unified culture within the Group, with the simultaneous engagement of the greatest possible number of Personal Financial Advisers, with a view to meeting and sharing some time together but also for closer examination and study.

SEI ADVANCED ADVISORY SERVICE BUSINESS MEETING

The event, entitled “Essere presente. Pensare Futuro” (Being the present, Thinking the Future), dedicated to Private Wealth Advisors (PWA), Top Personal Financial Advisers and Managers of the Fideuram, Sanpaolo Invest and IW Private Investments Networks, was held on 4 March at the Auditorium in Milan. The event, with over 700 participants, took a look at service models and products of the future, with a focus on the innovations of the Sei Model and the Private Markets.



DIGITAL SPECIALIST EVENT

On 25 June, the “Digital Ambassadors” of the Fideuram, Sanpaolo Invest and IW Private Investments Networks from all over Italy met at the Talent Garden in Milan. More than 300 Personal Financial Advisers attended this day of meeting and discussion, also with Top Management and a round table hosting the SGR’s partners, to discover the latest initiatives in the field of digital innovation, and also share ideas and drive together the change towards an increasingly digital, innovative and sustainable Group. The event also saw Personal Financial Advisers with the best “Digital Index” being awarded. During the day, two guests spoke: Stefano Galli, a computer engineer, specialized in Enterprise Social Networks consulting, and Luciano Floridi, a philosopher, considered the world’s leading expert on digital ethics and artificial intelligence.



NEXT GENERATION EVENT

The event, held on 10 July at UCI Cinema Bicocca in Milan, saw the participation of new generations, bringing together over 500 young Personal Financial Advisers, from all over Italy, to share goals and future scenarios. The day’s agenda embraced various moments: speeches by top management, a round table with the presence of SGR partners, and a “Talk to me” session with the involvement of some young Personal Financial Advisers; the best young advisers of the year were also awarded. Guests of the day were Marcello Massimini, professor of human physiology, and Maestro Giovanni Allevi, one of the most important contemporary composers and musicians who moved all those present with his speech and performance of the piece “Tomorrow”.



SENIORITY EVENTS

These are events dedicated to Personal Financial Advisers who in 2024 reached the important milestone of 25, 30 and 40 years with the Fideuram, Sanpaolo Invest and IW Private Investments Networks. During the events, over 350 Advisers were awarded by Top Management and Network Managers. In October and November, 7 meetings were organized with Personal Financial Advisers and Managers from all over Italy. Exclusive locations and historic mansions provided an extraordinary setting for the events: 2 dates were scheduled for Rome at the Galleria del Cardinale in Palazzo Colonna, 3 in Milan at the Gerolamo Theatre, 1 in Turin at the Museo del Risorgimento in Palazzo Carignano and lastly 1 in Florence at Palazzo Borgese. Guests at the meetings included top athletes such as Umberto Pelizzari, Maurizia Cacciatori and Fiona May.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

MANAGERS' MEETING

This event, of significant importance, saw the participation of over 500 Managers of the Fideuram and Sanpaolo Invest Networks, during which the results of the year were shared, together with projects and objectives for the future. It was an occasion for discussion and evaluation, interspersed with contributions from two important guests: the Italian tennis champion Flavia Pennetta who shared her path to professional and private successes, providing a key to understanding the world of sport made up of values rooted in solid moral foundations and the right spirit of sacrifice and dedication, which lead towards the path of success, and the Head of the Division of Structures, Mechanisms and Materials of the European Space Agency, Tommaso Ghidini who, with a unique and engaging speech, simply spoke of the small and large steps taken towards the sky, towards the discovery of new worlds, making us reflect on the future and on the next goals that aerospace engineering will reach through a dream and a prediction that will bring us ever closer to the discovery of new planets.



WEALTH MANAGEMENT ADVISER CERTIFICATION



On 7 February, in the splendid setting of the Main Hall of Cattolica University, Milan, an event was held dedicated to 250 Personal Financial Advisers, from all over Italy, who received the certificate of wealth management adviser, obtained after an intense training course. The participation of all Top Management, together with very prestigious guests, made the event even more important. In addition to the speakers at the venue, Giovanna Paladino, director and curator of the Museo del Risparmio (the Money Museum), spoke. The event ended with a convivial moment at the Leonardo da Vinci National Museum of Science and Technology.

EVENTS DEDICATED TO PRIVATE WEALTH ADVISORS

On 15 April, an event was organized to welcome the new PWAs of 2024. After the meeting, held at the Palazzo di Direzione Gioia 22 with the participation of Top Management, the 35 guests had the chance to take an exclusive tour of the masterpieces of Gallerie d'Italia, discovering the hidden treasures of its vault. The event ended with a gala dinner held inside the Museum.
On 4 December, Ca' del Bosco, a symbol of Italian wine excellence, hosted an exclusive event dedicated to the best PWAs, held in the heart of Franciacorta. Lucio Caracciolo, journalist and founder of the geopolitical magazine Limes, was the guest of honour. With his keen eye on the complexities of the geopolitical situation, he made the evening even more memorable for the approximately 70 participants, including the PWA and Top Management.

SNOW FESTIVAL - BORMIO



Bormio has kept its top spot as the preferred destination to host the appointment with the winter contest, which has been renewed in March for twelve seasons, inaugurating the series of events dedicated to the annual incentive contest. The traditional social ski race, now in its 23rd edition, saw athletes from the Fideuram, Sanpaolo Invest, IW Private Investments and headquarters networks compete in the slalom and in the parallel competitions, accustomed to achieving professional, as well as sporting goals on the snowy slopes of Bormio. Different categories, from pioneers to amateurs, from family members to "cuccioli" (youngest participants) all contributed to the success of this well-established event. The number of participants in this sports competition is ever-increasing, cheering on the edge of the slopes and sharing time together at the high-altitude igloo and during the farewell evening at the Pentagon sports hall, which hosts the institutional and sports awards for individuals and commercial areas that stand out in the team parallel competition.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

SUPER JOURNEY IN SOUTH AFRICA



A journey full of fascination, freedom and suggestion. An inextricable mix of traditions, life-styles and fascinating contrasts, where the nature of the colours of the savannah and the animals of our imagination that populate it, stand side by side with the contradictions and problems of a metropolis like Cape Town and Johannesburg. South Africa welcomed our guests with memories, images and sensations that are impossible to forget; a fascinating destination that rewarded the most important goals of the winners who, with their performances, won the annual incentive contest.



SARDINIA CONVENTION, FORTE VILLAGE



Forte Village was chosen, once again, in 2024 to host the Fideuram - Intesa Sanpaolo Private Banking Convention, which represents the flagship event of the annual incentive programme. The Convention is the leading contest event for its number of guests, and is held back to back with the annual meeting of Intesa Sanpaolo Private Banking; the Convention represents a moment of real exchange and knowledge for Personal Financial Advisers and head office management, with the strategic contents of the closing plenary session, the institutional awards, the thematic workshops on products, commercial tools and the implementation of digital technology in the financial profession. The recreational and sporting aspects are a must: the tennis tournament, padel, football and Fideurun. Themed dinners and shows accompanied guests on the final Convention Day and during the customary farewell dinner.



FIDEURAM CUP PORTO SANTO STEFANO



Fideuram Cup: an unmissable event combining sport and passion. The most anticipated sailing event of the year, involving the entire Group, has become a not-to-be-missed tradition. Enthusiasm, passion and the breathtaking spectacle of the Argentario were the backdrop for the 22nd edition of the Fideuram Cup, which saw the Fideuram, Sanpaolo Invest and IW Private Investments Networks, together with their colleagues from the headquarters, as protagonists, both at sea and on land, with moments of fun and sharing at the end of the free trials on Friday and the official regattas on the weekend.

FIDEURAM TENNIS - GARDEN TOSCANA RESORT

The ninth Fideuram team tennis meeting took place between 24 and 26 May 2024 at the Garden Toscana Resort in San Vincenzo (Livorno). As in previous editions, the increasingly competitive tournament saw the participation of 8 teams, representing all the commercial areas of Fideuram, Sanpaolo Invest and IW Private Investments Networks. The final result saw the FIDEURAM NORD team as the winner of the Excellence Tournament, beating the FIDEURAM CENTRO team with a score of 3-2. The SPI CENTRO SUD team won the consolation tournament. The meeting, both from a sporting and organizational point of view, was much appreciated by the players and numerous companions, all eager to participate in the new edition next year.



MAIN IMPROVEMENT OBJECTIVES FOR 2025

In 2025, the Group will focus on developing synergies between the various commercial Networks, taking advantage of the numerous opportunities offered by the various distribution models (Employee Network, Professional Adviser Network and Direct platform), continuing to place a strong focus on the generational turnover of the Networks and on increasing female talent.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

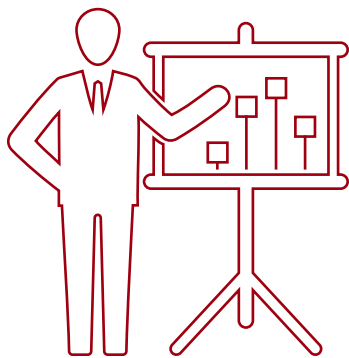
8. GLOSSARY

9. CONTACT US

NETWORK TRAINING

593,782

Training hours



MAIN OBJECTIVES FOR 2024	ACTIONS AND RESULTS ACHIEVED
Fideuram, Sanpaolo Invest and IW Private Investments Networks Storytelling & Sustainability Start of a storytelling initiative, as a communication tool enabling financial advisers to relate in an innovative and effective way, to convey values, motivational levers, the corporate mission and strategic approaches to the client, in an empathetic and meaningful way.	In 2024, a dedicated storytelling course was delivered to approximately 300 Top Consultants and PWAs, which was particularly useful for enhancing the brand story and the company mission. Storytelling has proven to be fundamental in the advisory sector, helping Personal Financial Advisers shift their focus from products to service and enhance the relationship with the customer.
Artificial Intelligence and innovation in the Asset Allocation process The new frontiers of management, reclassification and reformulation of information will be explored with financial advisers to support professional growth and improve the quality of service to customers.	The activities presented during the in-depth course on Artificial Intelligence tools that involved 560 Executive Consultants, allowed them to acquire new skills including data analysis drill down, experimenting with new areas and methods of communication, and using a more effective spoken and written language with the customer. Furthermore, the evolution of Asset Management and the financial education process for savers allowed for increased awareness of client needs and the seizing of market opportunities.
Next Generation The Next Generation path continued, with the aim of creating the financial advisers of the future, increasingly capable of responding effectively to the needs of customers and ensuring investment protection.	In 2024, the Next Generation Path was launched for eight new groups of young consultants, involving approximately 160 professionals, and the path was completed for four groups, equal to approximately 100 consultants, who had started this initiative last year.
Wealth Management Adviser Certification The Certification of Wealth Advisors continued, in collaboration with Cattolica University Milan, for advisors who have earned the credits necessary to access the certification exam. Additionally, the programme dedicated to maintaining certification for advisers who are already accredited will be expanded.	In 2024, 115 Personal Financial Advisers obtained the Wealth Advisor certification, in addition to the 1,284 already certified in previous years.
Fideuram Accademy (Partners) Further additions for the Academy, with contributions from new partners.	In 2024, 4 new courses were made available on professional and current topics in the financial sector.
Digitalisation The introduction and development of Artificial Intelligence to support Personal Financial Advisers in creating content and communication strategies useful for the relationship with the customer.	In 2024, 220 Digital Specialist financial advisers - professional supporting the Networks to facilitate the digitalisation of processes - took the digital evolution course.

MAIN OBJECTIVES FOR 2024	ACTIONS AND RESULTS ACHIEVED
Intesa Sanpaolo Private Banking Network Development of advisory platforms and credit services.	In 2024, refresher training was provided on the evolutionary developments progressively released on the advisory platforms. Additionally, an advanced credit course was designed and delivered with external trainers, with over 100 Personal Financial Advisers participating.
Further knowledge and skills functional to sustainability in the provision of investment services, through a shared and consistent approach to corporate strategies, the social context and evolving market scenarios.	The ESG Advisor course, which allows participants to access the exam to obtain EFPA certification, continued in 2024. ESG topics have been a constant subject of information and training initiatives organised in partnership with investment houses and, as part of mandatory professional training for individuals providing investment services, approximately 25% of training hours covered ESG topics.
Enhancing action to support the generational renewal of the Network.	The Z Generation programme benefitted during the year from a new initiative specifically designed for basic behavioural finance for young Personal Financial Advisers.
Conclusion of the Business Evolution path.	In 2024, the Business Evolution path was successfully concluded, opening the application and fine-tuning phase by the Network.
Maintaining a high level of sensitivity and awareness of the impact of sector regulations on commercial activities in order to provide a customer service increasingly oriented towards criteria of professional ethics and transparency in relations.	As part of mandatory training, the production of training content aimed at continuously enhancing, raising awareness and updating necessary regulatory knowledge continued during the year. The Network was constantly encouraged to reflect on professionalism and transparency, themes also included in the various initiatives designed specifically for the different roles.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

INITIATIVES AND TRAINING COURSES FOR THE FIDEURAM, SANPAOLO INVEST AND IW PRIVATE INVESTMENTS NETWORKS

ESG training and professional development

During 2024, the ESG Training initiative dedicated to all Personal Financial Advisers was concluded; the initiative consisted of four modules for a total of 24 hours both in-person and through distance learning, in collaboration with some of the main Italian universities. During the year, 1,800 Personal Financial Advisers completed the programme, bringing their total number in the three-year period to 4,800. 43,200 training hours were provided on ESG topics.

Completing the entire course enabled participants to take the ESG-EFPA Certification exam and, in 2024, approximately 340 financial advisers obtained the certification.

Vocational training

Training for the development of professional skills continued in 2024, comprising four progressively modulated paths, according to the seniority of the Personal Financial Adviser:

- high-level specialization (Top Consultants & PWA) in Storytelling in the ESG field and in sustainable communication techniques and advice to entrepreneurs (24,000 hours delivered);
- advanced training (Professional & Executive Advisers) on Geopolitics and Financial Investments, on innovations in Asset Allocation strategies and on the use of Artificial Intelligence in the operations of financial consultants (40,900 hours provided);
- Fideuram course (Junior & Senior Advisers) on the concepts of Insurance and Pension Planning, on Research Models, analysis of the customer life cycle and the empathetic management of relationships (28,900 hours delivered);
- onboarding training for consultants joining the Network in the previous 12 months and for financial advisers on the Next Generation path, dedicated to young people who are entering the profession for the first time. For the latter, the structure of the 2-year course comprises 14 training modules and 6 business development modules (82,700 hours delivered).

To complete the four training courses, a further 37,500 hours of training were provided, both as Webinars and in- person at the Fideuram Campus or at local offices, on the thematic areas of Products and tools and technical and professional training.

In 2024, the Asset Adviser Certification process continued in cooperation with Cattolica University of Milan, which involved 115 Personal Financial Advisers and the first three-year maintenance cycle for approximately 1,284 Advisers already certified in previous years was completed.

In 2024, approximately 167,000 hours of e-learning training on continual professional development and regulatory developments were taken up by all Personal Financial Advisers.

Lastly, 17,400 hours of training were provided for the service model commercial proposition.

Online Academy training, created in collaboration with the Commercial Partners, on professional and current topics of the financial sector was taken up by personal financial advisers, with a total of 5,200 training hours provided. Four new online courses were added in 2024.

The Academy delivered a total of approximately 492,500 hours during 2024 (278,500 in the classroom and webinars and 214,000 online).

Application training

A year of digital evolution and training for an increasingly innovative and aware advisory service

In 2024, Fideuram further strengthened its path towards digitalization, placing training and the continual professional development of Personal Financial Advisers, Managers and Digital Specialists front and centre. Through a mix of classroom sessions, webinars and thematic insights, approximately 150 training sessions were delivered, of which 60% in-person and location-based, and 40% remotely, for a total of approximately 900 hours of training, involving approximately 1,650 Personal Financial Advisers.

Particular attention was paid to new entries on the Network, with targeted programmes for newly hired Personal Financial Advisers and young

Next Generation Managers. In this context, 35 training activities were carried out, including in-person and online sessions, which reached approximately 680 young professionals. To ensure increasingly personalized, effective training paths, new methods are being designed that will make learning the applications even quicker for new entries in 2025, and more functional.

Advanced advice and digital skills at the heart of training with innovation in support channels and the production of training content

2024 marked a new chapter in the development of Advanced advisory services. With 36 in-person training sessions, both location-based and at the Fideuram Campus, Personal Financial Advisers were supported in mastering the application tools necessary for a mindful and strategic use of the solutions offered.

The position of Digital Specialist has been a central part of the training strategy, with local meetings and intense remote support activity through webinars, emails and WhatsApp messages. The topics covered included the main digital innovations, such as:

- the new releases of Alfabeto, with the Asset Summary, the Notifications dashboard and the Alfabeto Business module for legal entities;
- the implementation of the Help4CF self-ticketing system;
- evolutions of the MyKey contract.

A constant focus on the role of the Digital Specialist was also underlined by the management of over 1,500 emails and 500 WhatsApp messages through dedicated channels, which consolidated a direct and effective relationship with this strategic position.

At the same time, the number of support materials produced, such as documents and tutorials, was considerable, and these are regularly updated and made available on the Portal. Among these, the video tutorials of the “Tech it Easy” series stand out, appreciated for their short, clear and incisive format, ideal for keeping the entire Network constantly updated on the main digital innovations. The creation of new video clips and short tutorials is planned for 2025, to ensure continuous alignment with digital and operational innovations.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Also in the spotlight are the topics of Cybersecurity, digital anti-fraud education and the introduction of Artificial Intelligence in the world of financial advice. The pilot phase of these projects was managed in collaboration with various Group structures.

A digital culture in step with the future

Our training commitment has benefitted from the addition of new communication methods and key topics for the sector, promoting a modern digital culture capable of responding promptly to the challenges of an increasingly rapid technological evolution. Through constant and innovative support, tools and knowledge are offered that enable financial advisers to seize the opportunities of change and guarantee an excellent service to customers.

TRAINING PROGRAMMES AND INITIATIVES FOR THE INTESA SANPAOLO PRIVATE BANKING NETWORK

In 2024 as well, considerable effort was paid to the production and effective inclusion in the calendar of all training topics useful for promoting the attainment of the professional development objectives of the Intesa Sanpaolo Private Banking Network. The training covered both operational aspects and behavioural and professionalising issues. The initiatives listed below always involve non-employee financial advisers, who are included in the Network from time to time.

ESG training and professional development

The Network has been involved in both elective and compulsory initiatives, the latter integrated into existing professional development programmes.

In fact, 25% of the contents of compulsory vocational training are designed for ESG areas and use represents a gateway to the incentive system. Furthermore, the ESG Adviser course was renewed again this year, with 100% participation from the Network staff who were invited to participate. The course consists of an intense in-depth study of the ESG context and regulations in the financial sector, also useful for sector certification.

The course modules are as follows:

- evolutions and development factors of sustainable finance;
- a sustainable approach to investing: ESG data analysis and investment strategies;
- the new world of sustainable investment products;
- evidence, market trends and regulatory impacts related to the integration of ESG factors into investments;
- the impact of ESG factors on the analysis and valuation of securities and assignment of ratings.

Finally, participation in info-training initiatives with business partners ensured constant, robust updates, also on sustainability issues.

UHNWI Development

Teamwork requires excellent communication and interpersonal skills. Elements such as building trust, coordination, collaboration, information sharing, and the ability to promote everyone’s contribution are key to an excellent customer service.

For this reason, when the team of the Private Branch dedicated to Ultra High Net Worth Individuals was expanded with a new team, this change was accompanied by the Team Coaching initiative resuming, which had already been organized in 2024 for the newly established Branch. The training was held in person and was updated in light of the changes that had occurred, always preceded by a moment of guided individual reflection.

Ad hoc managerial training was also provided to support important changes that have taken place in another HNWI commercial excellence hub in the Emilia-Romagna area.

Advanced credit course: commercial proactivity

The advanced credit training course was attended by over 100 Personal Financial Advisers selected from those who have already gained good experience and knowledge in the field.

The course programme is designed for experienced professionals, with the aim of delving into complex topics and enhancing their ability to respond to sophisticated needs with greater confidence and maximum competence. The excellent qualification of the external teaching staff involved meant that theoretical aspects could be further explored, and also integrated with practical cases, developed in collaboration with internal experts.

Advanced advisory platforms

As part of the WE ADD service, training was provided on the innovations introduced during the year, with the aim of ensuring even more precise and effective portfolio rebalancing.

Z Private Generation Programme

The “Z Private Generation” programme also continued in 2024, involving over 60 assistant colleagues destined to become Personal Financial Advisers, and 20 already in this role. The programme included both remote and in-person activities aimed at developing knowledge of the role, as well as commercial and regulatory insights, and fostering a solid organizational awareness.

A significant innovation was the design and delivery of a basic Behavioural Finance course, specifically developed for young Personal Financial Advisers. The training took place both remotely and in person, and was greatly appreciated by colleagues, who were able to approach fundamental relational aspects in their commercial profession, also updated with recent studies on neuroscience.

Product-specific training

Of particular note was the production of product-specific training content, created in a digital format and made available before the start of placement activities. However, this content is always accessible for consultation at a later time.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Other initiatives

Schedule of info-training meetings with third parties

The planning of meetings with all business partners continued in 2024 as well, in order to provide the Network with a broad overview of market trends and financial product developments, for the purpose of an effective commercial proposal.

Preparation for the financial adviser exam

Colleagues training to become Personal Financial Advisers are given the chance to attend a course for taking the OCF exam to obtain qualification and registration in the Single Register of Financial Advisers.

Language training

Training is offered in English or French during the year, via training platforms with distance learning tutors or intensive individual courses. Access is conditional on the professional context and the level of language ability.

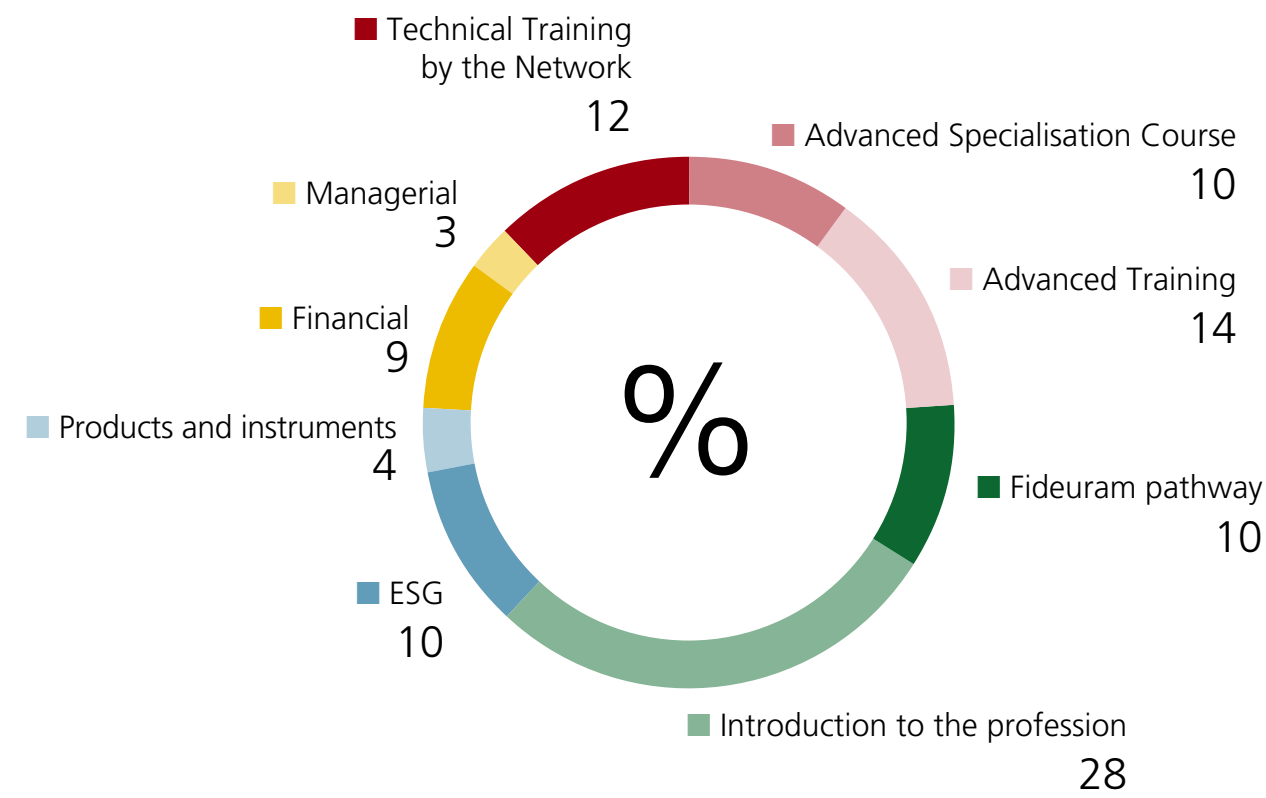
Regulation and compliance

Mandatory training activities, mainly promoted through distance learning (Appendo platform and remote classrooms) and in-person sessions for some Health and Safety courses, covered the following areas:

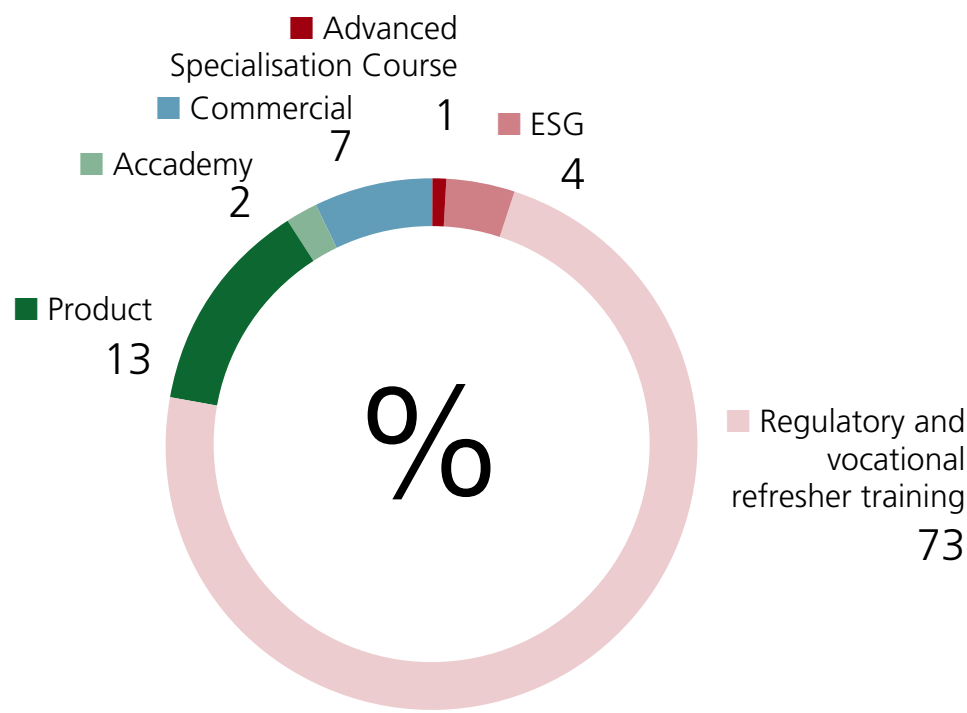
- Administrative liability of entities (Model 231);
- Information Security and Business Continuity;
- Protection of Privacy;
- Anti-Money Laundering, Countering the Financing of International Terrorism and Embargoes;
- Investment services, insurance and pension intermediation;
- Taxation;
- Anti-corruption;
- Related and associated parties;
- Code of Ethics and Social Responsibility;
- ESG;
- Market abuse;
- Payment systems;
- Occupational health and safety;
- Transparency and fairness in customer relations.

Group training hours in 2024, analysed by Training Area (%)

Class-based training



Online training



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



Fideuram and Sanpaolo Invest - Rome Branch, Via Romagna.

MAIN IMPROVEMENT OBJECTIVES FOR 2025

Training for the Fideuram, Sanpaolo Invest and IW Private Investments Networks

Digitalisation and Artificial Intelligence
In 2025, activities to support financial advisers in managing customer relationships, marketing strategies and professional learning will continue with the use of Artificial Intelligence tools. Furthermore, the specialised training dedicated to Digital Specialists will continue, to increase the level of digitalisation of all personal financial advisers.

ETF
Personal financial advisers will gain further knowledge of the financial characteristics of ETF management investment tools to evaluate their impacts in the construction of the customer’s investment portfolio.

Research methods, empathetic management and customer acquisition
In 2025, development drivers will be provided to support advisers in business growth, with a particular focus on the sustainability of their professional standing.

Next Generation
The consolidation and updating of the themes established in the Next Generation path will continue, with the aim of increasing the professionalism of new financial advisers.

Wealth Management Adviser Certification
The Certification of Wealth Advisors will continue in 2025, for personal financial advisers

who have earned the credits necessary to access the certification exam, in collaboration with Cattolica University.

Fideuram Academy
During 2025, new contributions from Partners are expected to enrich the Academy, consistent with previous years, and courses for in-depth study and the maintenance of knowledge for personal financial advisers on ESG topics will continue.

Intesa Sanpaolo Private Banking Network Training

The 2025 Training Plan will focus on the guidelines set in previous years, and also on new areas, aiming to:

- support the development of advisory platforms;
- revisit topics related to Private Markets;
- further explore sustainability-related knowledge and skills in the provision of investment services;
- support the generational turnover of the Network;
- activate a managerial development path for the intermediate roles of the Network;
- maintain a high level of sensitivity and awareness of the impact of sector regulations on commercial activities in order to provide a customer service increasingly oriented towards criteria of professional ethics and transparency in relations.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

EMPLOYEES

Our human resources play a pivotal factor in enabling us to achieve our corporate objectives. To this end, the Group constantly invests in the professionalism of employees through organisational and training initiatives, that aim to enhance individual competencies and promote a corporate culture that encourages inclusivity and updating digital skills.

The breakdown of employees by company has been restated to take into account the effect of extraordinary transactions carried out during 2024.

The Group’s workforce, which takes into account secondments to and from other companies of the Intesa Sanpaolo Group, not included in the perimeter of the Fideuram Group, as well as atypical workers, Increased from 4,289 at 31 December 2023 to 4,367 at 31 December 2024.

The breakdown of employees by gender shows that female employees accounted for 43% of total Group staff while male employees accounted for 57%. Group personnel working in Italy accounted for 82% of total employees, while those working outside Italy accounted for 18%.

	2024	2023 (*)	2022 (*)
Private Banking	4,020	3,953	3,959
Fideuram - Intesa Sanpaolo Private Banking	1,768	1,727	1,723
Intesa Sanpaolo Private Banking	1,527	1,521	1,537
Intesa Sanpaolo Wealth Management	228	216	210
Reyl Group	396	388	392
Alpian	101	101	97
Asset Management	260	248	236
Fideuram Asset Management (Ireland)	68	61	56
Fideuram Asset Management UK	15	13	10
Fideuram Asset Management SGR	177	174	170
Fiduciary services	87	88	87
Siref Fiduciaria	87	88	87
Total	4,367	4,289	4,282

(*) Figures restated on a consistent basis to take account of changes in the scope of consolidation.

In 2024, the employees of Alpian SA joined the scope of the Fideuram Group.
The detailed figures in the following tables have not been restated for 2022 or 2023.

Fideuram Group employees

	2024	2023	2022
Directors	135	139	141
Executive Management	2,461	2,351	2,341
Professional Areas	1,747	1,675	1,674
Temporary work agency and project work contracts	24	23	29
Total	4,367	4,188	4,185

Men

	2024		2023		2022	
	ITALY	OUTSIDE ITALY	ITALY	OUTSIDE ITALY	ITALY	OUTSIDE ITALY
Directors	80	32	85	35	85	38
Executive Management	1,334	235	1,315	181	1,315	191
Professional Areas	533	244	504	231	515	216
Temporary work agency and project work contracts	24	-	15	-	12	-
Total	1,971	511	1,919	447	1,927	445

Women

	2024		2023		2022	
	ITALY	OUTSIDE ITALY	ITALY	OUTSIDE ITALY	ITALY	OUTSIDE ITALY
Directors	19	4	17	2	15	3
Executive Management	812	80	798	57	776	59
Professional Areas	785	185	768	172	785	158
Temporary work agency and project work contracts	-	-	8	-	14	3
Total	1,616	269	1,591	231	1,590	223



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

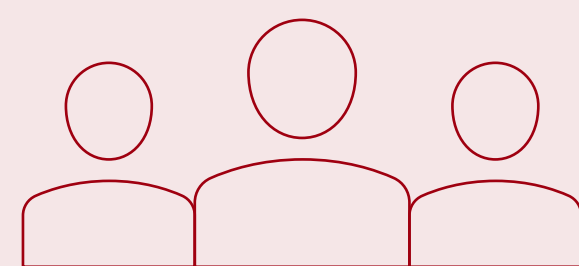
6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

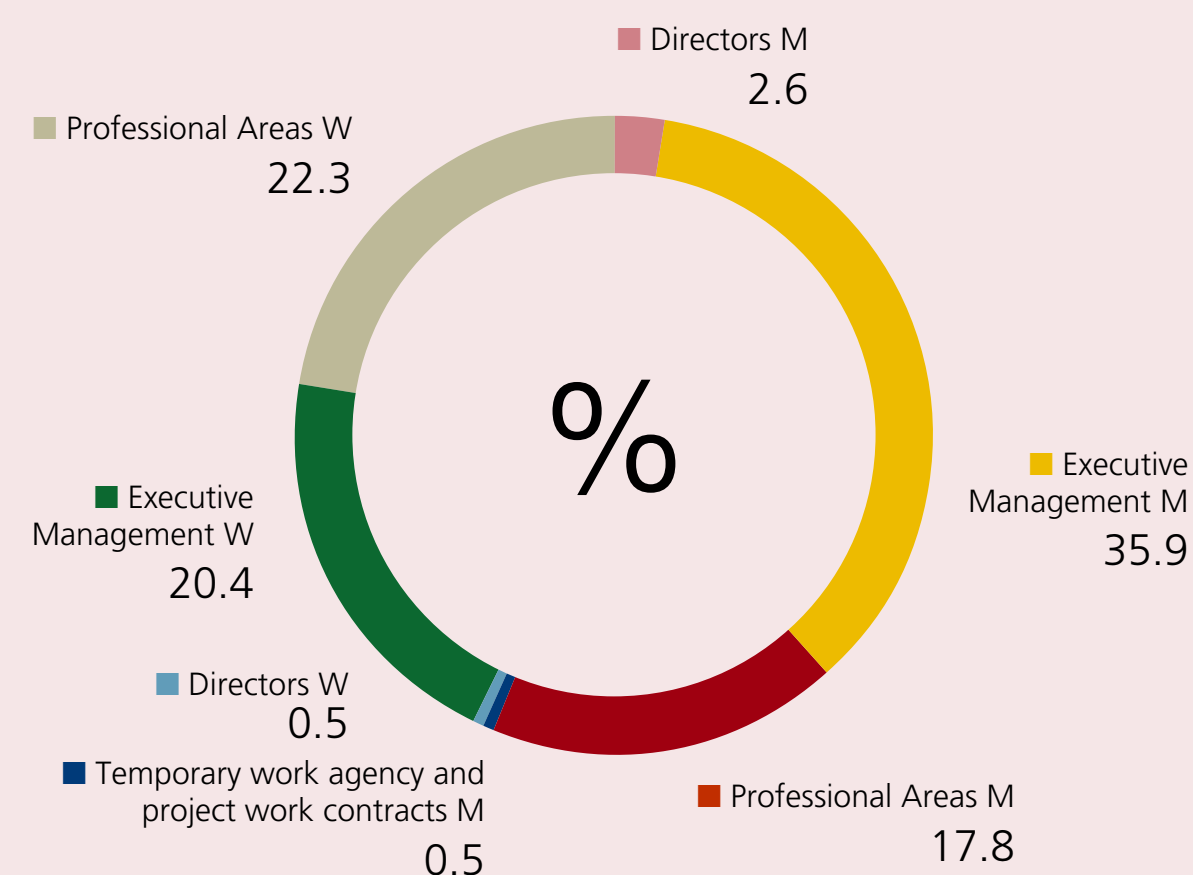
8. GLOSSARY

9. CONTACT US

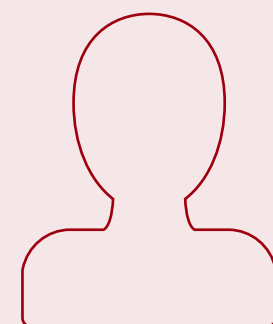
EMPLOYEES BY CATEGORY AND GENDER (%)



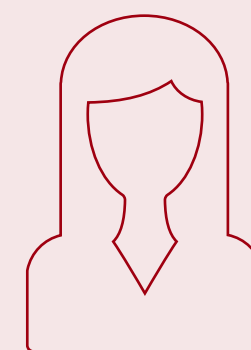
4,367
Employees



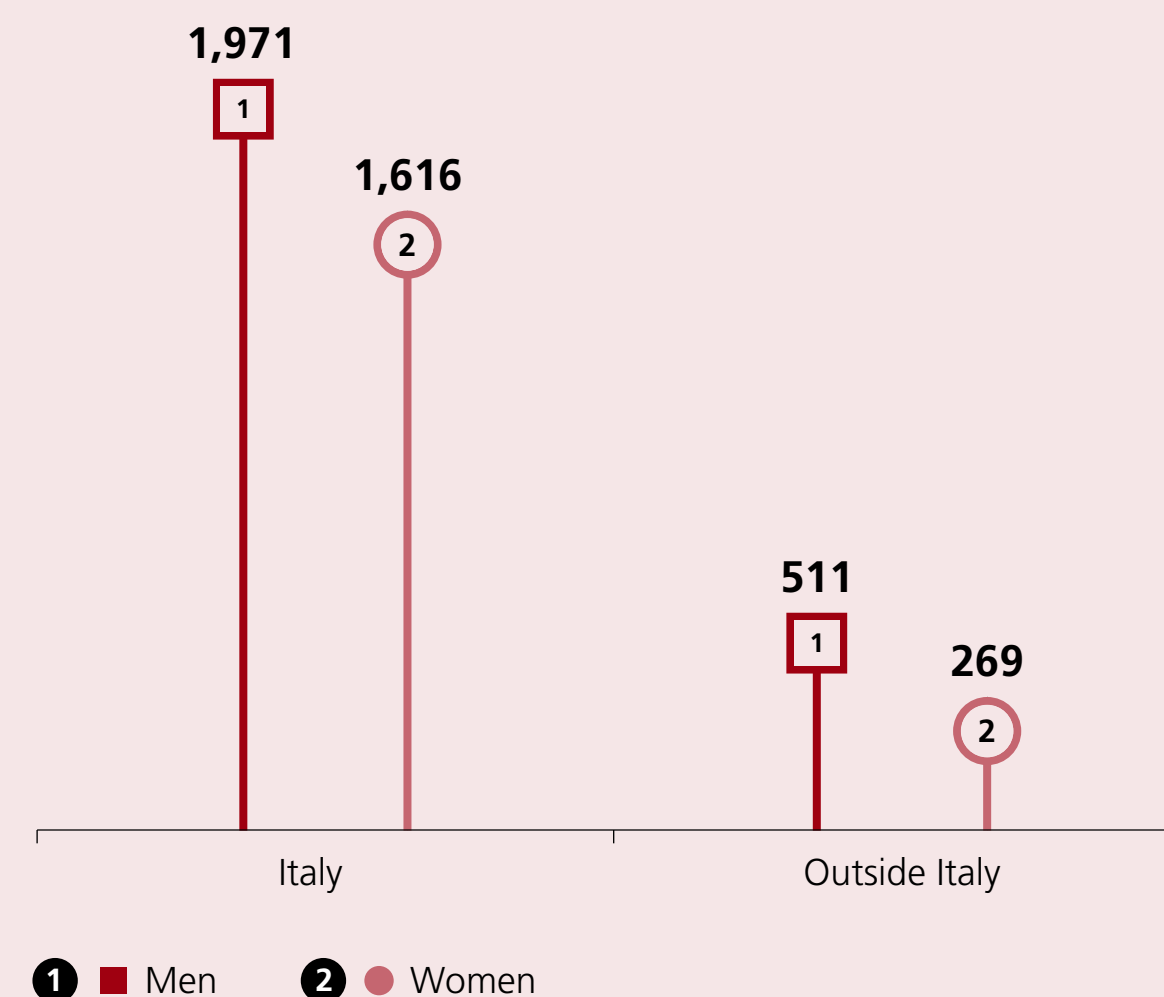
EMPLOYEES BY GEOGRAPHICAL AREA AND GENDER



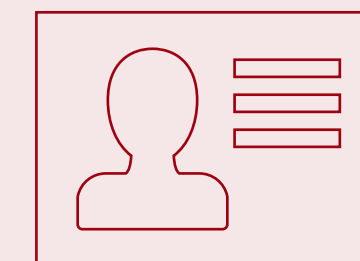
57%
Men



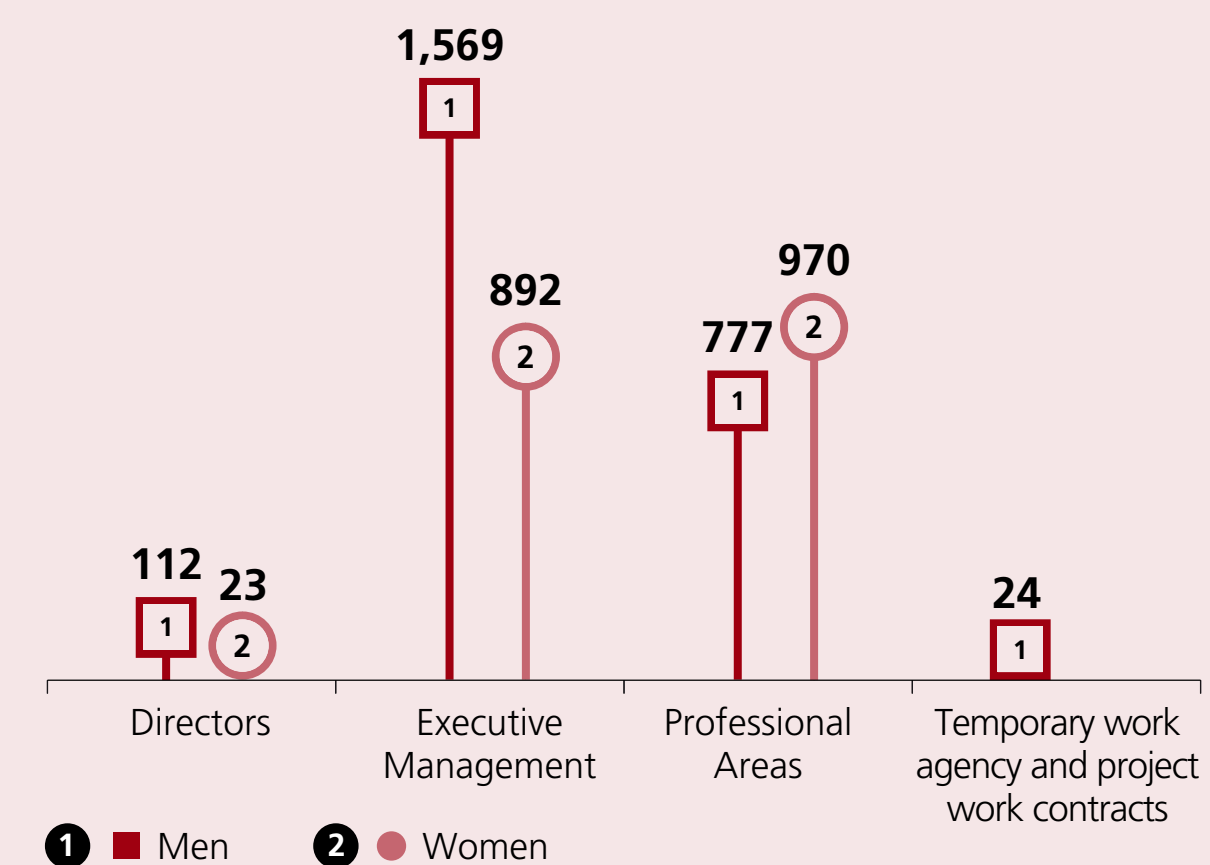
43%
Women



EMPLOYEES BY CATEGORY AND GENDER



3% Directors
56% Executive Management
41% Professional Areas



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Staff contracts

99.1% of Group staff were employed on open-ended contracts.

	MEN			WOMEN			TOTAL		
	2024	2023	2022	2024	2023	2022	2024	2023	2022
Open-ended	2,449	2,345	2,357	1,878	1,811	1,793	4,327	4,156	4,150
Fixed-term	6	6	2	6	3	3	12	9	5
Apprenticeship contracts	3	-	1	1	-	-	4	-	1
Temporary work agency and project work contracts	24	15	12	-	8	17	24	23	29
Total	2,482	2,366	2,372	1,885	1,822	1,813	4,367	4,188	4,185

	ITALY			OUTSIDE ITALY			TOTAL		
	2024	2023	2022	2024	2023	2022	2024	2023	2022
Open-ended	3,560	3,486	3,490	767	670	660	4,327	4,156	4,150
Fixed-term	-	1	1	12	8	4	12	9	5
Apprenticeship contracts	3	-	-	1	-	1	4	-	1
Temporary work agency and project work contracts	24	23	26	-	-	3	24	23	29
Total	3,587	3,510	3,517	780	678	668	4,367	4,188	4,185

Full Time/Part Time Split

A total of 346 employees, amounting to approximately 8% of all staff, were on part-time contracts; 78% are female.

	MEN			WOMEN			TOTAL		
	2024	2023	2022	2024	2023	2022	2024	2023	2022
Full-time staff	2,406	2,296	2,313	1,615	1,558	1,531	4,021	3,854	3,844
Part-time staff	76	70	59	270	264	282	346	334	341
Total	2,482	2,366	2,372	1,885	1,822	1,813	4,367	4,188	4,185

	ITALY			OUTSIDE ITALY			TOTAL		
	2024	2023	2022	2024	2023	2022	2024	2023	2022
Full-time staff	3,302	3,226	3,232	719	628	612	4,021	3,854	3,844
Part-time staff	285	284	285	61	50	56	346	334	341
Total	3,587	3,510	3,517	780	678	668	4,367	4,188	4,185

Personnel by age group

Personnel aged 50 or under accounted for 51% of all staff at the end of 2024. 46% of employees were in the 30 to 50-year-old age group.

	DIRECTORS			EXECUTIVE MANAGEMENT			PROFESSIONAL AREAS			TEMPORARY WORK AGENCY AND PROJECT WORK CONTRACTS			TOTAL		
	2024	2023	2022	2024	2023	2022	2024	2023	2022	2024	2023	2022	2024	2023	2022
Under 30	-	-	-	8	5	1	203	150	146	19	12	19	230	167	166
30 to 50	25	27	26	896	900	952	1,076	1,072	1,093	5	11	10	2,002	2,010	2,081
Over 50	110	112	115	1,557	1,446	1,388	468	453	435	-	-	-	2,135	2,011	1,938
Total	135	139	141	2,461	2,351	2,341	1,747	1,675	1,674	24	23	29	4,367	4,188	4,185

Average age of personnel

	2024	2023	2022
Men	49	49	49
Women	48	48	47
Directors	55	55	55
Executive Management	52	52	52
Professional Areas	43	43	43



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Personnel by length of service

The largest group, in terms of length of service, was general staff with more than 20 years of service, who accounted for 43% of all employees. 22% of employees had between 10 and 20 years’ service, the remaining 35% had under 10 years’ service.

	DIRECTORS			EXECUTIVE MANAGEMENT			PROFESSIONAL AREAS			TEMPORARY WORK AGENCY AND PROJECT WORK CONTRACTS			TOTAL		
	2024	2023	2022	2024	2023	2022	2024	2023	2022	2024	2023	2022	2024	2023	2022
Up to 5 years	25	22	24	316	256	295	622	577	564	24	23	29	987	878	912
5 to 10 years	17	15	15	250	204	143	274	229	185	-	-	-	541	448	343
10 to 15 years	7	14	18	138	199	242	175	250	327	-	-	-	320	463	587
15 to 20 years	26	30	30	378	350	326	250	199	179	-	-	-	654	579	535
20 to 25 years	29	28	24	497	465	453	188	180	171	-	-	-	714	673	648
Over 25	31	30	30	882	877	882	238	240	248	-	-	-	1,151	1,147	1,160
Total	135	139	141	2,461	2,351	2,341	1,747	1,675	1,674	24	23	29	4,367	4,188	4,185

Average length of service of personnel

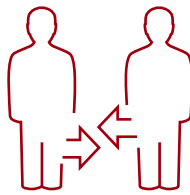
	2024	2023	2022
Men	17	18	18
Women	18	18	18
Directors	18	18	17
Executive Management	21	22	21
Professional Areas	13	13	13



Education

57% of staff have a university degree and/or postgraduate qualification.

	MEN			WOMEN			TOTAL		
	2024	2023	2022	2024	2023	2022	2024	2023	2022
Degree, Masters or Diploma	1,437	1,374	1,337	1,073	1,006	979	2,510	2,380	2,316
Secondary School	918	923	953	720	761	765	1,638	1,684	1,718
Other	127	69	82	92	55	69	219	124	151
Total	2,482	2,366	2,372	1,885	1,822	1,813	4,367	4,188	4,185



TURNOVER

During 2024, there were 439 new entries, of which 101 attributable to Alpian employees joining the scope; of these, 61% were men and 39% women.

A total of 260 employees left their posts, 40 as a result of transfers within the Intesa Sanpaolo Group and 220 due to termination of service. 58% of those leaving were men and 42% women.

Turnover by geographical area

	2024				2023				2022			
	JOINING		LEAVING		JOINING		LEAVING		JOINING		LEAVING	
	NUMBER	%	NUMBER	%	NUMBER	%	NUMBER	%	NUMBER	%	NUMBER	%
Italy	250	7.1	172	4.9	163	4.6	173	4.9	259	7.5	126	3.6
Outside Italy	189	27.9	88	13.0	135	20.2	122	18.3	238	43.2	206	37.4
Total	439	10.5	260	6.2	298	7.1	295	7.0	497	12.4	332	8.3

Turnover by age and gender

	2024				2023				2022			
	JOINING		LEAVING		JOINING		LEAVING		JOINING		LEAVING	
GENDER	NUMBER	%	NUMBER	%	NUMBER	%	NUMBER	%	NUMBER	%	NUMBER	%
Men	268	11.3	152	6.4	166	7.0	172	7.3	292	12.9	194	8.5
Women	171	9.4	108	5.9	132	7.3	123	6.8	205	11.8	138	7.9
Total	439	10.5	260	6.2	298	7.1	295	7.0	497	12.4	332	8.3

	2024				2023				2022			
	JOINING		LEAVING		JOINING		LEAVING		JOINING		LEAVING	
AGE	NUMBER	%	NUMBER	%	NUMBER	%	NUMBER	%	NUMBER	%	NUMBER	%
Under 30	129	77.2	24	14.4	70	42.2	27	16.3	79	50.0	49	31.0
30 to 50	250	12.4	104	5.2	181	8.7	127	6.1	290	13.8	144	6.8
Over 50	60	3.0	132	6.6	47	2.4	141	7.3	128	7.3	139	8.0
Total	439	10.5	260	6.2	298	7.1	295	7.0	497	12.4	332	8.3

Positive turnover (joined in 2024 / staff at beginning of year) was 10.5%, while negative turnover (left in 2024 / staff at beginning of year) was 6.2%. The overall turnover rate (incoming + outgoing / average headcount in 2024) was 16.2%.

The Group companies outside Italy do not have any internal policies regarding the nationality of recruits or that favour local people.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

CAREER DEVELOPMENT

Career development is focused on merit, assessed in relation to results achieved, competencies possessed and individual ability, with a particular emphasis on valuing talent. Where higher-level appointments are concerned, the management competencies possessed are assessed prospectively to ensure they are aligned with the related job requirements and accompanied by appropriate abilities and attitudes.

Career development

	2024					2023					2022				
	MEN	%	WOMEN	%	TOTAL	MEN	%	WOMEN	%	TOTAL	MEN	%	WOMEN	%	TOTAL
Promotions to Director	4	2.1	3	1.6	7	6	3.8	2	1.0	8	3	1.9	2	1.0	5
Promotions within Executive Management	105	54.6	79	42.4	184	80	51.3	70	34.7	150	60	39.0	56	26.6	116
Promotions to Executive Management	27	14.1	27	14.5	54	24	15.4	40	19.9	64	20	13.0	26	12.4	46
Promotions within Professional Areas	56	29.2	77	41.5	133	46	29.5	89	44.4	135	71	46.1	126	60.0	197
Total	192	100	186	100	378	156	100	201	100	357	154	100	210	100	364

Employees on open-ended contracts undergo an annual appraisal if they have been present for a period of more than 110 working days in the base year.

The evaluation systems used, in addition to the detection of concrete results achieved, take into account the skills and attitudes of employees and provide the opportunity to receive regular and constructive feedback from their managers throughout the entire evaluation process.

CONTRACTUAL RELATIONS

The National Collective Bargaining Agreement (CCNL) covers all our employees in Italy, who account for 82% of the Group's total workforce.

The Italian companies in the Group adhere to the following collective bargaining agreements:

- agreement for senior managers employed by credit, financial and operating institutions (approximately 3% of employees);
- agreement for executive managers and professional area personnel employed by credit, financial and operating institutions (approximately 97% of employees).

The term local minimum wage means the minimum wage provided for by collective bargaining agreements (where applicable) or by regulations in force in the individual countries where the Fideuram Group operates. In Italy, which has the highest number of employees, the minimum wages applied to new hires are always in line with those provided for by the national collective bargaining agreement for the sector, for the various categories of personnel.

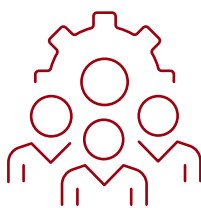
Abroad, employment contracts and wages are related to the regulatory provisions, best practices and cost of living of the reference country.

In Italy, collective bargaining agreements provide for the prior information of and consultation with workforce representatives in cases of significant restructuring, with a procedure that has a total duration of 50 days at both company and Group level.

The basic remuneration of women provided for by the National Collective Bargaining Agreement does not differ from that paid to men where either grading or seniority is concerned.


ABOUT THIS REPORT
OUR IDENTITY
GROUP STRUCTURE
HIGHLIGHTS
KEY PERFORMANCE INDICATORS
INTRODUCTORY NOTE
CHAIRMAN'S STATEMENT
CHIEF EXECUTIVE OFFICER'S STATEMENT
1. BUSINESS MODEL
2. EXTERNAL CONTEXT AND STRATEGIES
3. PERFORMANCE
4. GOVERNANCE
5. CONSOLIDATED FINANCIAL STATEMENTS
6. INDEPENDENT AUDITORS' REPORT
7. SCHEDULES
8. GLOSSARY
9. CONTACT US

RELATIONSHIPS WITH TRADE UNION ORGANISATIONS



The Group places considerable emphasis on its people through the full protection of workers’ rights, also guaranteed through the development of strong industrial relations with trade unions, promoting timely and constructive dialogue between parties.

In 2024, information and discussion meetings, focusing on matters of specific company interest, were held with the Trade Union Organisations.

Periodic (six-monthly and annual) meetings, as stipulated by the National Collective Bargaining Agreement (CCNL) and the Group Agreement, were held to present corporate data and the company’s position. Furthermore, specific issues concerning workforce levels and work organisation were addressed in local meetings requested under the Agreement itself.

New agreements relating to second-level collective bargaining in the Intesa Sanpaolo Group, which contain a complex series of measures in support of the Group’s employees and their families, such as, for example, in the area of work-life balance, were implemented in full: a Time Bank that builds up a pool of paid leave contributed in part by the Group and in part by employees in the form of voluntary time donations for the benefit of colleagues who may need to take more than the contractual supplementary leave to cope with serious personal and/or family situations; measures to support parenting and family needs through the possibility to take paternity leave, leave to assist children with specific learning disorders in their school activities, and voluntary additional leave at 35% remuneration up to a maximum of 20 working days; leave for personnel with serious diseases to attend specialist medical appointments; the introduction of the Pacchetto Giovani (Youth Package), containing specific measures for staff hired with open-ended contracts in professional areas, who were under 30 years of age at the time they were hired. As regards remote working, alongside existing regulations, the Group adopts and promotes a number of measures to facilitate the reconciliation of work and personal life and have favourable impacts on the environment and mobility of people.

The package establishes “New Flexible Work”, which expands the opportunities provided by the CCNL and provides for the possibility of voluntarily working ‘from home’ for up to 120 days per year, without monthly limits, planned and authorised in advance, with the need to return to a company location after 30 continuous working days; it also allows for the possibility of using a ‘short working week’: nine hours over four days with a reduction in working time from 37.5 to 36 hours, on a voluntary basis, with equal pay, according to the technical-operational needs of the company.

Second-level collective bargaining also fosters important inclusion initiatives to prevent bias, abuse and discrimination on the grounds of gender, age, ethnicity, religion, political and trade union membership, sexual orientation, language and disability.

The Group is committed to eliminating discrimination and guaranteeing equal opportunities at work and in relations between people in the company, and to developing tools for sharing information, exchanging experiences, supporting and providing opportunities for discussion and integrating staff.

Special attention is paid to ensuring proper and careful management of staff with disabilities from their onboarding, including through specific training courses and the adoption of measures to ensure their organisational and personal well-being.

Corporate welfare measures have also introduced paid leave and extraordinary leave, with an extension of the provisions of current national legislation and collective bargaining.

Company regulations – in line with those of the Group – have improved the provisions of Italy’s national collective bargaining agreements. In particular, there are special provisions regarding flexible working hours, reduced lunch breaks, area mobility, leave for family, personal or study reasons, part-time employment, pensions and insurance cover.

In 2024, a further agreement was signed with the trade unions with a view to promoting generational turnover through an exit plan, on an exclusively voluntary basis, both for retirement and following access to the sector solidarity fund.

Employees spent the equivalent of 6,169 working days on trade union activities in 2024.

Disciplinary actions

	2024	2023	2022
Written warning and verbal or written reprimand	8	15	8
Reduction in pay	1	-	-
Suspension from service without pay (from 1 to 10 days)	4	6	5
Dismissal for cause or justified reason	14	18	1
Disciplinary penalties for corruption of colleagues	-	-	-
Dismissals for corruption	-	-	-

VULNERABLE EMPLOYEES

Staff belonging to categories of vulnerable persons as defined by Italian Law no. 68/1999 totalled 226, broken down as follows:

	2024	2023	2022
Disabled	187	182	175
Other	39	40	43
Total	226	222	218

Law no. 68/1999 only applies to the Group’s Italian companies.

In 2024, approximately 4,339 days of leave were utilized by employees suffering from serious illnesses or by those assisting family members with severe pathologies.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

YOUiverse Digital Library

The YOUiverse Digital Library, a dedicated platform for lending e-books, is available to all employees. The Library was created with the aim of contributing to expanding knowledge and skills within our community, and at the same time increasing individual well-being and providing a tool that promotes the importance of reading. The service allows staff to choose 2 ebooks a month, free of charge, from over 43,000 titles of digital books in the catalogue (novels, biographies, essays, etc.), published by the main publishing houses, including Adelphi, Bompiani, Einaudi, Fandango, Giunti, Mondadori with the possibility of reading them on all devices: e-readers, PCs, tablets and smartphones. In addition, 2,200 audio books have been included in the catalogue. In the YOUiverse portal and on the Library's home page, the suggested book of the month and recent publications are highlighted from time to time, so personnel are always informed of the resources available. Over 3,300 ebooks and over 750 audiobooks were downloaded from the YOUiverse Digital Library in 2024. These data confirm how much the service is appreciated and demonstrate the importance of sharing and strengthening knowledge within our community.



Value & Purpose

On 14 November 2024, the meeting to present the projects carried out within the third Value&Purpose phase was held, in the presence of the Leadership Team and Top Managers, who showed their considerable enthusiasm and satisfaction for the results presented and for the great team work carried out. During the event, the 25 projects proposed by the working groups were illustrated, made up of people from the network and headquarters who shared the action priorities identified in the local areas.

Of the 25 projects submitted:

- 12, from different geographical areas, focused on increasing mutual knowledge between colleagues and financial advisers, breaking down barriers between roles to strengthen trust and improve work effectiveness;
- 4 aimed to improve the corporate climate;
- 9 were dedicated to sharing new opportunities for growth, communication and the exchange of knowledge and best practices, promoting cultural change to enhance merit and encourage inclusion and diversity.



CAPSULA

Since 12 February 2024, Capsula, a station dedicated to the self-assessment of vital parameters and lifestyle, has been operative on the first floor of the Gioia 22 Building. Capsula allows individuals to assess their well-being by measuring 30 parameters in just 7 minutes with complete anonymity and autonomy. The initiative stems from the Insurance Division's collaboration with Deloitte's Health and Biotech Accelerator. The installation of Capsula at the Gioia 22 head office is part of the broader commitment to promote the dissemination of a correct culture of protection and prevention in the field of health because, as the claim for Capsula says, "knowing yourself helps you protect yourself".

Book Crossing at Gioia 22

Take a book, leave a book: this is the new initiative at Gioia 22 in Milan. Starting from 2 October 2024, a special library has been set up to donate and borrow books, encouraging the circulation and free exchange between fellow readers. The rule is simple: to borrow a book, you need to donate another! A fun, cost-effective and eco-friendly way to freely pursue a passion: reading. The initiative takes its name from the juxtaposition of the terms "Book" and "Crossing". The proposal reflects the Group's commitment to promoting individual well-being and a culture based on civic action and the sharing of resources and knowledge.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

EMPOWERING HUMAN RESOURCES

The 2024 training activity for the Group’s personnel continued in line with the guidelines of the Business Plan. The concepts of the person, digitalisation and counselling support were therefore the key reference points for the design and implementation of main training initiatives. For managerial staff, initiatives to promote distinctive managerial identities and styles were completed, started from scratch or continued.

Consistent with Group guidelines, training was mainly delivered remotely, favouring face-to-face formats for initiatives that can best benefit from them, such as Team Building and Team Coaching. In 2024, the contribution from the many internal trainers was still important, taking on this role with considerable commitment and professionalism, dedicating a significant amount of time in planning, producing content and, for online lecturers, also providing remote classroom training sessions.

The most important initiatives carried out during the year are outlined below.

DIGITAL EVOLUTION

The Digital Evolution programme featured new initiatives custom-designed for specific professional skills, as a form of up-skilling. The chosen approach made it possible to:

- engage a large and diverse part of the population;
- disseminate a common language on key issues of Digital Transformation across all company areas;
- accelerate the adoption of agile and digital-minded working methods.

The formats chosen during the programme were:

- Masterclasses: in-depth courses for professionals dedicated to developing Customer Journeys and using Generative AI solutions, especially in relation to business development.
- Webinars: thematic single-topic meetings.

In 2024, the strategy aimed at the maximum correlation between new key topics and professional fields. Webinars have remained more general spaces, open to the entire population who are interested, thanks to the free registration system, without participants being previously selected.

The aim is to translate acquired knowledge into an actual drive towards transformation.



PROFESSIONAL DEVELOPMENT INITIATIVES

Leadership School: the ambition of this year’s programme was to reach managers with initiatives designed to meet their challenges. The population was grouped by managerial complexity and each group participated in three dedicated initiatives:

- **Lead & Innovate:** dedicated to Managers of Managers, the path touched on the dimensions of challenge and inspiration. Thanks to a technological gamification proposal and simulation of an immersive experience, colleagues challenged each other in engaging tests also through the first-person use of robotic technology. They also attended a seminar dedicated to innovation and practiced a specific foresight & design thinking method, which aims to transform uncertainty into curiosity and curiosity into strategic action.
- **Embrace challenges:** dedicated to New Professional Leaders, the course explored the most typical dimensions that a person with first-time managerial responsibilities comes into contact with. The first meeting covered delegation, active listening, generative conversations and the culture of feedback. Courage, psychological safety and endless games were instead the themes of the second meeting, held in person with high levels of participation and interaction.
- **Master balance:** dedicated to Professional Managers. Inspiration and method were the two main topics, entirely focussed on the theme of well-being. Numerous anti-stress and mindfulness exercises were carried out, combined with an in-depth conversation about emotions.

Corto in Team: an important initiative took place for the Division Leadership Team. Participants were immersed in the experience of film directing, with the opportunity to grasp meanings connected to their role, activating the creative process and relational skills. They had the experience of designing and creating a short film - visual storytelling - as a metaphor for their leadership experience.

Ambassador Training: in the context of the Value & Purpose programme, the community of Ambassadors has been a key element in supporting all phases of the unification process. To give continuity to this important result, a training programme has been designed to refine facilitation and communication skills. The course, in four sessions, both in-person and remote, was built around communication and listening theories and techniques. The training objective was to give participants an awareness of being both amplifiers of messages in the territories and at headquarters, and a listening point of reference, close to people, to gather ideas and connect them to General Management, supporting the sense of our community.

Initiative for young talents: a two-stage course was designed for thirty young talented employees, aimed at refining the ability to navigate organizational complexity and sustain a challenging approach. During the sessions, with a creative coaching method, theory was combined with practice, thanks to exercises and the sharing of best practices.

Managerial Coaching: training aimed at accelerating the leadership and potential of managers and talent, set out in different “premium” formats customised to the profile of the person to be trained, their organisational reference context and the soft skills to practise. Two coaching initiatives have also been designed for two of the main commercial hubs of Intesa Sanpaolo Private Banking.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Team Building: three Team Building sessions were organized in-person for over 200 people, tailor-made for the three targets: the Risk Management family in Italy and abroad, the Credit family in Italy and abroad, and the WMD Leadership Team.

Diversity & Inclusion: this theme is at the heart of Intesa Sanpaolo’s initiatives, which the Group continues to steadfastly support, to promote the highest level of sensitivity and commitment internally.

Digital Talks: Digital Talks continued, featuring live online meetings organised by Intesa Sanpaolo, attended directly and on a voluntary basis, hosting experts in the field of organisation, economy and culture, aimed at increasing the management’s understanding of external scenarios, learning how to grasp the implications and possible opportunities in the exercise of one’s role.

MASTERS INITIATIVES

Credit training: to help colleagues interested in the operational and process changes brought about by the Jobs development project, also reinforcing technical and regulatory knowledge.

Commercial Caring Lab Techniques: for all colleagues of the Fideuram Direct Commercial Operations Support team, who already participated in a training course on commercial caring techniques last year, an experiential laboratory has been designed to refine and consolidate customer commercial development techniques.

Professional development for assistants of the Private Centers of Intesa Sanpaolo Private Banking: aimed at strengthening the capacity to monitor the activity and professional development, through the following initiatives:

- the OCF exam preparation course;
- the quality of operations: operations and procedures;
- pledges and collateral in Private Banking.

Z Private Generation: a plan aimed at developing role, commercial and regulatory knowledge and at acquiring a solid organisational awareness for new Network colleagues. In 2024, new content on behavioural finance was added to the course.

New Digital Customer Experience (NDCE) updates: a recurring theme, which requires constant updating for Network colleagues.

Language training: English or French courses continued through practice platforms combined with distance tutors, or intensive individual courses, with access depending on the professional context and level of language skills. All colleagues – regardless of their context and competence – can always access the language training portal available on the Group’s training platform, which covers six languages.

HR School: the training campaign organised by Intesa Sanpaolo for colleagues in HR structures continued, to provide them with knowledge on policies, development processes and operational tools useful for effectively supporting management roles.

Specialisation courses: these courses are for positions engaged in activities of a particular professional complexity or who benefit from specialized training. This refers to participation in Executive Master’s courses and high-level training initiatives at industry associations, prestigious universities and international partners, aimed at developing distinctive skills and experience in private banking, asset management and strategic finance, and at maintaining a constant dialogue within professional and academic communities and networks.

Enrolment in external courses: external courses are also organised from time to time to supplement training, in order to meet individual technical and specialist needs.

COMPLIANCE INITIATIVES (MANDATORY TRAINING)

Mandatory training activities, mainly promoted through distance learning (Apprendo platform and remote classrooms) and in-person sessions for some Health and Safety courses, covered the following areas:

- Outsourcing, with a course specifically designed for the contact persons involved;
- Administrative liability of entities (Model 231);
- Information Security and Business Continuity;
- Protection of Privacy;
- Anti-Money Laundering, Countering the Financing of International Terrorism and Embargoes;
- Investment services, insurance and pension intermediation;
- Taxation;
- Anti-corruption;
- Related and associated parties;
- Code of Ethics and Social Responsibility;
- ESG;
- Market abuse;
- Payment systems;
- Occupational health and safety;
- Transparency and fairness in customer relations.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

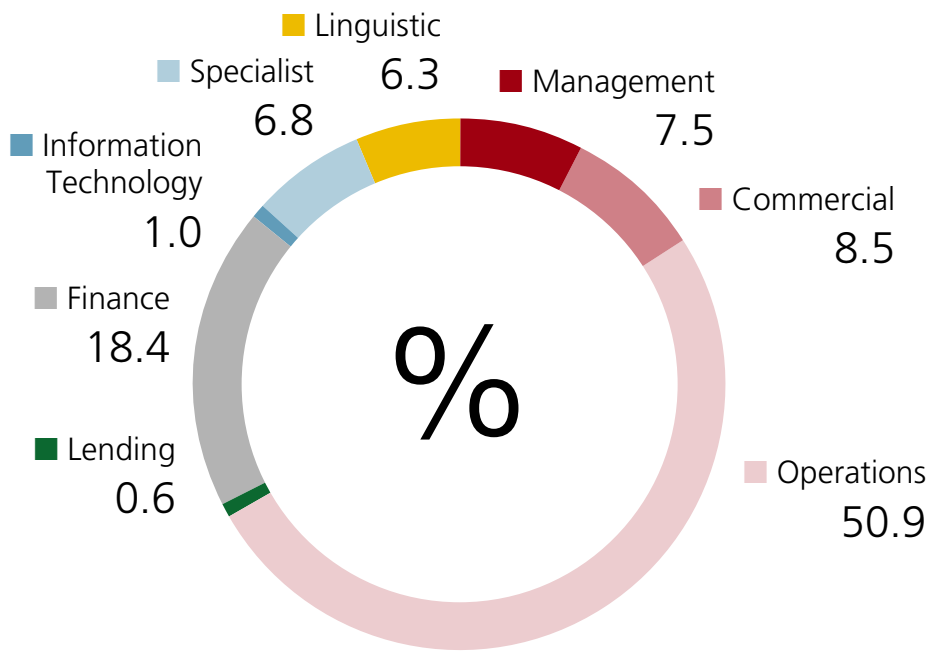
7. SCHEDULES

8. GLOSSARY

9. CONTACT US

The Group contributes at all times to the production of training for the Apprendo learning platform, through the participation of its own resources. Contributors are identified on the basis of their knowledge and skills required for the construction and validation of training content.

Training by subject matter



Training by type of delivery

	2024	2023	2022
Class-based training	41,756	37,854	43,752
Distance learning	180,794	153,520	144,331
Total hours of training delivered	222,550	191,374	188,083
Participants (No.)	4,070	4,093	4,055
Average hours per participant (No.)	55	47	46

Training by category and gender

(average hours per person)

	2024	2023	2022
Directors			
Men	45	45	44
Women	149	61	75
Executive Management			
Men	62	53	51
Women	58	51	49
Professional Areas			
Men	45	40	41
Women	46	38	39

Health and safety training

	2024	2023	2022
Training hours (No.)	9,497	4,358	6,965
Participants (No.)	2,896	2,114	1,103

Dedicated corruption prevention training

	2024		2023		2022	
	NO.	%	NO.	%	NO.	%
Directors	100	74.1	107	77.0	17	12.1
Executive Management	2,259	91.8	2,224	94.6	135	5.8
Professional Areas	1,609	92.1	1,543	92.1	160	9.9
Training hours	4,209		2,010		317	
Participants	3,968		3,874		312	

The Group’s anti-corruption policies and procedures are accessible to all staff on the company portals.

Training on Italian Legislative Decree no. 231/2001

	2024	2023	2022
Training hours (No.)	14,128	12,275	12,021
Participants (No.)	3,518	3,531	3,339

ABOUT THIS REPORT	
OUR IDENTITY	
GROUP STRUCTURE	
HIGHLIGHTS	
KEY PERFORMANCE INDICATORS	
INTRODUCTORY NOTE	
CHAIRMAN’S STATEMENT	
CHIEF EXECUTIVE OFFICER’S STATEMENT	
1. BUSINESS MODEL	
2. EXTERNAL CONTEXT AND STRATEGIES	
3. PERFORMANCE	
4. GOVERNANCE	
5. CONSOLIDATED FINANCIAL STATEMENTS	
6. INDEPENDENT AUDITORS’ REPORT	
7. SCHEDULES	
8. GLOSSARY	
9. CONTACT US	

EMPLOYEE HEALTHCARE, PENSIONS AND SERVICES

In line with Intesa Sanpaolo practice regarding human resource management policies and related tools, we offer a complete spectrum of benefits and concessions, designed to increase the motivation and loyalty of resources, including:

- supplementary pension scheme;
- supplementary health care;
- accident insurance covering activities at work and outside work;
- company obligations in the event of the death in service or total permanent disability of employees;
- special staff conditions for bank transactions and loans;
- access to sports and cultural initiatives;
- incentives for the diffusion of sustainable mobility.

2024 marked the inception of a new Welfare institution: the Società di Mutuo Soccorso (Mutual Aid Society) which pursues the objective of promoting mutual aid values and social solidarity, increasing assistance and support initiatives for individuals and their families in case of difficulty.

During 2024, the possibility of subscribing, through the Group Health Fund, to a voluntary extension of Long-Term Care was renewed. This scheme provides cover for other members of the family unit, with particular regard to adult children and to further improve own and spouses’ protection. In the area of healthcare provided by the Intesa Sanpaolo Group Health Fund, initiatives related to the 2024-2025 two-year prevention plan continued, encouraging screening for certain pathologies that result in serious clinical conditions, which indiscriminately affect many segments of the population.

The Group includes company welfare in its internal regulations, offering its employees flexible work solutions such as leave, parental leave, flexible start and finish times, part-time work, flexible working and a time bank. Facilities and economic contributions are also provided, such as benefits for families with disabled children, and the possibility to access activities organised by the Intesa Sanpaolo Workers’ Association in order to increasingly promote the participation, training and aggregation of members, with cultural, artistic, tourist and sporting initiatives with numerous services dedicated to people throughout the Group. In keeping with the ever-increasing attention paid to environmental sustainability and in order to improve the liveability and safety of cities and roads, the Intesa Sanpaolo Workers’ Association also offers financial contributions for sustainable mobility and to encourage the purchase of public transport passes and “green” agreements for the purchase, sharing and long-term rental of scooters and hybrid and electric cars. These benefits are the same for full-time and part-time employees.

Parental leave

	2024	2023	2022
Number of employees who took parental leave	52	51	56
Men	-	-	5
Women	52	51	51
Number of employees who returned at end of leave	41	46	43
Men	-	-	5
Women	41	46	38
Number of employees who returned and were still employees of the bank for the next 12 months	46	43	30
Men	-	5	-
Women	46	38	30
Parental leave return rate	41	48	46
Men	-	-	5
Women	41	48	41
Retention rate of returned employees who were still employees ¹	100%	96%	93%
Men	-	-	100%
Women	100%	96%	93%
Retention rate of returned employees from maternity leave who were still employees ²	100%	100%	94%
Men	-	1%	-
Women	100%	100%	94%

1. Calculated as the number of employees who have returned to work at the end of compulsory maternity leave out of the number of employees who have completed at least one compulsory maternity leave.

2. Calculated as the number of employees who have taken maternity leave, returned to work in the following 12 months and are still employees at 31.12.2024 out of the number of employees who returned from compulsory maternity leave in the year 2023.



ABOUT THIS REPORT
OUR IDENTITY
GROUP STRUCTURE
HIGHLIGHTS
KEY PERFORMANCE INDICATORS
INTRODUCTORY NOTE
CHAIRMAN'S STATEMENT
CHIEF EXECUTIVE OFFICER'S STATEMENT
1. BUSINESS MODEL
2. EXTERNAL CONTEXT AND STRATEGIES
3. PERFORMANCE
4. GOVERNANCE
5. CONSOLIDATED FINANCIAL STATEMENTS
6. INDEPENDENT AUDITORS' REPORT
7. SCHEDULES
8. GLOSSARY
9. CONTACT US

SUPPLEMENTARY PENSION FUNDS

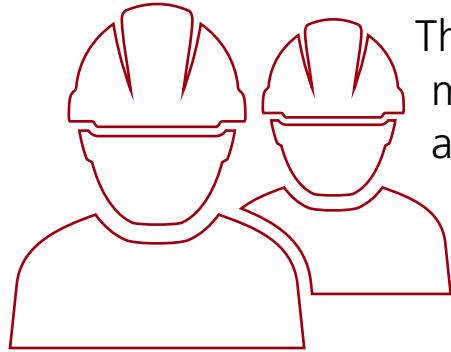


Almost all the employees of Fideuram and the Italian companies in the Group pay voluntary contributions to Supplementary Pension Funds. For staff in service, joining the supplementary pension offers the advantage of the contribution paid by the company, the possibility of receiving advances, the deductibility of contributions with savings of the marginal rate and the possibility of subscribing to highly favourable conditions in policies to cover the risk of death, with the possibility of expanding coverage to include disability. The benefits are extended to dependent family members of employees, for whom a supplementary pension position can be opened on a voluntary basis. The valuation of pension savings managed through the Defined Contribution Pension Fund was further strengthened, with the introduction of a company contribution of €120 to the supplementary pension position opened for dependent children until their 24th birthday. The foreign subsidiaries have set up a supplementary pension plan for their employees. The related group policies, which comply with all the relevant local supplementary pension scheme legislation, have been taken out with life insurance companies authorised to operate in Ireland, Luxembourg and Switzerland.



Fideuram - Lecco Branch.

HEALTH AND SAFETY



The Group’s commitment to occupational health and safety starts with the creation and management of working environments to ensure respect for all the relevant regulations and standards, including full compliance with current legislation. Intesa Sanpaolo’s Health and Safety Department is the unit which supervises health and safety activities also for the Fideuram Group and is responsible for ensuring the correct application of health and safety regulations in the workplace. The health and safety risk management activity consists of the following phases:

- identification of hazards and their classification;
- risk assessment;
- identification and preparation of prevention and protection measures and procedures;
- definition of a plan of action within the framework of a programme to ensure the improvement of safety levels over time, with identification of the company units responsible for their implementation;
- implementation of the actions planned under the programme;
- definition of information and training programmes for employees;
- verification of the implementation of the programmes and monitoring of the application and effectiveness of the measures taken;
- management of residual risks.

The relevant Intesa Sanpaolo unit, in a centralised manner for the entire Group, working alongside the Employer, with the collaboration of the Head of the “Prevention and Protection Service” and the company doctors, after consulting the Workers’ Safety Representatives, draws up and keeps the Risk Assessment Document up to date. The assessment and the related document are updated in relation to technical developments as well as to significant changes in the production process and in the organisational structure of the company that affect workers’ exposure to risk. This commitment was fulfilled, by making the updated document available to all employees.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

CERTIFICATION OF THE OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT SYSTEM

In 2024, certification to ISO 9001 was confirmed for Intesa Sanpaolo and, consequently, for the companies of the Fideuram Group that use the service for the planning and delivery of prevention and protection activities and for the planning and organization of occupational medicine activities.
During 2024, at Fideuram Group level, a total of 135 inspections were conducted in the workplace to assess health and safety risks.

During the year, 655 working days were lost due to work-related accidents involving 35 employees. Only 12 of these accidents happened in the workplace (8 due to falls/slips/injuries and 4 while driving for work-related reasons), while the remaining 23 occurred while travelling between home and work.

Occupational Health and Safety: Accidents

	2024					2023					2022				
	ITALY		OUTSIDE ITALY		TOTAL	ITALY		OUTSIDE ITALY		TOTAL	ITALY		OUTSIDE ITALY		TOTAL
	MEN	WOMEN	MEN	WOMEN		MEN	WOMEN	MEN	WOMEN		MEN	WOMEN	MEN	WOMEN	
Number of workplace accidents that can be reported	4	4	2	2	12	4	8	1	2	15	7	6	3	2	18
Rate of workplace accidents that can be reported (*)	0.25	0.30	0.47	0.90	0.33	0.25	0.61	0.27	1.05	0.43	0.44	0.46	0.82	1.09	0.52
Number of workplace accidents with grave consequences	-	-	-	-	-	-	-	-	-	-	1	-	-	-	1
Rate of workplace accidents with grave consequences	-	-	-	-	-	-	-	-	-	-	0.06	-	-	-	0.06
Number of deaths due to workplace accidents	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Rate of deaths due to workplace accidents	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
No. of hours worked	3,252,150	2,666,400	843,150	443,850	7,205,550	3,166,350	2,625,150	737,550	381,150	6,910,200	3,179,550	2,623,500	734,250	367,950	6,905,250

(*) The rates are calculated based on 200,000 hours worked. The adopted standardisation factor of 200,000 is as provided for by the Global Reporting Initiative (GRI) and is derived from 50 working weeks at 40 hours per 100 employees.

No employees in the Group were engaged in professional activities where a high percentage of practitioners suffer from or are at a high risk of acquiring specific diseases. No occupational diseases were recognised in 2024.

In 2024, no robberies occurred at Fideuram Group companies. With regard to the activity of Supervisory Bodies (Health Authorities, National Institute for Insurance against Accidents at Work, Fire Brigade, etc.) at 31 December 2024, no inspections conducted by them had been recorded in the specific IT procedure.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

3.8.5 Relational capital

Relational capital includes the intangible resources referring to the Group’s relations with key stakeholders, necessary to enhance its brand, image and reputation with customers.

MATERIAL TOPICS	WHY TOPICS ARE MATERIAL	CORPORATE POLICIES
Management of customer portfolios Transparent management of customer portfolios Monitoring of Financial Personal Adviser-Customer Relationships Reinforcement of customer retention measures Customer satisfaction Customer satisfaction regarding the quality of services offered Effective management of customer reports to improve service Development of business networks and dissemination of a financial and sustainability culture Financial education and dissemination of a responsible savings culture Dissemination of sustainability issues	Adequacy and innovation of financial products offered Promotion of sustainable financial instruments (e.g. green bonds) Promotion of asset management products with sustainability characteristics Dissemination of an ESG culture to customers Sustainable Business Model Integration of ESG factors into investment decisions Business strategy with sustainable development goals Responsible asset management Reducing funding to sectors with a high environmental impact Social impact Support for local communities Corporate commitment to social work (Charitable Initiatives Committee) Ethical supply chains (working conditions, gender and pay equality, training, inclusiveness)	One of the principal aims of the Group is to nurture its customer relationships and their satisfaction. In this context, monitoring complaints assumes strategic importance since it allows one to identify the reasons for dissatisfaction and the actions that should be taken to protect customer relationships. The adequacy and innovation of financial products ensure solutions in line with market needs, while the promotion of sustainable financial instruments, such as green bonds and ESG asset management products, responds to the growing demand for responsible investment. Greater awareness of customers’ financial expertise also contributes to the dialogue between Personal Financial Advisers and customers. The Group believes it is important to disseminate financial literacy among its existing and potential customers. For this purpose, it promotes institutional events and personalised meeting events where specific financial facts and concepts are presented. The Group believes that proper relations with customers must be founded on shared corporate values and on respect for human rights in all products and services provided to customers. The Group bases its customer relationships on the principles of fairness and transparency, placing them at the centre of its own approach to maintaining a constant dialogue to grasp their real expectations, dedicating special attention to including more vulnerable social classes in financial transactions. The right to Privacy of personal and sensitive data, to non-discrimination on the basis of gender, age, ethnicity, religion, political and trade union affiliation, sexual orientation and gender identity, language or different abilities, and the right to health and safety of customers, chosen according to their importance and interpreted within the corporate context, are integrated in the Code of Ethical Conduct and applicable corporate regulations. In compliance with Community and national regulations governing complaint management, customers may contact the Complaints Office with any complaints they might have.

	2024	2023	2022
Fideuram, Sanpaolo Invest and IW Private Investments Networks - The average length of customer relationship (years)	12	12	12
Intesa Sanpaolo Private Banking Network - The average length of customer relationship (years)	17	17	16
Customer requests (no.) (*)	3,376	3,797	6,479
Client Assets of in-house ESG products (€m) (**)	82.7	60.4	46.4

(*) The requests include complaints and their possible recurrence, appeals to Alternative Dispute Resolution bodies and requests for clarification which are made following customer complaints to the Supervisory Authorities.

(**) Client Assets of the Group’s managed asset products classified as Article 8 and Article 9 under the SFDR.



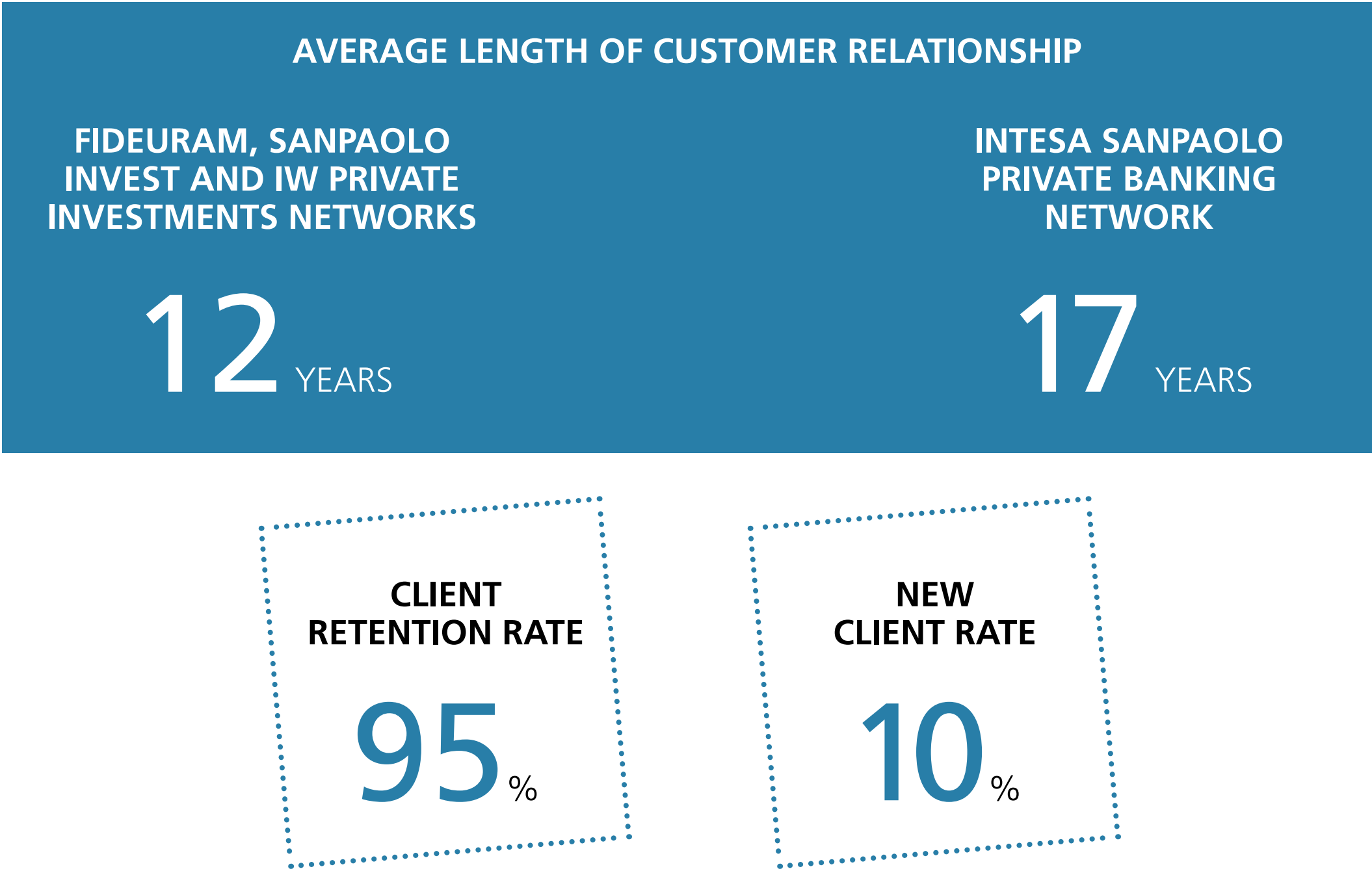
- ABOUT THIS REPORT
- OUR IDENTITY
- GROUP STRUCTURE
- HIGHLIGHTS
- KEY PERFORMANCE INDICATORS
- INTRODUCTORY NOTE
- CHAIRMAN’S STATEMENT
- CHIEF EXECUTIVE OFFICER’S STATEMENT
- 1. BUSINESS MODEL
- 2. EXTERNAL CONTEXT AND STRATEGIES
- 3. PERFORMANCE
- 4. GOVERNANCE
- 5. CONSOLIDATED FINANCIAL STATEMENTS
- 6. INDEPENDENT AUDITORS’ REPORT
- 7. SCHEDULES
- 8. GLOSSARY
- 9. CONTACT US

CUSTOMERS

MAIN OBJECTIVES FOR 2024	ACTIONS AND RESULTS ACHIEVED
Continue integrating ESG issues into products and services.	In 2024, the component of constructed/selected products characterized by sustainability characteristics grew further. At 31 December 2024, the number of products pursuant to Articles 8 and 9 of the SFDR amounted to 307 (240 at the end of 2023). In September 2024, the new D-X ETF platform of Fideuram Asset Management (Ireland) was released consisting of six strategies (three equity and three fixed income) all classified under Article 8 of the SFDR.
Seek new investment solutions in traditional markets able to accompany customers in the changing economic and financial environment.	The 2024 product plan encompassed many new aspects both in the field of managed and non-managed asset solutions. In particular, the traditional offering was enhanced by new management lines and funds mainly with a predefined time horizon, and a focus on the government securities and high-quality credit segments. In addition, a focus was placed on global equities through solutions with progressive entry mechanisms. With regard to non-managed assets, various issues were proposed on the primary market, through some bonds and certificates.
Evolution of alternative investment products.	In 2024, the structural offer on private markets was further enriched with new proposals structured by customer segment. During the year, new programmes were placed on the Fideuram Alternative Investments platform, which offers multi-strategy funds for private customers, and on the iCapital platform, which offers single strategy solutions reserved for professional High Net customers.
Expanding access to credit opportunities.	Fideuram continued its activity of expanding the range of credit products with the introduction of medium-long term instalment repayment loans for real estate purposes.
Constant increase in the level of information to customers regarding the characteristics of products and services offered, with particular attention to information and metrics relating to sustainability issues in investments.	During 2024, the Group continued to improve transparency and investor protection by enhancing the qualitative and quantitative level of information provided to customers in relation to the characteristics of the products and services provided particularly as regards the Group's capacity to meet customers' preferences for sustainability. In particular, the Marketing One digital library was enhanced, created last year to offer consultants and customers content that can be modulated according to topics of interest, with the creation of new thematic areas that have been added to the ESG topic: Advisory services, Market scenarios, Private Markets, Asset Protection, Capital Accumulation Plans, Asset Management Relaunch, Investment Topics. In addition, sections dedicated to products and business partners were created, with insights and marketing materials to support Personal Financial Advisers. In 2024, the activity of ESG Ambassadors intensified; these advisers are called on to promote, in their respective areas, a culture of sustainability, with the dual purpose of disseminating ESG issues and sustainable behaviours and listening to the needs of customers and other Personal Financial Advisers.

MAIN OBJECTIVES FOR 2024	ACTIONS AND RESULTS ACHIEVED
Organising local events dedicated to current and potential customers aimed at development and financial education.	During 2024, a great many in-person events were held, to give continuity to activities to promote financial culture and customer loyalty. These events were designed to provide information on topics of particular relevance to customers, such as asset protection, the value of advice, generational changeover and tax protection, behavioural finance, and solutions for investing in the real economy through private markets. Certain focuses were conducted on sustainability issues and major geopolitical, social, economic, environmental and technological developments that are generating major global changes.

The Group has developed its own distinctive customer service model over the years, characterised by the completeness and quality of support provided. The Group principally operates in the Private Banking and High Net Worth Individual segments, providing a service that offers substantial added value in the form of advisory support delivered through highly-professional Personal Financial Advisers. Analysis and a close understanding of our customers enable the Group to extend and develop its services in line with its customers' evolving needs.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

CUSTOMER PROFILE

Fideuram, Sanpaolo Invest and IW Private Investments Networks

	2024	2023	2022
No. of Customers (thousands)	1,033	991	959
Client Assets (€m)	194,114	162,652	143,379

Intesa Sanpaolo Private Banking Network

	2024	2023	2022
No. of households (thousands)	47	48	47
Client Assets (€m)	165,809	155,084	141,436

DISTRIBUTION OF CUSTOMERS BY AGE

The age profile of our customers reveals that the majority are in the 53 - 67 age group (33% of customers with the Fideuram, Sanpaolo Invest and IW Private Investments Networks, and 28% with the Intesa Sanpaolo Private Banking Network) and in the over 67 age group (29% of customers with the Fideuram, Sanpaolo Invest and IW Private Investments Networks, and 55% with the Intesa Sanpaolo Private Banking Network) - segments of the population that combine high income with substantial assets and property.

Fideuram, Sanpaolo Invest and IW Private Investments Networks - Distribution of customers by age (*)

No. of Customers (thousands)	2024	%	2023	%	2022	%
Up to 32 years	110	11	100	11	93	10
33-42 years	112	11	105	11	101	11
43-52 years	157	16	159	16	162	17
53-67 years	330	33	318	33	308	33
Over 67	293	29	281	29	269	29
Total	1,002	100	963	100	933	100

(*) Excluding legal persons.

Intesa Sanpaolo Private Banking Network - Distribution of customers by age

(No. of households (thousands))

	2024	%	2023	%	2022	%
Up to 32 years	5	11	6	13	6	13
33-42 years	1	2	1	2	1	2
43-52 years	2	4	2	4	2	4
53-67 years	13	28	13	27	13	28
Over 67	26	55	26	54	25	53
Total	47	100	48	100	47	100

DISTRIBUTION OF CUSTOMERS BY LENGTH OF RELATIONSHIP

The average length of the relationship, in 2024, was 12 years for the Fideuram, Sanpaolo Invest and IW Private Investments Networks, and 17 years for the Intesa Sanpaolo Private Banking Network. These statistics testify to the strong customer loyalty built over years of stable relationships with our Personal Financial Advisers.

Fideuram, Sanpaolo Invest and IW Private Investments Networks - Distribution of customers by length of relationship

No. of Customers (thousands)

	2024	%	2023	%	2022	%
0-1 years	128	12	168	17	173	18
2-4 years	220	21	161	16	143	15
5-7 years	136	13	130	13	122	13
8-10 years	107	10	103	10	100	10
11-20 years	239	24	224	23	197	21
Over 20	203	20	205	21	224	23
Total	1,033	100	991	100	959	100

Intesa Sanpaolo Private Banking Network - Distribution of customers by length of relationship

No. of households (thousands)

	2024	%	2023	%	2022	%
0-1 years	1	2	1	2	1	2
2-4 years	5	11	5	10	4	8
5-7 years	4	8	5	10	6	13
8-10 years	5	11	5	10	5	11
11-20 years	15	32	15	32	17	36
Over 20	17	36	17	36	14	30
Total	47	100	48	100	47	100



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

DISTRIBUTION OF CUSTOMERS BY GEOGRAPHICAL AREA

As in previous years, the majority of our customers in 2024 were residents of the Central and Northern Regions of Italy, where most of the country’s wealth is concentrated (87% of customers with the Fideuram, Sanpaolo Invest and IW Private Investments Networks and 92% with the Intesa Sanpaolo Private Banking Network).

Fideuram, Sanpaolo Invest and IW Private Investments Networks - Distribution of customers by geographical area

(No. of Customers (thousands))

	2024	%	2023	%	2022	%
North-East	212	20	204	20	196	20
North-West	400	39	384	39	371	39
Central Italy	293	28	281	28	271	28
South	91	9	86	9	85	9
Islands	37	4	36	4	36	4
Total	1,033	100	991	100	959	100

Intesa Sanpaolo Private Banking Network - Distribution of customers by geographical area

No. of households (thousands)

	2024	%	2023	%	2022	%
North-East	10	21	10	21	10	21
North-West	26	55	26	54	25	53
Central Italy	7	16	8	17	8	17
South	3	6	3	6	3	7
Islands	1	2	1	2	1	2
Total	47	100	48	100	47	100



Fideuram - Padua Office



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

GEOGRAPHICAL DISTRIBUTION OF CUSTOMERS

Fideuram, Sanpaolo Invest and IW Private Investments Networks

Map of Italy showing the geographical distribution of customers for Fideuram, Sanpaolo Invest, and IW Private Investments Networks. The map is color-coded by region based on the number of customers, with a legend at the bottom.

Region	Number of Customers
Liguria	1
Piemonte	6
Valle d'Aosta	2
Lombardia	6
Trentino-Alto Adige	5
Emilia-Romagna	4
Marche	3
Umbria	4
Lazio	6
Toscana	4
Campania	6
Puglia	1
Basilicata	3
Calabria	3
Sicilia	2
Sardegna	3

Intesa Sanpaolo Private Banking Network

Map of Italy showing the geographical distribution of customers for the Intesa Sanpaolo Private Banking Network. The map is color-coded by region based on the number of customers, with a legend at the bottom.

Region	Number of Customers
Liguria	1
Piemonte	2
Valle d'Aosta	1
Lombardia	3
Trentino-Alto Adige	2
Emilia-Romagna	1
Marche	1
Umbria	1
Lazio	1
Toscana	1
Campania	1
Puglia	1
Basilicata	1
Calabria	1
Sicilia	1
Sardegna	1

No. of Customers

1 0 - 5,000 2 5,000 - 10,000 3 10,000 - 20,000 4 20,000 - 50,000 5 50,000 - 100,000 6 100,000 - 150,000



Fideuram - Naples Alvino Branch.

EXTERNAL COMMUNICATIONS

Media relations have always played a prime role in external communications. Again in 2024, our community of stakeholders was again kept informed of the most important developments regarding the Group, the Networks and subsidiaries through dedicated articles, interviews, press releases, editorials and other contributions published in leading national and sector newspapers.

The relevant units put our results in the public eye, enabling us to provide detailed information on the trends that led to these results, along with insights into the projects and new developments we are working on, duly highlighting the Fideuram Group's pioneering role in the provision of financial advisory and private banking services in Italy, as well as in the technological support we provide to our sales Networks.

The main topics covered this year include:

- the financial results which, in terms of volume of assets and profitability, demonstrate the strength of a winning model even in complex market conditions;
- new positions in the Private Banking Division and the Intesa Sanpaolo Group;
- the expansion of the offer in the private markets of Fideuram, the new solution dedicated to HNWI and UHNWI customers;
- the quotation of the D-X ETF platform and the "Ring the Bell" ceremony at Palazzo Mezzanotte in Milan;
- investments with high social and environmental sustainability;
- innovation, technology and platforms as business enablers, with the aim of contributing to the definition of the logic of the financial advisory service;
- the private market, the business model and customer segmentation, with a focus on Wealth Management, Wealth Planning with Charity and Philanthropy Advisory, Real Estate Advisory and Art Advisory services and customer segmentation with the opening of the first centre dedicated to Ultra High Net Individual customers;
- a focus on Fideuram Direct and the remote advisory service with which the Group aims to capture the changing needs of customers who are increasingly reaching out to operating remotely;

- the prizes awarded to Group companies and Networks;
- the inauguration of new offices and a focus on the Networks, the importance of financial advice, the role of the Personal Financial Adviser and the ongoing relationship with the customer, the methods of contacting the customer and with the Networks;
- Network events: Next Generation dedicated to young Personal Financial Advisers from the Fideuram, Sanpaolo Invest and IW Private Investments Networks. Seniority events in which advisers who have achieved significant career milestones were celebrated, with 25, 30 and 40 years of experience within the Fideuram, Sanpaolo Invest and IW Private Investments Networks; the Digital Specialist event, a day of meeting and discussion organized by Fideuram to discover new aspects of the company in terms of digital innovation attended by 300 Digital Specialists, from all over Italy;
- monthly recruitment data from the Fideuram, Sanpaolo Invest and IW Private Investments Networks and a focus on some Personal Financial Advisers;
- professional development of Personal Financial Advisers, dedicated training courses, courses delivered through the Fideuram Campus and focus on young people;
- the focus on important sponsorships including miart, the 81st Golf Open, the Maratona dles Dolomites, the Nitto ATP Finals and other events of international importance;
- participation in institutional events in the sector, such as the "Salone del Risparmio" and the AIPB Forum, as well as in sporting and cultural events;
- Digital Restart, the continuation of the digital Reskilling scheme for unemployed people over 40.

During 2024, management also participated in round table discussions and interviews to illustrate the most significant initiatives of the year and managers gave interviews to the specialized press and sector televisions, participating in surveys, commenting on market trends and the main trends of the financial industry.

For constant and up-to-date information on published articles, Personal Financial Advisers and employees have a dedicated Press Review available every day.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

ADVERTISING

In July, an ambitious multi-year communication plan was launched, designed to strengthen competitiveness in the digital landscape and expand the customer base of the Fideuram and Fideuram Direct Networks.

The main objectives of the programme are:

- brand positioning: increasing the recognition and memorability of the Fideuram brand, positioning it as an innovative player and European-wide leader in Private Banking;
- appeal: attracting new customer segments thanks to Fideuram Direct, the digital consultancy service aimed at a younger target who wants to approach the world of investments in a new and personalized way;
- competitiveness: overseeing the competitive arena through an “always on” multichannel communication plan, responding to competitors’ initiatives that invest significantly in enhancing visibility.

The new communication approach results in “always-on” communication and marketing initiatives that maintain a constant presence, progressively enhancing the mutual awareness of the brands involved. In this context, two initiatives were launched in November: for Fideuram, a multi-subject pilot campaign for Rome with targeted messages based



on the target, focusing on issues such as financial planning, generational change and asset protection; for Fideuram Direct a multi-channel campaign with a focus on accumulation plans.

In addition, for the Fideuram brand, the opportunity of the 2024 Paris Olympics was seized, to increase recognition, with mini ads on Rai channels during the time when the games were being held.

Finally, Fideuram is also the main partner of SKY SPORT GOLF, the channel dedicated to fans of this elegant sport. As part of this partnership, an advertising campaign was created, aired on the channel with a rotation of sixteen different commercials, featuring Giorgio De Pieri, the golf professional and instructor of the Italian National Team.

PROMOTING FINANCIAL LITERACY

Events were organised in 2024, designed to provide information on topics of particular relevance and importance to customers, such as asset protection, the value of advice, generational changeover and tax protection, behavioural finance, and solutions for investing in the real economy through private markets. In addition, topics related to sustainability and major social, economic, environmental and technological changes that are generating strong global impacts were explored. The aim is to bring the world of man-

agement closer to the world of distribution with contributions from professionals from both inside and outside the Group, academics and managers from Fideuram and its most prestigious partners.

In 2024, several events on ESG topics were also organized, dedicated to customers, in collaboration with some SGR partners.

Finally, the production of social content, started in recent years, is constantly increasing, offering Personal Financial Advisers the opportunity to share with customers materials specially created by the internal television, KeyTv.

For Intesa Sanpaolo Private Banking, the Private Top publication reserved for customers who have subscribed to the Private Top service continued. This monthly newsletter with financial content, including the contribution from the Research Department and Eikonos Arte on the art market, is also published on the bank’s public-facing website and on the company intranet dedicated to the Art Advisory service.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

GROUP AWARDS

FINANCIAL REPORTING OSCARS



During the 60th edition of the Financial Reporting Oscars, the prestigious award from FERPI (Italian Public Relations Federation), Borsa Italiana and Bocconi University dedicated to the most virtuous reporting companies, Fideuram was awarded in the “Financial Companies” category for the following reason: *“The integrated report stands out for the high quality standards presented: it is clear, comprehensive and very effective. The reporting format is well structured. The economic and financial information is exhaustive and of the highest quality, as is the ESG section, which covers the entire document. The balance between descriptive narration and quantitative in-depth analysis is excellent, with a perfect combination of analysis and synthesis. The explanation of the identity built through the goals achieved over the years is excellent.”*



The fostering of a strong ESG culture is clearly perceived. The commitment to stakeholder involvement in the definition of content is evident and very appreciable, as is the precise indication of concrete improvement goals. Reading is not only engaging, but also facilitated by support tools such as the Getting Started Guide and the Final Glossary, which make it easier to understand. From an aesthetic point of view, the report is a benchmark: an example of a perfect balance between content and form. Curated infographics and an elegant design enhance a document that already stands out for its contents”.

The prestigious award was received by Cristina Nardis, Head of Consolidated Financial Statements and Subsidiaries at Fideuram - Intesa Sanpaolo Private Banking.

BANCA FINANZA

Fideuram once again came first in the ranking published by Banca Finanza Magazine in the category “LARGE BANKS - Super ranking”, defined on the basis of parameters of soundness, profitability and productivity. The prestigious award was accepted by Gianni Debernardi, Head of the Private Area Valle d’Aosta, Piedmont North and Turin of Intesa Sanpaolo Private Banking.



financial Advisers Networks and Roberto Ciasca, Head of Wealth Management at Intesa Sanpaolo Private Banking.

PRIVATE BANKING AWARDS 2024

At Palazzo Mezzanotte in Milan, the awards ceremony of the ninth edition of the Private Banking Awards was held, with the awards given by the monthly magazine Private of BFC Media, to the best players in the Italian and international Private Banking and Wealth Management market. Fideuram was awarded the prestigious “Big Italian Bank” award, collected by Stefano Gallizioli, Head of Coordination of the Financial Advisers Networks and Roberto Ciasca, Head of Wealth Management at Intesa Sanpaolo Private Banking.

BLUERATING AWARDS 2024



both total and managed, and for being an Italian success story for more than fifty years.

CITYWIRE SELECTOR AWARDS 2024

The 2024 edition of the Citywire Selector Awards, which recognise the best Italian and European fund selectors chosen by the editorial staff through Citywire Selector 100 among those who are making their mark in smaller but equally important areas of the continent, proved to be a success for Fideuram Asset Management SGR.



Fideuram won in the “Network of the Year” category at the Bluering Awards 2024, the event that recognizes the excellence of financial advice. The award received by Stefano Gallizioli, Head of Coordination of the Financial Advisers Networks, was for an ability to drive the Italian financial advice market with volumes of funds always at the top,

Chiara Mauri - Head of Fund Research and Alternative Investments won the award as the most influential fund selector in Italy, resulting in the most voted Italian by fund selection professionals throughout Europe. The award was presented at the annual ceremony in Berlin

Continued overleaf >>



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

FUNDSPeOPLE ITALY AWARDS 2024

At the first edition of the FundsPeople Italy Awards, Fideuram Asset Management SGR was shortlisted in six categories, winning three of them:



- Alessandro Capeccia, Chief Investment Officer, won the award as Best Chief Investment Officer of Italian Asset Manager;



- Chiara Mauri, Head of Team Fund Research & Alternative Investments, was the Best Fund Selector;



- Luca Anzola, Head of Multimanager and Alternative Investments, and Andrea Perlini, Investment Manager, received the first prize for Best Alternative Investment Team of Italian Asset Managers or Institutional Investors.

Among the most voted at the FundsPeople Italy Awards 2024 were the ESG Team led by Simone Chelini, Head of ESG & Strategic Activism, and the Fund Selection Team led by Luca Anzola, Head of Multimanager and Alternative Investments.

Davide Elli, CEO and DG of Fideuram Asset Management SGR, was also among the finalists in the category Best CEO of Large Asset Managers of Italian Groups.

CONTENT IS KING 2024

A double podium for the Fideuram Asset Management SGR conference as part of the “Content is King” competition of the 14th edition of Il Salone del Risparmio which saw Fideuram participate as Main Partner again this year. Fideuram Asset Management SGR came first for the best overall conference and first for the theme “Innovation and Digitization”.



The focus on topics of greatest interest and considerable participation were among the main reasons behind the success of the conference entitled “La coscienza dell’intelligenza artificiale. Nuovi scenari tra tecnologia e neuroscienza”. (The awareness of artificial intelligence. New scenarios between technology and neuroscience). The conference, which involved a thousand people and was streamed live, was an opportunity to investigate the real capabilities of Artificial Intelligence awareness.

CITYWIRE SELECTOR 2024



An important award at European level was handed out to the young colleague Federica Giuliani, of the Fund Research & Alternative Investments team of Fideuram Asset Management SGR. Citywire Selector awarded Federica among the top forty “under 40” fund selectors in Europe at a ceremony in Montreux. The annual Citywire Selector under 40 initiative dedicated to the next generation of European fund selection talent is now in its sixth year.

INVESTMENTS MANAGER & ADVISOR AWARDS 2024

“For the extraordinary performance in the management of Italian Funds, demonstrating an innate ability to generate returns above the category average, while maintaining a low risk and accessible to investors”. This is the reason why Fideuram Asset Management SGR won the Investment Manager & Advisor Awards 2024 of Class CNBC in the Italian Funds category.

The multi-award winner Luigi Degrada, Head of Italian Equity Funds, and since 2001 manager of the Fideuram Italia fund, which has obtained a triple A, received the award during the 14th edition of Il Salone del Risparmio at MiCo Milano.



DIAMAN AWARDS 2024



The “recognition of a long career as a reference point for the sector in Italy”: this was the reason behind the award as “Best Fund Selector 2024” given to Chiara Mauri, Head of Fund Research and Alternative Investments at Fideuram Asset management SGR, awarded during the Diaman Awards ceremony. The contest, which rewards the protagonists of finance, took place at the Quantitative, Crypto & Asset Management Workshop, known as the “Quant Event”, organized by Diaman Partners.

PRIVATE BANKER INTERNATIONAL - WEALTHBRIEFING

Reyl & Cie was awarded Outstanding Private Bank - Western European region and Outstanding Private Bank for Philanthropy Proposition at the Private Banker International awards ceremony in London. The Private Banking & Wealth Management London Awards, hosted by Private Banker International, recognise great achievements and leaders in the wealth management industry. After a thorough selection process, the jury, composed of investment professionals and specialized journalists, cited the high added value for customers and philanthropic initiatives developed by Reyl & Cie in its effort to drive innovation and impact across all business areas.

Reyl Finance (MEA) received the WealthBriefing “Best Overall Fund Manager - Regional/Global Reach” Geneva/Dubai award for the fifth consecutive year at the annual WealthBriefing MENA Awards for Excellence 2024 ceremony in Dubai, dedicated to celebrating excellence and recognizing achievements in the private banking and wealth management market across the Middle East region.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

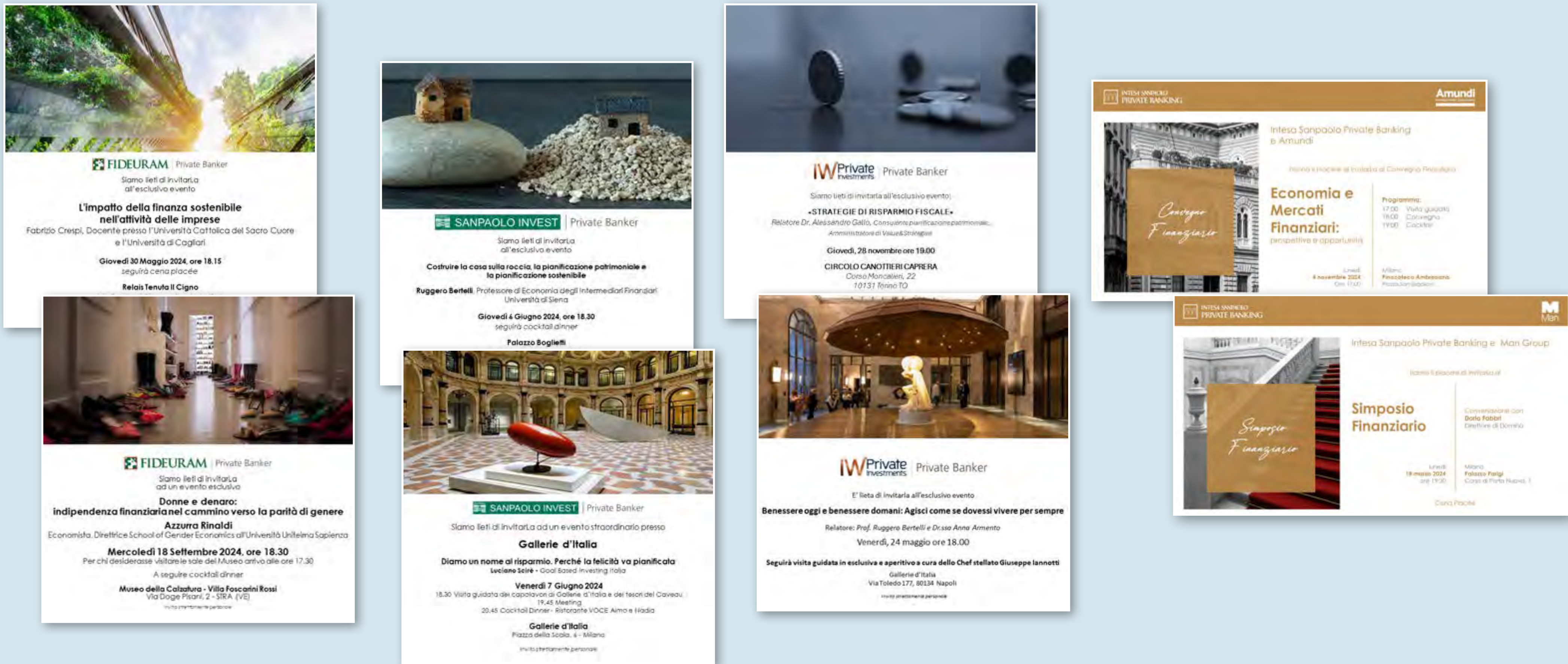
7. SCHEDULES

8. GLOSSARY

9. CONTACT US

CUSTOMER EVENTS

During 2024, the Group organized and managed numerous events on the national territory dedicated to current and potential customers. These events, aimed at improving the business relationship, continuing to deepen prospects and opportunities in global financial markets with particular attention to ESG issues, involved internal speakers, colleagues from the Private Wealth Management and Advisory structure, experts from Fideuram Asset Management SGR and external speakers, university professors, professionals, journalists and third-party partner companies.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

ARENA DI VERONA - OPERA FESTIVAL

The 101st Opera Festival 2024 at the Arena di Verona was inaugurated with Giacomo Puccini’s Turandot. Intesa Sanpaolo Private Banking honoured one hundred customers with invitations for the opening night. This extraordinary event was preceded by a dinner at the historic Vittorio Emanuele Restaurant in Piazza Brà, held exclusively for guests of the Bank, who then transferred to the Arena.



GALLERIE D’ITALIA

Some exclusive events with guided tours for customers and guests were held at the four museums of the Gallerie d’Italia (Milan, Turin, Vicenza and Naples).



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

RELATIONAL EVENTS

There was a high level of participation in 64 relational events, which involved over 7 thousand participants. Appreciation was considerable, thanks to a format that focuses on people’s values and passions, creating authentic and engaging experiences.

The meetings organized with Giuseppe Riccardi, CEO of Fondi&Sicav, on the theme “Vino e Finanza. Tra tradizione e innovazione” (Wine and Finance Between tradition and innovation) continued, promoting financial literacy through a fun parallelism, guiding guests from one world to another. The formats related to time, fundamental to achieve results in finance as in the world of wine, were also interesting.



There were also several events with Giuseppe Bergomi, world champion soccer player, interviewed by Giuseppe Riccardi, with the aim of understanding how to apply the sound principles of sport to the world of finance and investments, bringing out the importance of determination, method, team value and trust. Several evenings were held with the actor Marco Falaguasta who, through a funny and merciless satire of our company, highlighted the importance of competence, trust and relationship, which are the basis of the relationship with the financial advisor.



Continued overleaf >>



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

SUSTAINABILITY

In 2024, 11 in-person events were organized on ESG topics dedicated to Network customers in collaboration with some partner SGRs, with over 3,000 participants including customers and Personal Financial Advisers. Specifically:

- Three events were held in collaboration with BlackRock, set in locations in line with automotive and innovation themes (the Museo Ferrari in Maranello and the Porsche Experience Center in Franciacorta). The initiatives concerned the impacts, prospects and opportunities of sustainable investments, with a focus on the profound evolution that the automotive sector is experiencing today. Experienced speakers in the field transferred their expertise and experience to the public.
- Six events took place in collaboration with Raiffeisen, in prestigious theatres, where the show entitled “Non c’è più tempo! Finanza sostenibile, la soluzione efficace!”, (“There’s no more time! Sustainable finance, the effective solution!”) was held, with a focus on climate change and the analysis of possible solutions, which also involve choices about savings.
- Two events in association with Candriam were showcased, in which topics related to the importance of research and innovation in the medical sector and investments in healthcare and biotechnology were discussed. Doctors and health facility directors were invited to make a contribution, with testimonials relayed to the many guests attending.

An in-person and remote Financial Conference, in association with Raiffeisen Capital Management and the Agribusiness Department of Intesa Sanpaolo, dedicated to Intesa Sanpaolo Private Banking customers on sustainable agriculture topics, was also organised.

FINANCIAL EDUCATION AND BEHAVIOURAL FINANCE

56 events were organized, with over 6,000 participants, in collaboration with several university professors, sociologists, economists and finance experts, including Ruggero Bertelli, Professor of Economics of Financial Intermediaries at the University of Siena, Sergio

Sorgi, Sociologist and founder of Progetica, Fabrizio Crespi, Professor at the Catholic University of Cagliari and Luciano Scirè, founder of Goal Based Investing Italy.

During some of the meetings, the value of counselling, the importance of financial planning, the influence of emotions in investment choices and the importance of having a method to manage them, both in personal and professional life, were all discussed; in other events, the attention was on the current historical economic context, underlining the importance of the changes taking place, also at demographic level, with a focus on inflation and technological innovation, to seize opportunities.

GEOPOLITICS

8 events dedicated to geopolitics and new challenges were held, with some 900 participants. The speakers included Dario Fabbri, geopolitical analyst, editor of the magazine Domino and its geopolitical school, who used geopolitics as a tool to understand the context in which we live and future scenarios.

TAX SAVING STRATEGIES FOR ENTREPRENEURS AND PROFESSIONALS

24 meetings were held, which involved around 2,500 participants, organised in cooperation with Alessandro Gallo, a strategic consultant and expert in asset planning and director at Value & Strategies; issues related to tax savings strategies for entrepreneurs, professionals, real estate owners and asset holders were addressed.

THE EXCLUSIVE SERVICES OF WEALTH MANAGEMENT

9 events were held together with Fideuram’s Private Wealth Management, with associated firms and entrepreneurs taking part, and more than 1,000 participants. These meetings discussed services for entrepreneurs and professionals in order to manage issues of generational transition, the stages of the life cycle of SMEs and their international opening, and methods and tools to meet planning and investment needs.

FINANCIAL WORKSHOPS

25 meetings were held, with around 3,000 participants, including professionals from partner third-party fund houses, moderated by a journalist. The main changes taking place in the socio-economic context were discussed at the events: digital disruption, artificial intelligence and big data, the impact of technology and the spread of ESG culture in every sector.

FINANCIAL CONFERENCES

50 financial conferences were held throughout the country, entitled “Economy and Financial Markets: Perspectives and opportunities”, involving more than 1,500 participants and were staged in conjunction with the Group’s main investment partners. In addition to involving senior managers of Intesa Sanpaolo Private Banking, the events were also attended by representatives of Intesa Sanpaolo’s Research Department and professionals from international investment firms with the aim of illustrating prospects and opportunities in global financial markets to customers, with a particular focus on ESG issues and Artificial Intelligence, that are increasingly impacting investment strategies.



Continued overleaf >>



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

FINANCIAL SYMPOSIUMS

30 financial symposiums were held in conjunction with third-party partners and involved about 1,000 guests. These financial symposiums are highly appreciated by Intesa Sanpaolo Private Banking customers as a way of building relationships. In a convivial atmosphere, senior representatives of the Management and Network, as well as representatives from Intesa Sanpaolo's Research Department and professionals from third-party partners illustrate and discuss the opportunities of the financial markets with guests and prospects.



CLUB TALKS

Intesa Sanpaolo Private Banking proposed a cycle of virtual events for its customers in 2024, in collaboration with The European House - Ambrosetti, a partner of excellence specialized in exploring economic issues and organizing debates at the highest level. The initiative, called Club Talks, saw the creation of 2 webinars, organized in interactive mode and involved more than 1,800 participants. Authoritative experts addressed current topics: with Lucio Caracciolo on the war between Russia and Ukraine, and Federico Rampini on the elections in the United States of America.



KEY INVESTMENT OPPORTUNITIES

Four virtual meetings were held for a limited audience of professional customers to report and further explore initiatives and investment opportunities identified by Intesa Sanpaolo Private Banking.



PRODUCT LAUNCH INITIATIVES

24 events were held throughout the country, in prestigious locations, which saw the participation of about 2,600 people including financial advisors and customers, for the presentation of products of the highest level developed by Fideuram Asset Management SGR and the best players in the sector, investing in private and alternative markets: FAI Private Markets Insight II with Neuberger Berman and ICapital CVC Credit Capital Solutions III.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

HOSPITALITY

Intesa Sanpaolo Private Banking offers customers the opportunity to participate in exclusive sporting and cultural events, inviting them to reserved hospitality areas at sports venues, prestigious theatres and museums in Italy.

Football: Serie A: Atalanta, Bologna, Inter, Juventus, Lazio, Milan, Monza, Napoli, Roma and Torino.

Basketball: Olimpia Milano - EA7 Emporio Armani, Pallacanestro Cantù, Varese - Openjobmetis.

Tennis: Nitto ATP Finals - Turin.

Theatres: Milan - Teatro alla Scala, Bari - Teatro Petruzzelli, Naples - Teatro San Carlo, Venice - Teatro alla Fenice, Vicenza - Opera Festival.



SPORT

NITTO ATP FINALS

For the fourth year, the Nitto ATP Finals were held in Turin from 10 to 17 November 2024 at the PalaAlpitour indoor court. The finals are the last event of the 2024 ATP Tour, in which the top eight players of the ATP rankings participated and saw the victory of Jannik Sinner. Intesa Sanpaolo was Host Partner at the event and was present, together with the Fideuram Group, with dedicated hospitality areas. Fideuram, in its hospitality Suite, involved some 250 people, including customers and prospects.



81ST ITALIAN OPEN



For the eighth consecutive year, Fideuram was official bank partner of the Italian Golf Open, now in its 81st edition, at the Adriatic Golf Club in Cervia, from 26 to 30 June 2024. During the four days of the tournament, Fideuram welcomed its guests to a dedicated hospitality area, on the green of the 18th hole. The initiative involved around 280 people, including customers and prospects. In parallel with the Open project, other activities took place: the Italian Pro Tour and “Golf in Piazza”. The Italian Pro Tour consists of a circuit in stages, organized at the most important golf clubs throughout the country. The project was conceived by the Italian Golf Federation and founded in 2006 with the aim of giving more opportunities to young Italian and foreign professionals to play, with the possibility of letting some customers participate in the Pro-Ams of the competitions. “Golf in Piazza” instead refers to a series of popular events supported by the Italian Golf Federation, with the aim of spreading knowledge of golf in the area involving families and children in a fun experience and sport.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

500 thousand

Contacts
with customers

CUSTOMER ASSISTANCE SERVICE

The Customer Service Department provides information on the services and products offered by the Group and on the customer’s overall financial position, which can also be viewed on the Alfabeto website. The number of telephone contacts with customers was significantly reduced compared to the previous year, reaching excellent service levels thanks to the partnership with the Digital Branch of Intesa Sanpaolo, which also manages Private customers with extended hours until midnight. Customers also have the chance to use the phone banking channel to execute transactions by telephone, such as transfers, tax payments, card top-ups, utility payments and to request support also via chat, through the use of the chatbot on the Alphabet Banking App.

CUSTOMER FEEDBACK

In 2024, a total of 3,376 customer requests were received, addressed mainly to the Group’s Italian companies, decreasing considerably compared to 2023 (-11%). In particular, 3,151 complaints and reiterations were received, 124 appeals to out-of-court resolution Bodies and 101 statements to the Supervisory Authorities.

As part of the requests received from customers, 49 refer to misconduct by Personal Financial Advisers (34 in 2023).

During 2024, the outcomes of 3,504 complaints and reiterations were defined, of which 1,024 were accepted and, of these, 203 involved disbursements.

Response times, except for complaints relating to unlawful conduct, continued to be below the maximum times specified by the relevant legislation: with an average of 16 days for banking service complaints (60 days legal maximum), and 21 days for investment service complaints (60 days legal maximum).

With reference to the number of appeals submitted to the alternative dispute resolution bodies, there was a decrease compared to the previous year in terms of those submitted to assessment by the Financial and Banking Arbitration Body (Arbitro Bancario Finanziario) (90 compared to 94 in 2023) and an increase in terms of those submitted to the Financial Disputes Arbitration Body (Arbitro per le Controversie Finanziarie) (34 compared to 33 in 2023).

1. Average times refer to the companies Fideuram and Intesa Sanpaolo Private Banking.

Breakdown of complaints, statements and appeals by type
(No.)

	2024	2023	2022
Loans	69	64	72
Payment systems	737	785	1,281
Organizational systems, website and other	794	881	1,806
Insurance products	113	129	73
Current accounts and securities custody account	683	806	1,688
Investments	980	1,132	1,559
Total	3,376	3,797	6,479

During the year, 20 privacy complaints were received (7 complaints in 2023) as well as 4 complaints concerning compound interest (3 complaints in 2023).

The Complaints Office manages all grievances raised by customers through the online form, by ordinary or certified email, by post or by fax. Complaints are processed as follows:

- all issues raised are logged in the complaints register;
- classification according to current legislation;
- preliminary investigation to assess whether complaints are valid, after which any operational criticalities detected are communicated to the units concerned, the issue is reported and process intervention requests are made if necessary;
- the relevant unit is activated in the shortest possible time to resolve the issue; other owners are also involved if necessary, with feedback provided to the Complaints unit to resolve the criticality;
- a cost authorisation note is made if the complaint is upheld;
- the complaint’s outcome is communicated to the customer and notified to the Personal Financial Adviser;
- the complaint is closed and documentation is filed in the complaints register.

The Complaints Office periodically monitors the processing status of complaints to ensure compliance with statutory processing times. Specific data are also periodically extracted and aggregated from the Complaints Register to produce Reports for internal and external units.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

TRANSPARENCY WITH CUSTOMERS

The regulations on the transparency of banking transactions and services allowed us to present the information we provide our customers in every phase of their relations in a manner that is clearer and easier to understand. The principles of language simplicity and transparency of information represent the guiding principle for a timely update of the transparency documents available to the customer, in accordance with the constantly changing legislation, with the aim of analysing all the products in the catalogue and improving their readability. The in-house training provided for branch staff consists both of traditional tools and innovative solutions, including Intranet communications, supplementary material supporting training catalogue courses, Web TV and e-learning modules.

MAIN IMPROVEMENT OBJECTIVES FOR 2025

Customers

The Group aims for 2025 to:

- continue the development process of advanced advice to further improve the level of customer service;
- continue integrating ESG issues into products and services;
- seek in the changing economic and financial context new investment solutions, both on traditional and private markets, able to support customers in pursuing their goals of saving, protecting and integrating sources of income.

Events

Organising local events dedicated to current and potential customers aimed at development and financial education.

SUPPLIERS

Suppliers are an important element in the Group’s operational management, contributing to the quality and efficiency of the services offered. The selection and management of relationships with business partners are carried out according to the principles of transparency, fairness and sustainability, with particular attention paid to ethical, social and environmental aspects. The adoption of strict criteria in procurement procedures ensures compliance with current regulations and the promotion of responsible practices throughout the value chain.

PROFILE OF SUPPLIERS

In 2024, the Group had business dealings with 958 suppliers, for a total value of approximately €260m. The territorial distribution of suppliers is concentrated almost entirely in Italy (97%).

	2024	2023	2022
Suppliers’ turnover (€m)	260	211	230
Number of suppliers	958	1,052	1,289

The figures refer to the Italian companies recorded on the corporate information system INTESAP.

SUPPLY CHAIN MANAGEMENT

The Fideuram Group attributes particular emphasis to social and environmental responsibility and the implications generated by managing purchases of goods and services on society, on human rights and workers’ rights, on business ethics and on the environment.

The commitment is aimed at defining a long-term relationship with suppliers that guarantees trust and transparency and consists of a set of actions and measures that can ensure suppliers comply with the Group’s requirements, and:

- create a relationship of trust and dialogue to allow for the reporting and proactive resolution of any issues during the relationship;
- guide and raise awareness, through the selection process, on environmental, social and governance aspects;
- communicate externally the use of strict preference criteria and subsequent choice of suppliers.

The centralization of purchases at Intesa Sanpaolo has allowed for the unification of rules and processes through the implementation of the “Purchasing Rules” and “Guidelines” implemented by the Group companies. This has made the process of identifying suppliers more consistent through the signing of contracts and agreements and through the adherence to the Framework Agreements with the same suppliers of Intesa Sanpaolo.

This application and e-sourcing system, called the Intesa Sanpaolo Supplier Gate, allowed the Group companies to be able to select Intesa Sanpaolo qualified suppliers, beginning with their registration on the application, while considering not only the suppliers’ technical, economic and financial characteristics, but also verification of their business ethics and respect for human rights and the environment. The traditional suppliers and those applying for the first time were made aware of the need to go through the accreditation process on the portal in order to be engaged in the procurement process.

SELECTION POLICIES

The Group continued to improve quality standards by selecting suppliers on the basis of legal and ethical integrity, technical and professional suitability, reliability with respect to data confidentiality and commercial competitiveness. In particular, attention is paid to the procurement process with suppliers that guarantee the best balance between price and quality of service and can meet expectations in terms of social and environmental responsibility. From the time they register in the Supplier Gate, the suppliers fill out mandatory questionnaires dedicated to environmental sustainability issues, with simultaneous or deferred uploading of the documentation and certificates confirming their fulfilment of the declared commitments.

In order to identify the supplier, two separate practices are adopted: market comparison or direct dealing (only where comparison is not possible). Market comparisons are not mandatory for non-recurring purchases that are not connected with other initiatives and have a value of less than €75k or which are covered by framework agreements or contracts. The list of suppliers to be involved in a purchase process when making a market comparison or choosing the supplier with which to start direct negotiations is prepared by taking into account the various needs of the Group. The list of suppliers for a request for proposal must be authorised in advance by the Office for Supplier Qualification, Coordination and Monitoring of Intesa Sanpaolo. Prior authorisation of the supplier by that Office is required for all types and categories of merchandise, re-



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

ardless of their amount. At least three suppliers are required in market comparisons (five in the event of comparisons with an estimated value exceeding €50k). In certain cases (e.g. lack of availability of alternative suppliers, existence of corporate links between suppliers invited), exceptions can be made regarding the number of suppliers involved.

The market comparison includes different types of sourcing including: a request for information, a request for proposal and a beauty contest:

- Requesting information is not a sourcing strategy in the strict sense, but is preliminary to the choice; it enables information, solutions and pricing based on indicative estimates to be obtained.
- The Request for a Proposal refers instead to a technical assessment, a subsequent economic assessment and a joint analysis of the two assessment components (best proposal that meets the combination of technical assessment and price). The technical assessment must always be completed and formally documented prior to opening the economic proposals; where provided, it will also have to include social and/or environmental responsibility aspects. Unless different criteria are formally set out at the launch phase, that assessment is expressed through an opinion of appropriateness or inappropriateness of the solution.
- The beauty contest is a sourcing strategy used specifically for advisory services and consists of obtaining economic proposals from alternative suppliers, based on the project documentation produced by the Group. This process serves both to compare offers with that of the reference supplier (benchmarking), and to provide negotiating leverage in defining the final offer.

The winning bidder is selected upon completion of all the procedures required for the request strategy adopted, in accordance with the award criteria specified and when agreement has been reached on the contractual conditions. In 2024, most of the supplies were provided by the same suppliers with whom Intesa Sanpaolo has entered into Framework Agreements or stipulated Framework Agreement Prices, enabling the Fideuram Group to achieve greater savings through economically advantageous rates.

SOCIAL AND ENVIRONMENTAL RESPONSIBILITY

The Group continues:

- the application of Intesa Sanpaolo’s directions in the comprehensive evaluations of its suppliers by analysing their compliance with international and local environmental regulations and their commitment to activities designed to protect the environment (such as certifications and adoption of environmentally friendly technologies);
- the implementation of Intesa Sanpaolo guidelines with reference to the specifications for photocopying paper, using the services of the same supplier, which ensures the same type of supply and the introduction of recycled paper for use with some kinds of documentation;
- the application of Intesa Sanpaolo’s directions for the supplier selection process by adopting contractual standards the comply with the minimum sustainability requirements and the standards of the International Labour Organization covering fundamental human rights, child labour, freedom of association, health and safety, and business ethics.

THE COMMUNITY

Charitable initiatives (or donations) mean exclusively cash donations without any expectation of receiving any compensation or benefit of any kind in return. Therefore, all those activities – in whatever form the conditions are agreed – which directly or indirectly promote and enhance the image of the Group, do not represent donations. In defining the principles of conduct in relations with the community, the Code of Ethical Conduct of Intesa Sanpaolo, implemented by the Fideuram Group, specifies the need to identify “the requirements and needs of the community and not only in a material sense,” and to support them, amongst other things, “through charitable donations”.

In order for a donation to be made, the ethical values of the beneficiaries must be consistent with those specified in the Code of Ethical Conduct, directed towards people, the respect for human rights, economic and social solidarity, sustainable development, conservation of the environment and artistic heritage and support for culture.

The Group’s charitable and other donations totalled €531 thousand in 2024 and were distributed to a number of reputable bodies operating in the health care, scientific research, arts, sports and humanitarian/aid sectors.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

INITIATIVES TO SUPPORT HEALTH CARE AND SCIENTIFIC RESEARCH

The Fideuram Group supported various initiatives within the scope of Health Care and Scientific Research:

- The **Giacomo Ascoli Foundation** is a fundamental reference point for families of children suffering from onco-haematological diseases, offering not only high-quality medical care, but also indispensable human and psychological support during their treatment.
- The **Fondazione Luigi Donato per Monasterio**, named after Professor Luigi Donato, father of the Institute of Clinical Physiology of the CNR (National Research Council) and Monasterio Research Centre, pursues civic, solidarity and social utility purposes, exclusively supporting the activities of the Monasterio Centre, which has become, over the years, a hub of excellence in the field of cardiovascular diseases, and in Italy is the only body entirely dedicated to the care of the heart for everyone, for the entire life cycle, from gestation to advanced old age.
- **Modena Hospital Trust**, with a charity dinner organized in order to raise funds for the new operating unit of the Civic Hospital of Baggiovara in the Province of Modena.

ART AND CULTURAL EVENTS

The Group has supported various initiatives in the field of art and culture:

- The **Fondazione Le Pescherie**, established by the Association of Friends of Palazzo Tè and the Mantua Museums in order to restore and return to the public Le Pescherie di Levante by Giulio Romano, a cultural asset of great value and UNESCO site. The grant is aimed at completing the second lot of restoration work.
- The **Associazione Società della Musica**, an association that operates in the cultural field with the aim of fostering a music culture through the organization of concerts, cultural trips, masterclasses and competitions. The grant was to support the organization of concerts included in the “Mantua Musica 2024” billboard, consisting of 54 events in the most significant places in the city.
- The **Associazione Società del Quartetto of Vicenza** is a non-profit association that has been organising and promoting concert seasons, music festivals and concerts for over a century.

SOCIAL INITIATIVES

The Fideuram Group has supported various initiatives in the social field:

- The **Fondazione Severino**, a foundation that operates in the field of education and the protection of civil rights, guaranteeing the protection of the right to defence in court for disadvantaged persons, through the training of lawyers who will devote themselves to these activities. In particular, the grant for the Foundation was intended to support the counselling desk and the ceramics workshop at the women’s prison of Rebibbia and the prison of Civitavecchia.
- The **Ca’ Foscari Foundation**, a private body committed to promoting the dissemination of knowledge, innovation, and solidarity, working closely with public and private bodies and supporting training and research at the Ca’ Foscari University of Venice. The initiative is aimed at setting up an annual scholarship in memory of Elena David, for a female student enrolled in the first year of the Degree in Foreign Trade and Tourism at the University. The choice of the University takes into account the relationship of esteem with Elena David, who had been awarded an honorary master’s degree in tourism economics and management. In support of the project, a fundraiser was promoted on the Intesa Sanpaolo For Funding platform.
- **KYP**, a community-based educational organization that provides holistic support and opportunities to the people of Kliptown in South Africa and surrounding communities. Tutoring, education, athletics, and art programmes give children the opportunity to build a better future, fuelling hope and determination.
- **Talent Garden**, support for a training project for unemployed people over 40 in order to facilitate their integration into the world of work.
- The **Association 3xte**, an association that promotes social utility, the enhancement of culture and art, the protection of civil liberties and rights, support for and the social inclusion of vulnerable or marginalized population groups, and the promotion of initiatives for training young people. The grant was for the organization of the exhibition “intro-Spectio Pompeii” which involves the installation at the archaeological park of a number of specific works that become a metaphor and theatre of the place, inviting users to look at themselves through history.
- The **Associazione Donne e Riso**, an association that aims to promote mutual knowledge among members, disseminate information on the new and complex realities of modern agriculture, debate the problems of the family and women inserted in context of agriculture, with particular reference to aspects related to the quality of life. The support was given to the event organized at the Civic Theatre of Vercelli, enti-

tled “Un pomeriggio a tutto riso”, (“An afternoon full of rice”), now in its seventeenth edition.

- **Aosta slow food association**, a social promotion association that works to encourage healthy eating, personal care and environmental protection. The grant was to support the ordinary activities of the association.
- **Associazione Unio**, an association that has as its object the approach of young people to the animal world, in particular the equestrian world. It also proposes services related to the motor, sports, recreational and well-being needs of people in difficulty. The grant went to a project, aimed at adolescents, for the prevention and recovery of addiction to smartphones and social media through the beneficial effects of interaction with horses.
- The **Associazione Angeli della Notte**, an association of solidarity and social donation that was founded in October 2013, by a group of volunteers, who offer their time in helping the homeless.
- The **Associazione Giubileo in Cammino**, an association that arranges a series of pilgrimages leading up to and during the 2025 Jubilee.

INITIATIVES IN FAVOUR OF SPORT

In the area of sport, the Fideuram Group supported various initiatives in the social field:

- **Associazione Gima Sport**, an association whose purpose is the development and dissemination of amateur sports activities related to cycling. The support was given to a mountain bike sporting event held in Iseo: on 28 September, the race for athletes with intellectual disabilities took place, while on 29 September, the international race “Dario Acquaroli” was held, with numerous institutional representatives attending.
- The **Associazione “Bocciofila la Perosina”**, the association engaged in competitive sports and social involvement in Perosa Argentina (Turin). It is one of the most important associations in the sector at national level. The grant was to support of the project “Bocciamo la noia”, for the involvement of disabled people and young people in sports and social activities. The proposal is aimed in particular at middle schools in the area during the school year and at children attending summer camps.
- The **Associazione ParkinsOnMove**, an association that organizes events and meetings for recreational-sports activities, psychological and cultural support benefitting Parkinson’s patients.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



SPONSORSHIP INITIATIVES

The Fideuram Group has renewed its support for initiatives related to the financial world, art, culture and sport.

- **81st Italian Golf Open**, an event with a significant international profile. For the eighth consecutive year, Fideuram was official bank partner of the event, which took place at the Adriatic Golf Club in Cervia, from 26 to 30 June 2024. This year, too, Fideuram welcomed its guests during the four days of the tournament in a hospitality area.



- **Consulentia**, an event for Financial Advisors, organised by Anasf and now in its eleventh edition. As in previous editions, Fideuram was present as a partner, with its own dedicated stand at the event held in Rome from 19 to 21 March 2024.



- **Efpa Italia Meeting**, now in its fifteenth edition, was held in Florence, from 3 to 4 October 2024, at the Teatro del Maggio Musicale Fiorentino, and brought together more than 900 professionals from all over Italy. Fideuram was present as a partner, with a dedicated exhibition stand.

- Fideuram was a Main Partner of the **Salone del Risparmio**, now in its 14th edition, and the biggest event in Italy entirely dedicated to savings, investments and financial advice. The event was held in Milan from 9 to 11 April 2024.



- **37th Maratona des Dolomites** (Dolomites Marathon), the most prestigious amateur cycling marathon race in the world, which has been running in the Dolomites since 1987, was held on 7 July. Registration takes place by drawing lots for around 8,000 participants selected from over 32,000 applications. Since 2013 Intesa Sanpaolo Private Banking has been a Gold Partner of the event and reserves a limited number of bibs for its guests, assisting them throughout the duration of the event and providing them with dedicated hospitality and personalized assistance by former professional cyclists. The theme of sustainability has always been a central point of the Marathon with the aim, edition after edition, to add a new piece to make the event more ecological and less impactful for the environment.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

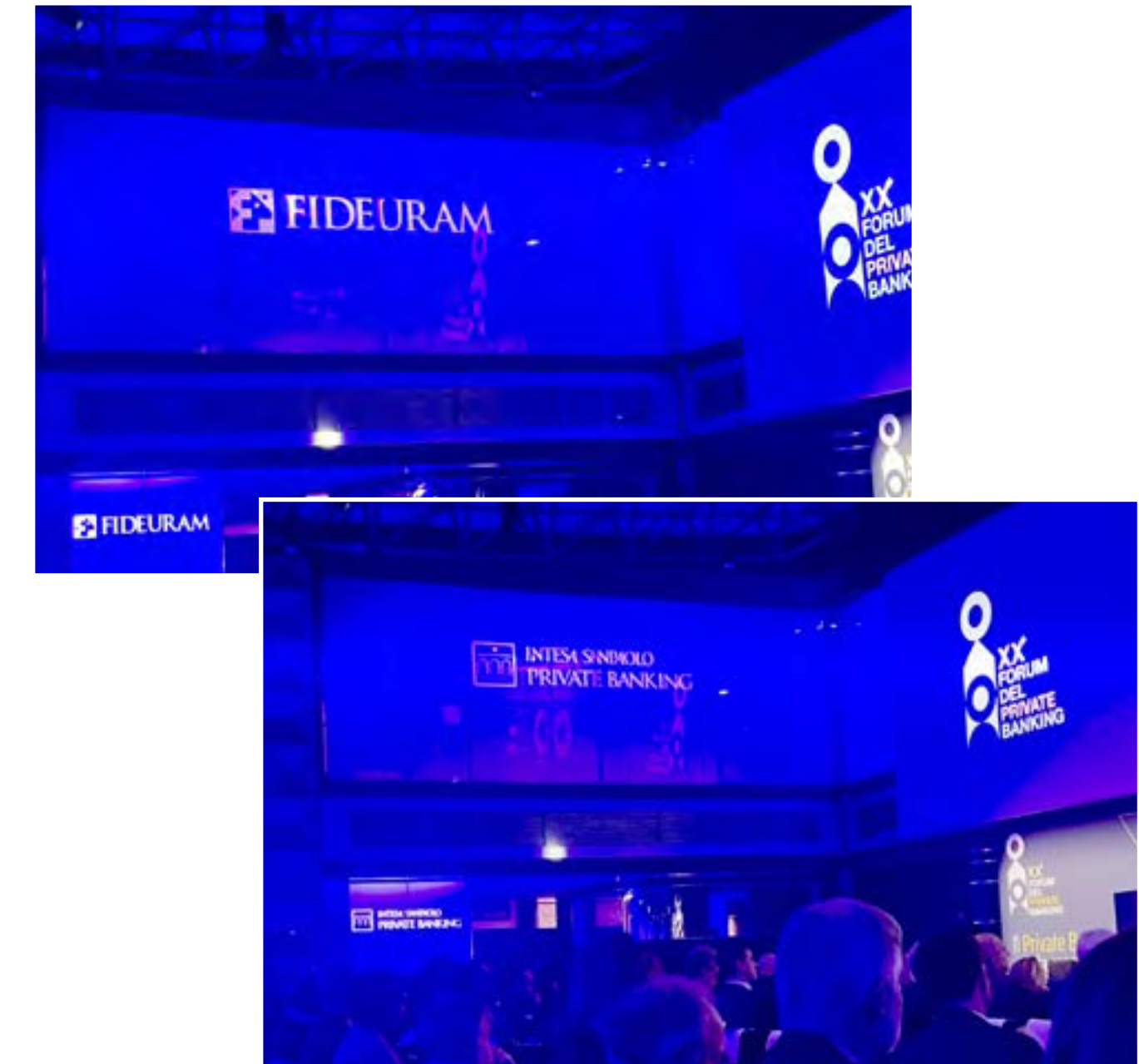
8. GLOSSARY

9. CONTACT US

• **miart**, the contemporary and modern art fair now in its twenty-eighth edition, held in Milan from 12 to 14 April 2024: the fair is a space for the mutual interaction of art and design, with a wide range of the major international galleries on show to the general public, this year with the theme “No Time No Space”. Intesa Sanpaolo Private Banking offered the opportunity to take part in exclusive initiatives: in addition to the usual stand exhibiting the work of young Italian artists, exclusive VIP access was offered, as well as a reserved preview and the opening vernissage of the event. Guided tours of the main galleries were organised; the stand was the hub for conferences and debates open to the public with speakers from the world of criticism and journalism. The constant daily presence and availability of Intesa Sanpaolo Private Banking’s Art Advisors at the event meant that specialist advice could be provided to customers and visitors.

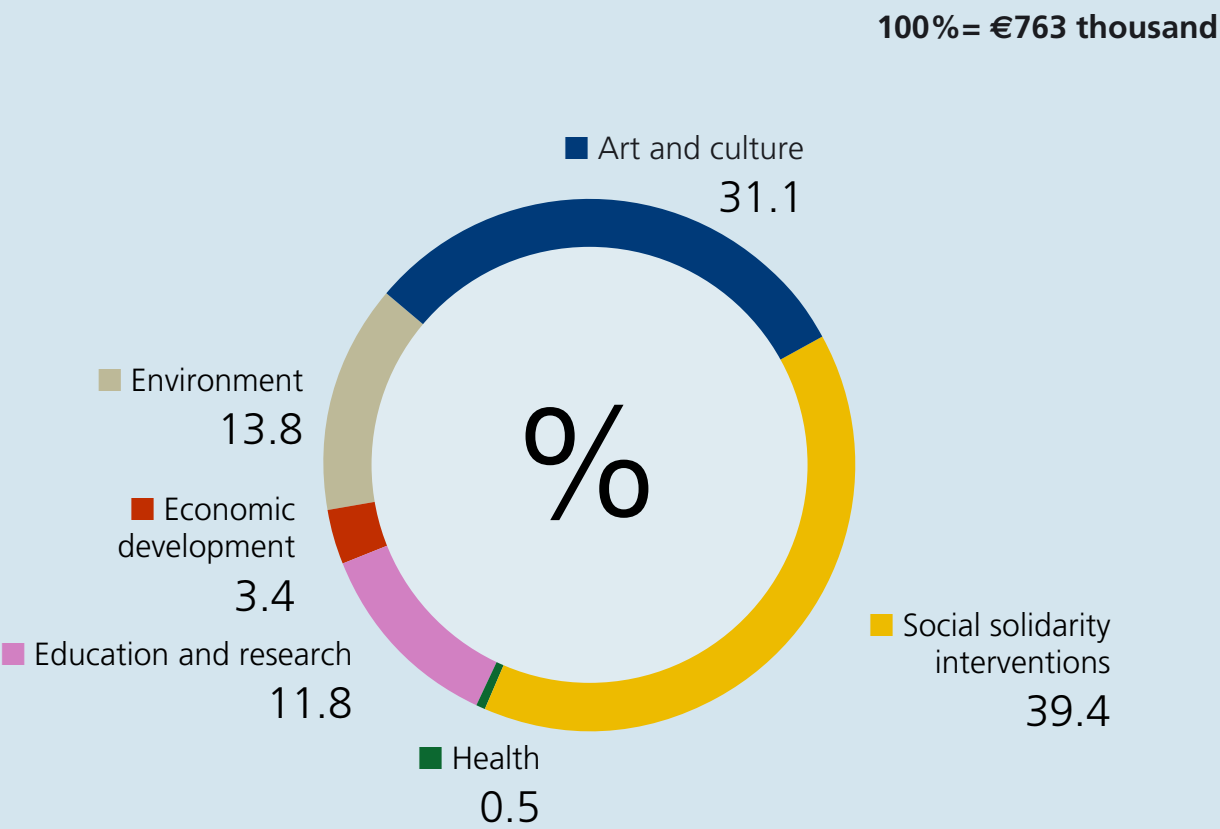


- **Olimpia Basket Milano - EA7 Emporio Armani** (2024-2025 sports season), whose main sponsor is the Armani Group, have for many years enjoyed the support of Intesa Sanpaolo Private Banking, with the brand also visible on the sidelines and in welcoming its own customers.
- **Intesa Sanpaolo Private Banking Financial Golf Trophy circuit**, held from June to October, divided into 2 semi-invitational competitions and a Pro-am event held at the following golf clubs: la Mandria, Barlassina and l’Albenza. In addition, a TOP competition was organized at the Villa D’Este Golf Club. The circuit saw the participation of about 300 golfers, in total, between customers and prospects.
- **AIPB FORUM**, on 21 November 2024, the 20th Private Banking Forum entitled “Private Banking for Growth” took place at the Italian Stock Exchange. Fideuram and Intesa Sanpaolo Private Banking were among the sponsors of the event.



In 2024, total contributions to local organisations via donations (€531 thousand) and sponsorships (€232 thousand) were made entirely in cash. The graph shows the Group’s donations to the community by field of activity:

Group contributions by sector, 2024



Our donations, calculated following the guidelines of the London Benchmarking Group (LBG), are classified by objective as follows:

- 7.7% “local investments”, which include long-term strategic partnerships;
- 61.9% “donations”, which meet specific needs and requests made by associations and non-profit entities;
- 30.4% for commercial initiatives, to support events that promote the brand and business of the Fideuram Group.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

SUSTAINABLE FINANCE

The Fideuram Group specialises in offering advisory services to meet the financial, pension and insurance needs of Private Banking and HNWI (High Net Worth Individuals) customers. Listening and dialogue with the customer, aimed at the ongoing improvements to the quality of the service offered, are combined with the commitment to spread awareness about appropriate financial literacy, to raise the knowledge and awareness of the customer with regard to investment choices also with regard to aspects of social and environmental interest. The progressive integration of ESG criteria is taking place across the entire range of products on offer (own and third-party funds, asset management, insurance-based investment and non-managed asset products) with the aim of offering a complete range of opportunities.

The pre-contractual information and periodic reporting on the sustainability characteristics of financial products have been enriched according to the schemes indicated by technical reporting standards (RTS), in order to give customers clear and complete visibility at the product level, also with regard to alignment with the taxonomy, sustainable investments and the consideration or otherwise of the Principle Adverse Impacts (PAI) as required by Regulation (EU) 2019/2088 (SFDR).

During the year, the Group enhanced the ESG investment opportunities available to customers. These were new launches developed by the Group’s asset management companies as well as solutions from those of third-party asset managers with which to give increasing prominence to aspects linked to sustainability issues, which are a structural component of the analysis process supporting the development of the product range. Overall, the inclusion of new products has seen a strong move towards solutions that reflect the criteria adopted in the ESG field. At 31 December 2024, the assets of the company’s products with ESG characterisation and compliant with Articles 8 of and 9 the SFDR amounted to €82.7bn. The new aspects covered all the different product families.

INVESTMENT FUNDS

In 2024, two new Article 8 SFDR solutions were implemented by Fideuram Asset Management (Ireland) as part of the Willerfunds Private Suite and Fonditalia, the Division’s historic Luxembourg umbrella fund:

- **Willerfunds - Private Suite - Wellington Global Research Equity.** The sub-fund managed by Wellington Management under a delegated mandate, is an actively managed equity strategy aiming to achieve long-term total returns superior to the MSCI World Index, investing pri-

marily in equity securities issued by companies worldwide. Management integrates environmental, social and governance (ESG) factors into the investment process. The sector supports the transition to a low-carbon economy.

- **Fonditalia Equity GEM Innovators.** The sub-fund invests primarily in shares issued by companies located in developing countries, listed on an exchange or traded on another regulated market, which comply with ESG criteria. The sub-fund invests in companies that can be defined as innovative for their products and/or processes such as: Digital Economy, Cybersecurity, Robotics, Future Mobility, Fintech Innovation, Efficient Energy Solutions, Genomic Innovation, Digital Health, Future Education, Smart Cities and Food Revolution.

For Fonditalia, the new Fonditalia Clean Energy Solutions sub-fund was launched, that aims to invest in companies from any sector provided they promote and develop clean energy solutions or any technology or process that promotes decarbonisation as a pillar of business activity, such as: clean mobility, for example electric vehicles and railways, energy efficiency systems aimed at reducing energy consumption, low-emission fuels, renewable energy generation and equipment such as solar, wind, waste-to-energy, hydropower, storage systems (e.g. batteries and hydrogen), green building, smart energy and insulation solutions, industrial systems promoting energy efficiency and reducing energy consumption, forest-based climate solutions, financing of clean energy solutions. The sub-fund classified under Article 9 SFDR for the year 2024 was intended only for institutional customers.

In the investment funds sector, the new D-X ETF platform from Fideuram Asset Management (Ireland) should be mentioned. This platform has six new equity and bond ETFs that also promote environmental, social and good governance characteristics and are all classified under Article 8 of the SFDR. The new ETFs are traded on Borsa Italiana’s ETFplus and are used as underlyings in the Group’s individual and collective management and advisory activities.

FIDEURAM MULTIBRAND

Fideuram Multibrand, the platform for the direct distribution of funds in open logic, was further strengthened in 2024 with the systematic enhancement of the range of products to improve the coverage of the various types of investment (geographical and theme-based equities, and bonds, in particular of a corporate and flexible nature) with traditional investment funds with an ethical and social value to allow customers greater freedom in the composition of their own portfolios in compliance with

ESG principles. In particular, as part of the component with sustainability characteristics, the number of products pursuant to Articles 8 and 9 reached approximately 82% of the total range, thanks to new investment solutions offered by partners already established, with a proven focus on sustainable investments.

ALTERNATIVE INVESTMENT FUNDS

In 2024, Fideuram Asset Management SGR, in collaboration with Neuberger Berman, implemented the new FAI Private Markets Insight II programme. The alternative fund, which is non-reserved closed-end type, is characterized by a multi-strategy approach, with which it intends to seize the opportunities of private markets with a diversified portfolio by asset allocation (private equity, secondary private equity, capital solutions and infrastructure), and which is flexible according to the market environment. Sustainability criteria and risks are integrated into the investment policy of the fund, which is classified as Article 8 under the SFDR.

DISCRETIONARY ACCOUNTS

Fideuram Asset Management SGR continues its strong commitment to sustainability issues. This extends to its individual asset management service aimed at Fideuram Group customers.

During 2024, in addition to the renewed commitment to the selection of additional ESG funds intended to enrich the investment universe of asset management services available to managers, Fideuram Asset Management SGR created a series of new management lines pursuant to Article 8 of the SFDR for Fogli Fideuram and Fideuram Omnia, the two solutions aimed at customers of the Fideuram, Sanpaolo Invest and IW Private Investments Networks.

As part of the Fogli Fideuram platform, the creation of lines dedicated to progressive entry on the equity markets with Dynamic and Dynamic Plus step-in mechanisms for investing in equity target lines continued. In 2024, the new Foglio World ETF line of the Classe family was added, which provides exposure to the global stock market through investment in Exchange Traded Funds (ETFs). Open distribution lines included two new securities and ETF management lines of the Tema family: Foglio Artificial Intelligence Winners, and Foglio Global Healthcare. With reference to existing lines, the investible universe of Il Mio Foglio ESG, the asset management line within the Personal Banking family was expanded; this line allows customers to actively participate in building



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



Fideuram and Sanpaolo Invest - Trento Office

their own portfolio from a set list of strategies each with strong ESG characteristics (all falling within Articles 8 or 9 of the SFDR) or to use preset model portfolios (guided pathways) which are broken down by risk level and constructed according to a high-conviction approach in which specific ESG topics are selected tactically.

For Fideuram Omnia, new Dynamic step-in solutions were created, two for progressive investment in the equity markets on the Active Beta 100 target line and one for the progressive construction of a balanced portfolio on the Active Beta 50 target line.

INSURANCE PRODUCTS

The issue of sustainability has become increasingly important over the last few years also for the Group’s insurance products. The Intesa Sanpaolo Group’s insurance companies are committed to disseminating sustainable insurance and financial products, as set out in the Sustainability Policy adopted by the Group. During 2024, the sustainable component continued to grow in importance within the investment universes of policies both through a targeted selection of external funds and through the development of internal funds that comply with Articles 8 and 9 of the SFDR (i.e. FV Optimal Balance). In the Group’s offering, there are different solutions classified as Article 8 of the SFDR, both unit-linked, such as Fideuram Vita Futura and Selezione Private Pro Dublin Branch, of the Irish branch of Intesa Sanpaolo Assicurazioni, and multi-branch solutions such as Fideuram Vita Sintonia and the Synthesis, Synthesis HNWI and Synthesis Business policies of Intesa Sanpaolo Assicurazioni. All policies are characterised by internal and external fund selections strongly geared to the ESG dimension.

NON-MANAGED ASSETS

For the non-managed assets component, sustainable investment opportunities are being sought, both in bonds and certificates issued by Intesa Sanpaolo and in the bond issues of third-party issuers. Placements have been proposed on the primary market able to respond to a target of customers interested in investing with an approach in line with interests in the environmental, social and good governance fields.

MAIN IMPROVEMENT OBJECTIVES FOR 2025

Targets in line with the guidelines of the 2022-2025 business plan have been confirmed again for 2025, reinforcing the commitment to sustainability and innovation in investment services.

Investment funds and Asset Management

The ESG offering will continue to expand with new investment solutions, extending the investment universe for managers and customers. Integrating environmental, social and governance criteria will address the growing demand for sustainable investments, helping to improve the quality of portfolios and their positive impact on the market.

Insurance products

The evolution of insurance products will continue with the introduction of tools increasingly in line with the principles of sustainability and social responsibility. The offer will include ESG solutions both through the selection of sustainable assets, and through management strategies mindful of environmental and social impact.

Non-managed assets

The non-managed assets offering will evolve with new issues from Intesa Sanpaolo and third parties, developed according to ESG criteria. The selection of sustainable financial instruments will make it possible to combine returns and responsibility, offering customers more informed investment opportunities in line with market trends. The non-managed assets offering will include new issues from Intesa Sanpaolo and third parties, developed according to ESG criteria, preferably in line with market trends. The selection of sustainable financial instruments will make it possible to combine returns and responsibility, offering customers more informed investment opportunities in line with market trends.

THE FINANCIAL SYSTEM AND OTHER INSTITUTIONS

Fideuram and its subsidiaries are members of a number of industry associations in their respective fields, including the Italian Banking Association (ABI), the Italian Association of Investment Advisory Companies (Assoreti), the Italian Association of Joint Stock Companies (Assonime), the Italian Private Banking Association (AIPB), the Italian Association of Fund Managers (Assogestioni), the Italian Association of Financial Markets (ASSOSIM) and the Italian Fiduciary Services Association (Assofiduciaria).



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

IL SALONE DEL RISPARMIO



In 2024, the Salone del Risparmio, now in its 14th edition, was organized at the new site of MiCo Milan, from 9 to 11 April, under the title “Alla ricerca di nuovi equilibri: investire negli scenari globali” (Seeking new equilibria: investing in global scenarios)”. Organized by Assogestioni, the symbolic event of the asset management industry saw the participation of Fideuram as Main Partner. During the opening day of the event, Fideuram Asset Management SGR organized the conference entitled “La coscienza dell’intelligenza artificiale. Nuovi scenari tra tecnologia e neuroscienze” (The awareness of artificial intelligence. New scenarios between technology and neuroscience”) which involved a thousand people in attendance and was also streamed live.

CONSULENTIA



Round Table of Networks was held, with the participation of Fabio Cubelli, Co-Director General of Fideuram, moderated by the journalist Dario Donato of Mediaset Tgcom24. The event was attended by more than three thousand visitors in the three days.

EFPA ITALIA MEETING



in its fifteenth edition, was held in Florence, from 3 to 4 October 2024, at the Teatro del Maggio Musicale Fiorentino, and brought together more than 900 professionals from all over Italy. EFA certified conferences and seminars were organised, in the presence of the main players in the financial industry and asset management operators. Fideuram was present at the event with a dedicated exhibition stand.

This sector event organized by Anasf, now in its eleventh edition, was held in Rome, from 19 to 21 March 2024. As in previous years, Fideuram was a partner of the event, with a dedicated stand. On the third day, the

ASSOCIAZIONE ITALIANA PRIVATE BANKING (AIPB)

The 20th Private Banking Forum was held on 14 November 2024, in person at the Italian Stock Exchange, with an accompanying digital format. This year’s edition was entitled “Il Private Banking per la crescita” (“Private Banking for growth”). Fideuram and Intesa Sanpaolo Private Banking were among the sponsors of the event. Video interviews with Fabio Cubelli, Cristiana Fiorini and Andrea Ghidoni on the topics covered by the 2024 Forum have been published on the AIPB (Italian Private Banking Association) website. During this edition moderated by Andrea Cabrini, Director of Class CNBC, the president of AIPB Andrea Ragaini and other important speakers from international and Italian universities, the world of journalism and politics took part.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

3.8.6 Natural capital



Natural capital includes the processes and environmental resources which contribute to generating goods and services for the Group’s business.

MATERIAL TOPICS	WHY TOPICS ARE MATERIAL	CORPORATE POLICIES
Climate change and natural resources Carbon footprint (CO₂ emissions) Responsible use and management of natural resources (water, diesel, methane, electricity) Soil pollution Microplastics Waste Sustainable Business Model Responsible asset management	The goal of creating value consistent with sustainability policies is a guarantee for maintaining and enhancing environmental and community wellbeing.	Environmental protection is one of the key areas of the Group’s commitment to social responsibility identified in the Code of Ethics. The Group can significantly impact environmental sustainability in its field of operations both in the short and long term. This impact is derived from the consumption of resources, the generation of emissions and waste directly linked to its business (direct impacts) and activity and behaviour not directly controlled by the Group but rather carried out by third parties with whom the Group relates (indirect impacts). This approach ensures full compliance with environmental legislation; the resources necessary for the Group’s business are consumed mindfully; innovative and effective environmental solutions are sought, including by offering specific products and services to customers; environmental and social responsibility are understood to extend throughout the supply chain, leading suppliers that have environmental and human rights protection in place to be positively evaluated. The “Environmental and Energy Policy Rules” express a commitment to sustainable development by renouncing waste, by adopting solutions to progressively boost efficiency, by being attentive to the environmental consequences of choices made and by facilitating supply systems that do not negatively impact the environment. As part of its environmental protection initiatives, the Group is committed to the responsible procurement and use of goods and services, which must comply with the environmental requirements identified for the various phases of procurement. This approach aims to identify the best design solution, product or service throughout the life cycle from an environmental perspective, considering market availability. The “Banking Procurement Rules” define the minimum environmental criteria that must be met for the procurement of paper, toner, stationery, office machinery and building renovations. The Group is committed to constantly monitoring business processes to ensure increasingly efficient, responsible and green consumption, with the aim of reducing its environmental impact.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



THE ENVIRONMENT

Following Intesa Sanpaolo's environmental guidelines and rules, the Fideuram Group's environmental policy aims to contain and rationalise energy consumption with the reduction in pollutant emissions, paper consumption, waste production and management, and water, electricity and gas consumption in order to make a positive contribution to sustainable development consistent with environmental protection and awareness of climate changes. The growing attention paid to the possible consequences of climate change has led to a greater awareness among the financial institutions on the need to develop a specific understanding of the risks and opportunities associated with it.

Climate change represents a complex challenge that will inevitably have a severe impact on the future of the planet and society. Climate change is the reason behind the increase in extreme natural events and generates permanent effects that may result in considerable economic, environmental and social costs. Such events, which can generate a loss of wealth and revenue for businesses and households, have a potential impact on the financial system. Banks have a key role and prominent responsibilities with respect to the climate change issue because they can guide loans and investments towards businesses that are environmentally virtuous and work from a perspective of improved awareness and containment of risks.

This is the context in which the Fideuram Group develops its commitment, which is manifested in the desire to:

- **Reduce the direct impacts on the environment of Group activities relating to:**

- **ATMOSPHERIC EMISSIONS**

The mitigation and containment of CO₂ emissions plays an important role in the company policies, and certain specific actions have been identified over the medium term in the Intesa Sanpaolo Climate Change Action Plan, aimed at reducing the environmental footprint.

- **ENERGY**

The Group is continuing to improve energy efficiency through using renewable sources and eliminating waste, controlling and monitoring both direct and indirect impacts.

- **PAPER**

The Group also pays particular attention towards paper consumption, both when purchasing paper by privileging ecological paper (recycled and certified by responsible sources) and implementing policies of paper document digitalisation, as well as in the final phase of recycling by

raising awareness and spreading environmental consciousness among all concerned.

- **WASTE**

In line with applicable legislation, the Fideuram Group disposed of hazardous and non-hazardous waste in a correct manner.

- **Increase indirect positive impacts and monitor and reduce negative indirect impacts, in particular:**

- **ENVIRONMENTAL IMPACTS OF INVESTMENTS**

The Group is committed towards developing and promoting financial products with ESG characteristics to be placed with customers, and with the subscription of green bonds.

- **ENVIRONMENTAL IMPACTS OF THE SUPPLY CHAIN**

Suppliers are also selected by considering compliance with ESG issues as a criterion.



ATMOSPHERIC EMISSIONS

The correct and systematic quantification and reporting of greenhouse gas (GHG) emissions enables the Fideuram Group to check the results of the actions it undertakes to reduce emissions, so as to contribute towards a reduction in global pollution. In 2024, consumption and emissions continued to decline thanks to the deployment of the actions set out in the Own Emission Plan for continued energy efficiency improvement and an increase in renewable energy procurement.

In addition, the management and governance of energy consumption in buildings in Italy continued to be developed and refined during 2024. This is managed by a centralised consumption monitoring platform connected to sensors installed in buildings. "Green Banking Procurement" legislation has been in application, with special chapters on renewables procurement and eco-friendly building renovations.

The GHG emissions are reported in line with the international Greenhouse Gas Protocol and the Guidelines on the application of GRI Standards for the environment.

The reported indicators are:

- Scope1 direct emissions, namely those produced by sources belonging to the Group and referring to the use of fuels for heating and from company vehicles;

- Scope2 indirect emissions, namely those produced indirectly by the Group but over which it has no direct control and relating to centralised air conditioning systems and acquired electricity. These emissions in turn are broken down into Market-based and Location-based. The Location-based method highlights the effective emission reductions resulting from energy-efficiency improvement programs without considering the benefits arising from the purchase of energy from certified renewable sources (Market-based).

- Scope3 other indirect GHG emissions are a consequence of an organisation's activities, but are produced from sources not owned or controlled by the organisation and include both upstream and downstream emissions. Some examples of activities that fall under Scope3 include the production of purchased materials, the transportation of purchased fuels, and the end-use of products and services.

Greenhouse Gas Emissions

(t CO₂eq) (*)

	2024	2023	2022
SCOPE1 EMISSIONS			
Direct emissions: total	1,104	2,030	2,697
SCOPE2 EMISSIONS			
Total indirect emissions Market	246	609	177
Total potential indirect emissions Location	3,100	5,532	5,721
SCOPE3 EMISSIONS	2,806	2,978	2,678
Total business travel emissions	879	880	803
Total paper emissions	210	167	151
Total waste emissions	8	14	16
Total Office Machine Emissions	292	224	495
Total Internet Banking Emissions	8	7	6
Total Energy Carrier Emissions	1,137	1,167	742
Total Transport Values Emissions	272	519	465

(*) CO₂eq = CO₂*GWP + CH₄*GWP + N₂O*GWP where GWP = GWP-100years from IPCC AR6 WGI 2021.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



In 2024, energy consumption totalled 101,140 GJ. The percentage of total energy supplied from renewable sources came to around 60%. The percentage of electricity supplied from sustainable sources was 90%.

Energy consumption

(GJ)

	2024
Total energy consumption from coal and derived products	-
Total energy consumption from crude oil and petroleum products	8,959
Total natural gas energy consumption	23,018
Total energy consumption from other fossil sources	-
Consumption of electricity, heat, steam and cooling purchased or acquired from fossil sources	8,020
Total energy consumption from fossil sources	39,997
Total energy consumption from nuclear sources	-
Fuel consumption from renewable sources	-
Consumption of electricity, heat, steam and cooling purchased or acquired from renewable sources	61,143
Consumption of renewable energy not derived from fuels and self-produced	-
Total renewable energy consumption	61,143
Total energy consumption	101,140



In 2024, Group companies used a total of 171 tonnes of paper. 88% of the paper used is environmentally friendly (72% from 100% recycled paper and 16% from ecological paper certified from sustainably managed sources) with a per capita consumption of 31 kg. In 2024 as well, the trend in paper consumption benefited from flexible work patterns and a change in mentality caused by the pandemic, during which printing was reduced to a minimum. In addition, the upgrading of the digital document system continued, with the consequent dematerialisation of a larger quantity of documents, the use of online statements and reporting for customers and of biometric signatures extended to the distribution networks as well as to other Group units.

Paper consumption

		2024	2023	2022
Total paper consumption	tons	171	187	216
Pro-capita paper consumption	kg/employees	31	34	38

THINK GREEN recycle paper: a concrete commitment

The Fideuram Group decided to strengthen its contribution to the environmental protection by promoting the use of **recycled paper**, as also highlighted in the Green Banking Procurement Rules. *“The Group supports the responsible management of forests, the protection of biodiversity, the integrity of ecosystems and the preservation of long-term benefits for forest communities. To promote these practices in relation to paper, the Group undertakes to use paper and products containing 100% recycled fibres”.*

Fideuram Group has been using only reams of recycled paper in all offices, including branches. This is aimed at encouraging virtuous in-house behaviour and good practice that can contribute to sustainable development across the entire region.



Water resources are mainly used by the Group for civil purposes. The water used came from the public water supply or other water supply companies. In 2024, water consumption totalled 114,580 m³ with per capita water consumption of approximately 21 m³, substantially in line with the comparison periods.

Water consumption

		2024	2023	2022
Total water consumption	m ³	114,580	118,642	124,104
Pro-capita water consumption	m ³ /employees	21	21	22



The Group scrupulously implements Italian waste disposal regulations with a view to more effectively controlling the disposal of special waste. The system makes it possible for the entire waste chain to be computerised, simplifying procedures and compliance, and reducing costs. The Group also complied with municipal waste disposal directives, adopting suitable processes and procedures for separate waste collection. During 2024, the Group produced 108 tons of waste (20 kg per employee). Used toner cartridges and hazardous and/or special waste (fluorescent tubes and batteries etc.) were disposed of separately and appropriately, in accordance with current regulations, using specialist companies and maintaining the related compulsory registers and documentation.

Annual waste production

		2024	2023	2022
Total waste	tons	108	147	199
Total waste pro-capita	kg/employees	20	26	35
Total special waste (non-hazardous)	tons	108	142	190
Total hazardous waste	tons	-	5	9



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



Fideuram and IW Private Investments - Milan Branch.

Waste management, including collection, transport, recovery and disposal at external sites, is carried out by third parties in compliance with the provisions of the reference standards and current legislation. The following table provides the breakdown waste directed to or diverted from disposal.

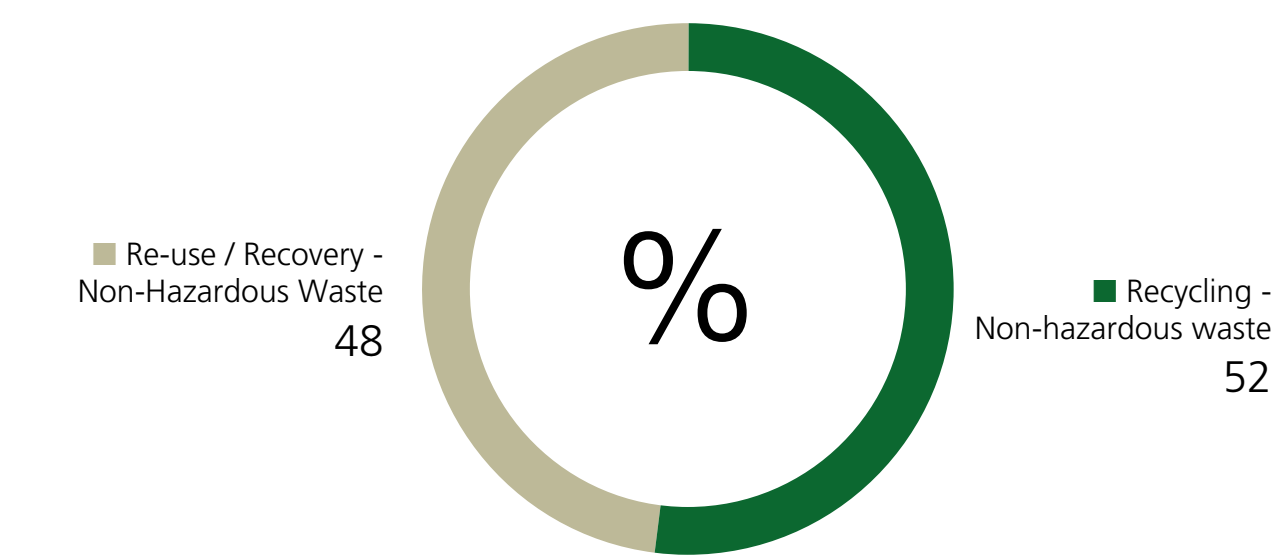
Waste Composition

(In tons.)

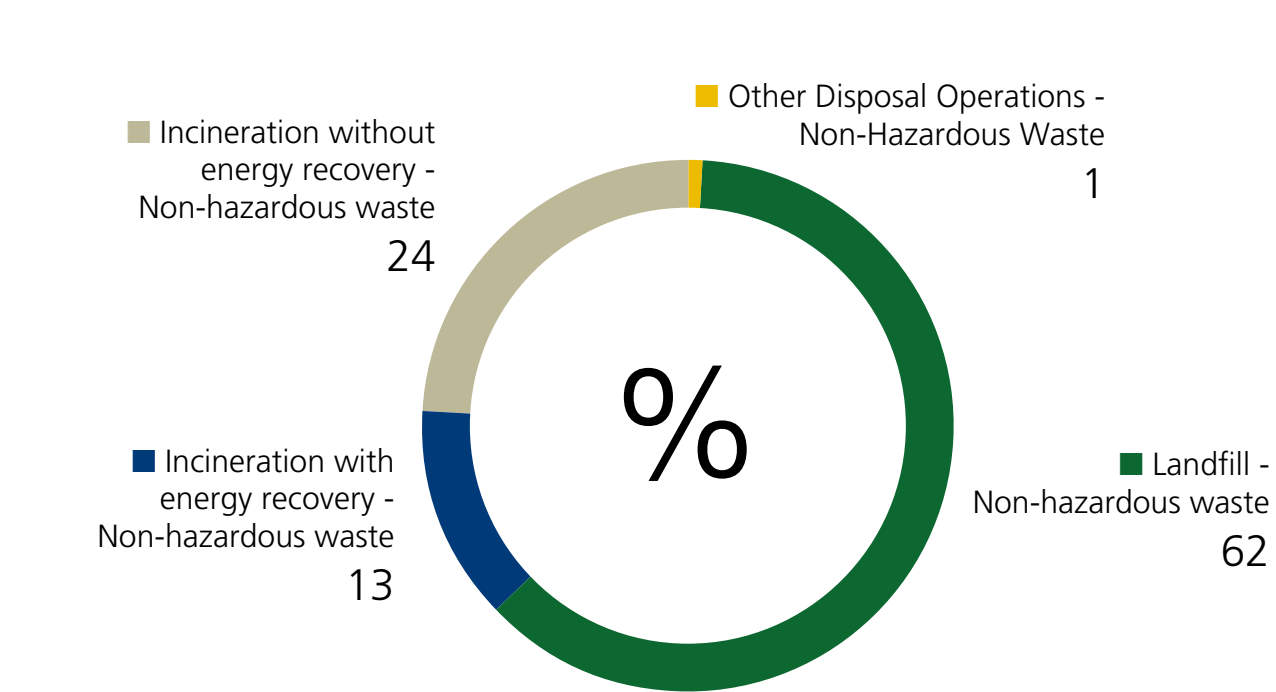
	2024	2023
Paper and cardboard	51	57
Cartridges, tapes and films	2	2
Office machinery	46	74
Cathode ray tube monitors, plasma, LCD	-	4
Other types	2	1
Total waste diverted from disposal	101	138
Cartridges, tapes and films	-	1
Office machinery	2	7
Cathode ray tube monitors, plasma, LCD	5	1
Other types	-	-
Total waste for disposal	7	9
Total waste	108	147

WASTE MANAGEMENT

Waste not directed to disposal



Waste directed to disposal



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

3.9 Events after 31 December 2024 and outlook

There were no significant events after the reporting period requiring any changes to be made to the consolidated financial statements at 31 December 2024.

On 4 February 2025, the Board of Directors of Intesa Sanpaolo, having received the favourable opinion of the relevant Committee for Transactions with Related Parties and on 24 February 2025, the Board of Directors of Reyl & Cie, approved the transaction for the sale of the Swiss bank's Corporate Finance arm to Intesa Sanpaolo, for a value of CHF7m, as the up-front component to be paid upon completion of the transaction.

The most recent consensus estimates for 2025 see a moderate, positive GDP growth for Italy, the Euro area and the US, but still with a large growth gap in favour of the US economy. In Italy, economic growth is expected to accelerate modestly, driven by household consumption. There are widespread expectations that inflation will move closer to the central banks' targets, encouraging further cuts in official rates. At present, markets are discounting approximately 75 basis points of a reduction in the euro area, on top of the 25 basis points already implemented on 30 January, and about 45 basis points in the US. The outlook is subject to an unusual level of uncertainty due to the residual risk of the Middle East conflict widening, which could cause sudden rises in oil and gas prices, and the abrupt discontinuity in US economic policies with the inauguration of President Trump. In particular, it is feared that significant restrictions on foreign imports will be introduced and that the extension of tax relief will not be adequately compensated, leading to a greater increase in debt and tensions on US government bond rates and yields.

Following the continuation of the rate cuts, business volumes in asset management and life insurance are expected to recover moderately. Savings flows to these sub-funds may come from the stock of liquid assets that have flowed into deposits and securities under administration in past years.

The revenue development policies and the size of client assets (which are continuing to generate recurring commission income), together with cost control measures and the constant focus on risk manage-

ment, will allow our Group to end 2025 with an excellent result. Please refer to the approval of the first quarter results for a detailed analysis of the current year's profitability.



Fideuram - Turin Cairoli Branch



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



4. Governance

- 4.1 The values and history of the Group
- 4.2 Organisational structure
- 4.3 Ownership structure
- 4.4 Role of sub-holding company
- 4.5 Company management
- 4.6 Remuneration policies
- 4.7 Internal controls system
- 4.8 Management of confidential information
- 4.9 Shareholders’ meetings
- 4.10 Board of Statutory Auditors

Fideuram - Intesa Sanpaolo Private Banking is a subholding company of the Intesa Sanpaolo Banking Group

Fideuram heads the Intesa Sanpaolo Group’s **Private Banking Division**, comprised of the companies providing the Group’s **financial advisory, asset management** and **fiduciary services**



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. **GOVERNANCE**

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

4.1 The values and history of the Group

Fideuram has adopted the Intesa Sanpaolo Group’s Code of Ethical Conduct as part of a comprehensive vision of social and environmental responsibility centred on strong relationships with its stakeholders.

MATERIAL TOPICS Business Integrity Diversity and Inclusion in Boards of Directors Ethics in Business Conduct Transparency and clarity in management of decision-making processes Managing Conflicts of Interest Business Codes of Conduct Protection of whistleblowers Managing financial and environmental risks Monitoring of business-related risks (credit, market, liquidity, reputational, operational, legal and tax risks) Monitoring climate change risks (transitional and physical risk) Anti-corruption and compliance Preventive measures against corruption Regulatory Compliance Anti-collusive and anti-trust policies Anti-money laundering and anti-corruption policies Sustainable Business Model Governance of ESG themes Reducing funding to sectors with a high environmental impact	WHY TOPICS ARE MATERIAL The Fideuram Group deems it of fundamental interest that its own activities be operated in full compliance with the rules and with internal and external regulations and codes of conduct as a cornerstone for the trust placed in us by customers.	CORPORATE POLICIES The Fideuram Group has prepared a Model of Organisation, Management and Control compliant with Italian Legislative Decree 231 of 8 June 2001. The Group prepared the Model in light of existing laws, regulations, procedures, and control systems, to the extent that they also provide appropriate measures to prevent crimes and unlawful conduct in general, including the acts listed by the Decree. The Group has taken the greatest care in defining its organisational structures and operational procedures, both in order to assure efficient, effective, and transparent management of its activities and assignment of responsibilities, and to reduce dysfunctions, malfunctions, and irregularities to a minimum.

The Code of Ethical Conduct is a voluntary self-regulatory tool and an integral part of the Corporate Social Responsibility management model. It contains the mission, corporate values, and principles that govern relations with stakeholders, beginning with the corporate identity, and is an integral part of the regulatory framework that governs the various levels of Fideuram Group operations. The Group’s internal Code of Conduct is issued in accordance with the values and principles contained in it. That Code defines the fundamental rules of conduct for directors, auditors, employees and independent contractors in view of fulfilling and protecting those values. The model for implementation of the Code of Ethical Conduct is based on the self-policing of the organisational units that pursue and defend the reputational value of socially responsible conduct. The annual reporting of non-financial information contained in the Integrated Annual Report of the Fideuram Group, presents to the stakeholders the initiatives and indicators connected with topics of importance to them, fulfilling the commitments made in the Code of Ethical Conduct.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. **GOVERNANCE**

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

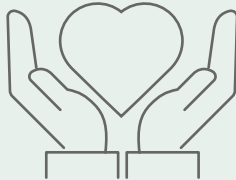
Any violations of the Code that do not involve fraudulent acts or violations of specific provisions of law are subject to mandatory measures based on a constructive approach aimed at heightening individual sensitivity and care for the values and principles affirmed in the Code.
Reports on violations of the Code are handled at the level of Intesa Sanpaolo in collaboration with the structures involved.

The Group’s growth strategy aims to create value that is solid and sustainable from economic, financial, social and environmental standpoints, built on the trust of its stakeholders and based on the principles of the Code of Ethical Conduct and on the values that have always set apart Fideuram’s culture and tradition.

The Fideuram Group has defined its own Purpose with the identification of the 5 values in which it recognizes itself:



COURAGE
DECIDING TO CREATE THE FUTURE
We are future-oriented, which is why, with respect for our history, we persevere in the responsible search for innovative, forward-looking and engaging solutions.



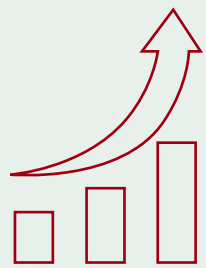
INCLUSION
THE POWER OF DIVERSITY
We create the conditions for everyone to express themselves to the fullest, because we need everyone’s talents.



TRUST
THE BOND THAT CREATES VALUE
We cultivate a “valuable asset” that, through words and deeds, generates mutual credibility, satisfaction and well-being.



UNION
STRONGER TOGETHER
Feeling united expresses the essence of who we are, guides us in recognising the right and consistent choices and strengthens us in facing the challenges of the present and the future.



GROWTH
THE AMBITION OF THE COMMON GOOD
We create the shared well-being of today and tomorrow, striking a balance between ambition and sustainable growth over time, with a special focus on younger generations.

The Code of Ethical Conduct, set up as a real “Charter of Relations” with all stakeholders, has contributed to explaining the values and principles of conduct resulting from that Code, and specifically in regard to:

- support for the human rights affirmed in the Universal Declaration of Human Rights and subsequent international conventions;
- protection of the fundamental rights contained in the main conventions of the ILO (International Labour Organization);
- recognition of the principles set out in the 2006 United Nations Convention on the Rights of Persons with Disabilities;
- contribution to the fight against bribery and corruption, by supporting the guidelines issued by the OECD and prescribing “zero tolerance” for any episodes that might occur.

The Intesa Sanpaolo Group recognises the fundamental principle enshrined in the Universal Declaration of Human Rights and the United Nations Guiding Principles on Business and Human Rights, which obligates businesses and individuals to respect, protect, and promote human rights and fundamental freedoms.

Intesa Sanpaolo adheres to the Global Compact and the Women's Empowerment Principles promoted by the UN, which set out the guidelines for companies with the aim of promoting gender equality and women's professional development in the workplace. Intesa Sanpaolo is also a member of the UNEP Finance Initiative (UNEP FI), which is built on principles that pursue eco-compatible sustainable development.

In view of implementing these concepts, a document entitled “Principi in materia di Diritti Umani” (Human Rights Standards) has been issued.

Consequently, Fideuram is committed to promoting respect for human rights in all situations where it recognises any effects of its own activity. The implementation and gradual extension of human rights protection is monitored through:

- analysis of the areas of impact on and contingent risks to human rights, which emphasises the most exposed areas in light of the International Bill of Human Rights and the eight principal ILO conventions;
- training sessions for employees tailored to their assigned tasks, roles, and responsibilities;
- reporting of non-financial information, which calls for engaging the participation of stakeholders and defining improvement targets, associated measurement indicators, and results of monitoring activity.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. **GOVERNANCE**

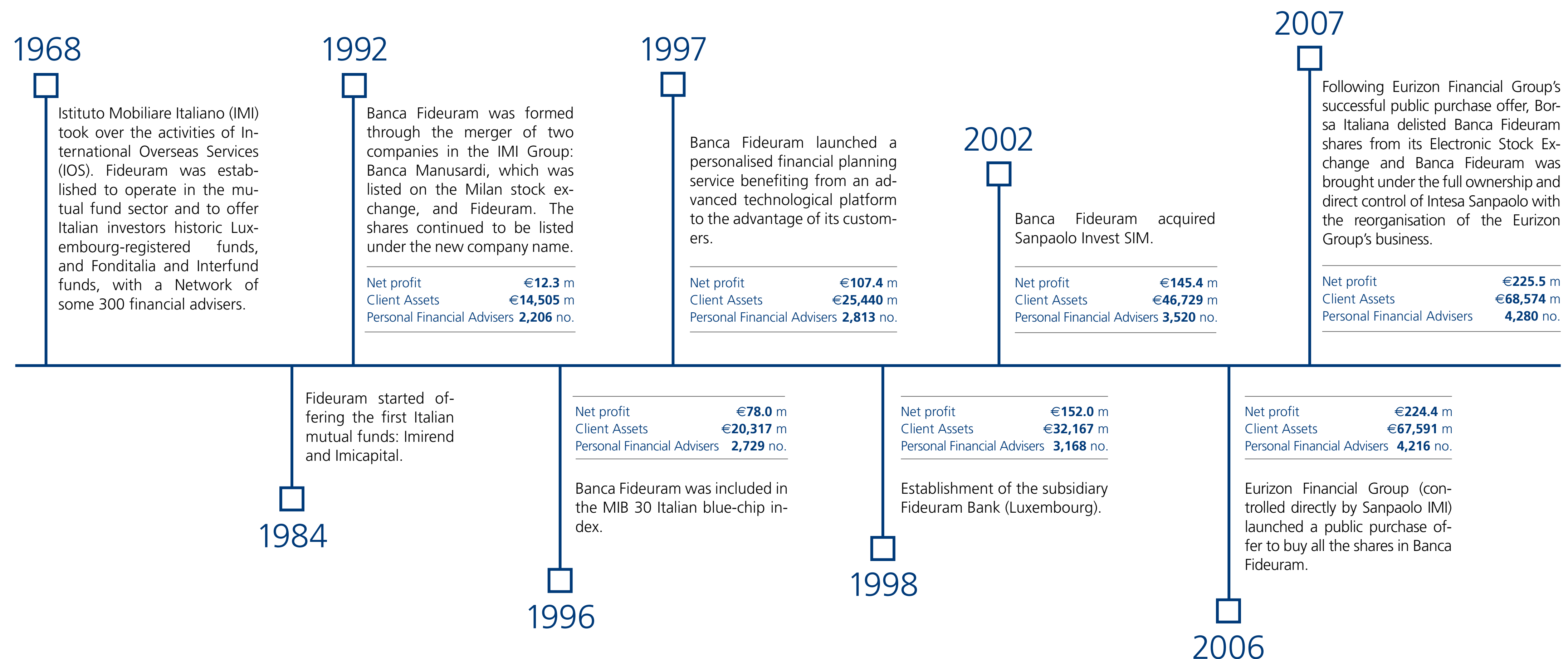
5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



Continue on next page >>



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

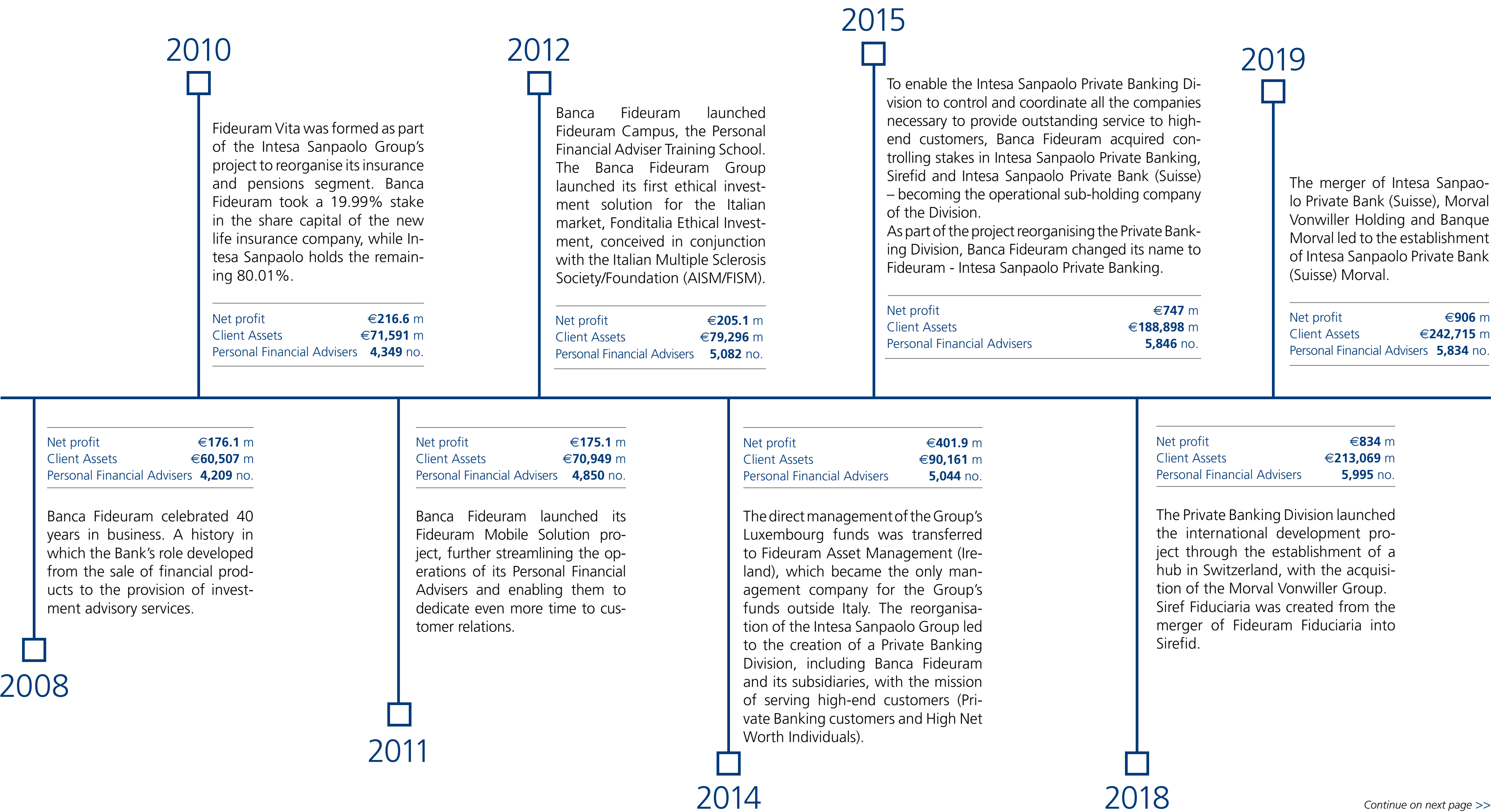
5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



Continue on next page >>



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. **GOVERNANCE**

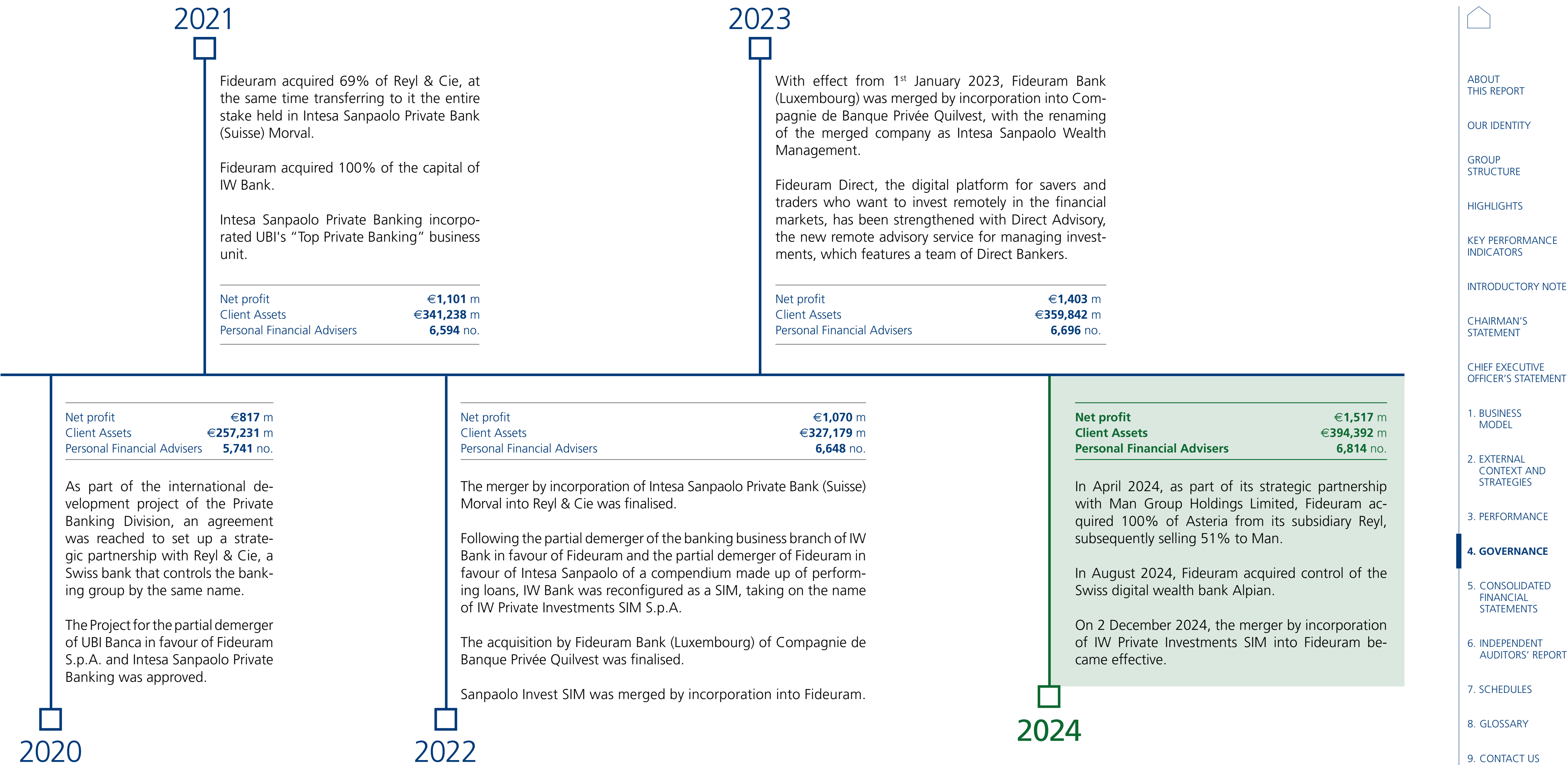
5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



- ABOUT THIS REPORT
- OUR IDENTITY
- GROUP STRUCTURE
- HIGHLIGHTS
- KEY PERFORMANCE INDICATORS
- INTRODUCTORY NOTE
- CHAIRMAN'S STATEMENT
- CHIEF EXECUTIVE OFFICER'S STATEMENT
- 1. BUSINESS MODEL
- 2. EXTERNAL CONTEXT AND STRATEGIES
- 3. PERFORMANCE
- 4. GOVERNANCE**
- 5. CONSOLIDATED FINANCIAL STATEMENTS
- 6. INDEPENDENT AUDITORS' REPORT
- 7. SCHEDULES
- 8. GLOSSARY
- 9. CONTACT US

4.2 Organisational structure

Fideuram’s governance model provides for the following company bodies:

- the Shareholders’ Meeting, which expresses the shareholder’s wishes;
- the Board of Directors, appointed by the statutory Shareholders’ Meeting for a period of three financial years and vested with all management powers regarding the Bank;
- the Chairman of the Board of Directors – appointed by the Board of Directors from among its members – who is the Bank’s legal representative in dealings with third parties and in legal proceedings;
- a CEO, appointed by the Board of Directors, which determines his/her powers in accordance with the By-Laws;
- the General Management that, pursuant to the By-Laws, comprises a General Manager, if appointed, and one or more persons who may be appointed Co-General Manager and/ or Deputy General Manager. In accordance with the duties and competencies assigned by the Board of Directors, they execute the decisions taken by the Board of Directors and delegated bodies, managing the Bank’s current business, organising its activities and deciding the appointment and assignment of personnel. The General Management, each member of which is appointed by the Board of Directors, currently comprises a General Manager (position filled by the CEO) and two Co-General Managers;
- the Board of Statutory Auditors, appointed by the Shareholders’ Meeting for a period of three financial years and made up of three Statutory Auditors and two Acting Auditors, which acts in a supervisory role regarding compliance with the law, regulations and By-Laws, respect for the principles of good management, and, in particular, regarding the suitability of the organisational, administrative and accounting solutions adopted and their operation in practice. The Board of Statutory Auditors also performs the duties of a Supervisory Board pursuant to Italian Legislative Decree 231/2001.

The powers and operating procedures of the Company Bodies are set out in laws and regulations, in the By-Laws and in resolutions of the competent bodies. The Board of Directors has approved the Fideuram “Regulations governing the operation of the Board of Directors with respect to multiple appointments”, in compliance with the internal regulations implementing the Bank of Italy Supervisory Regulations.

The statutory audit is carried out by an independent auditing firm that meets the requirements of Italian law. Fideuram has appointed EY S.p.A. as the independent auditors for its separate and consolidated financial statements for the 2021 to 2029 financial years. Intesa Sanpaolo has made provision for the position of Manager Responsible for the preparation of the company accounts at each Group company. For the activities performed in compliance with legal obligations, the Manager Responsible, a position that is currently held at Fideuram by the Chief Financial Officer, complies with the Guidelines issued by Intesa Sanpaolo and relies on the organisational units under his supervision, including the Financial Management Governance Unit, which assist him in carrying out his duties.

Pursuant to the current Articles of Association of Intesa Sanpaolo S.p.A. and the "Intesa Sanpaolo Group Regulations", Intesa Sanpaolo’s Board of Directors appoints the members of the corporate bodies and Executive Directors of Subsidiaries – including Fideuram – in compliance with the Intesa Sanpaolo Group’s Policy for appointing corporate bodies of subsidiaries. Fideuram’s Board of Directors has identified the composition it considers optimal – from a quality and quantity perspective – to achieve the objectives set forth in Article 11 of Ministerial Decree no. 169/2020, which is as follows:

- the Board is such as to guarantee the performance of its functions with full autonomy and independence of judgement;
- it is adequate in terms of experience and professional skills to perform the specific tasks entrusted to it, having regard to the Bank’s concrete problems, and can draw on suitably extensive, appropriately diversified and complementary professional skills;
- the Board must also be suitably diverse in terms of age, gender (33%), tenure and place of origin;
- in order to ensure that the Board is adequately competent and professional, without prejudice to the requirements of relative regulations, an adequate knowledge of the core business and context in which the Bank operates is deemed necessary. The following competencies are also considered necessary for the proper functioning of the Board, and should be duly distributed among its members:
 - understanding and producing strategic guidelines and business plans;

- interpreting economic/financial data and accounting and financial reporting;
- identifying, interpreting and applying applicable legislation and in particular that of the banking and financial sector;
- identifying, assessing, monitoring, controlling and mitigating the main types of risk (including Environmental, Social and Governance risks, in line with recent joint EBA/ESMA Guidelines);
- evaluating the Bank’s operating mechanisms and organisational structures;
- at least a basic knowledge of subjects relevant to the banking sector, with a very good/high level for each individual member in more than one of the following areas:
 - financial markets;
 - banking and financial sector regulation;
 - addresses and strategic planning;
 - organisational structures and corporate governance;
 - risk management (identification, assessment, monitoring, control and mitigation of a bank’s main types of risk);
 - internal control systems and other operational mechanisms;
 - banking and financial activities and products;
 - accounting and financial reporting;
 - computer technology.
- with regard to good standing and reputation, the relevance of requirements already taken into consideration is confirmed regarding checks on company officers pursuant to the aforementioned Ministerial Decree 169/2020, in relation to the objective severity of facts committed or contested, to the stage and degree of criminal proceedings, to the stage of administrative penalty appeal proceedings, to the type and amount of the penalty, to the degree of responsibility of the party in the violation, to the subjective element (wilful misconduct or guilt), and to the reasons for the measures. The following are also evaluated: the relevance and connection of violations in the banking, financial,



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

securities, insurance, payment services, and anti-money laundering and terrorism financing sectors, the frequency/repetition of the violations, the proximity of the violation to the date of the assignment, the cooperation with the Supervisory or Judicial Authorities and any remedial conduct.

Following the complete renewal of the Board of Directors resolved by the Shareholders' Meeting of 22 April 2024, Article 13 of the Articles of Association was replaced by the text in the transitional provision, which stipulates the following "Article 13 - The Company is governed by a Board of Directors composed of a minimum of seven and a maximum of eleven members, as determined by the Shareholders' Meeting, in compliance with the regulatory provisions on gender balance in force from time to time and in accordance with the application procedures set forth in internal regulations. If one or more Directors leave office during the year, the others shall replace them pursuant to Article 2386 of the Italian Civil Code, in compliance with the gender balance provisions in force from time to time and in accordance with the application procedures set forth in the internal regulations".

It should be noted, in this regard, that the 35th update of the Bank of Italy Circular no. 285/2013 on "Corporate Governance" established that the number of members of the least represented gender must form at least 33% of the members of the Corporate Body.



Intesa Sanpaolo Private Banking - Mantova HNWI Branch.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

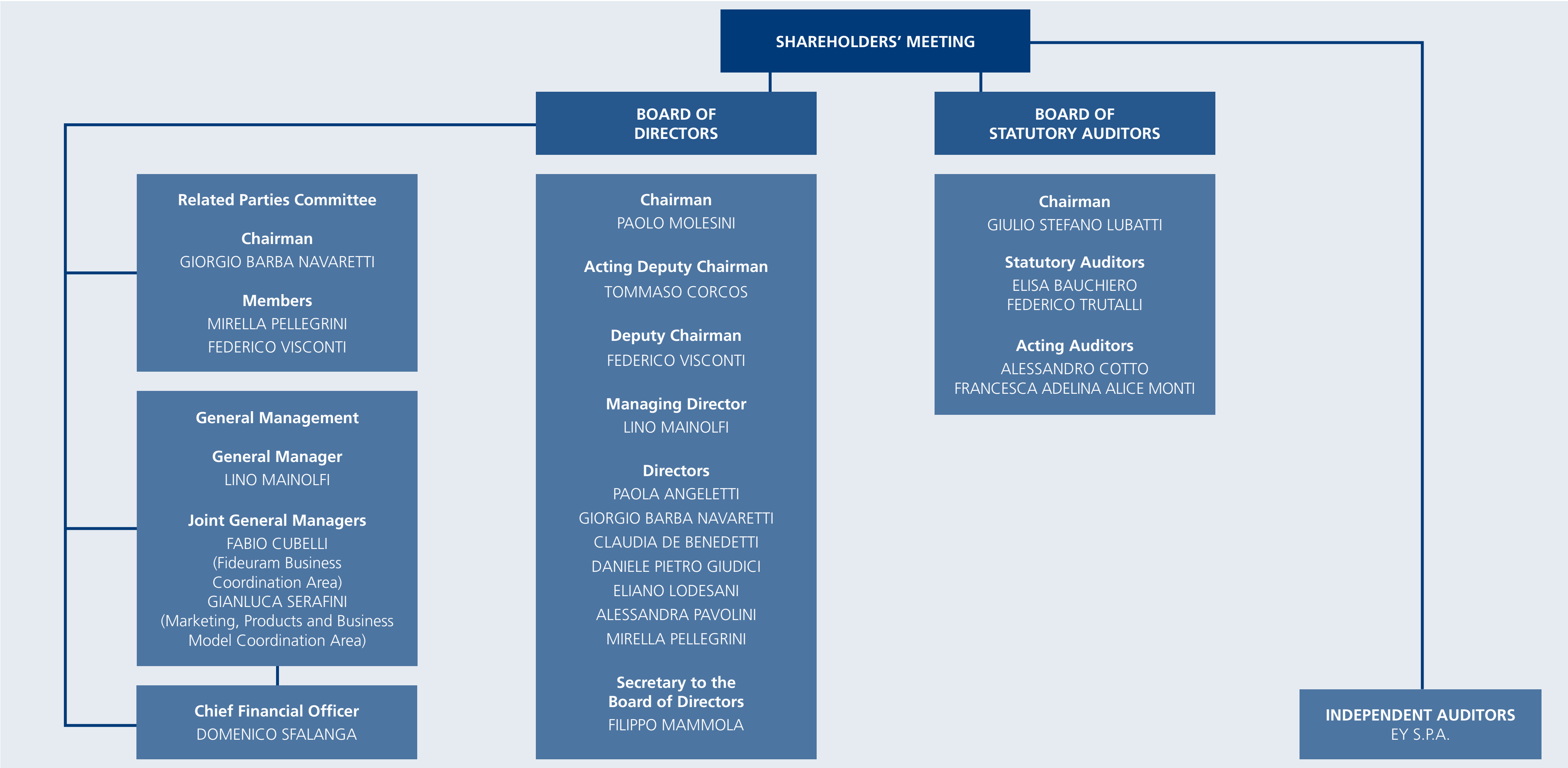
6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Company Officers



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

4.3 Ownership structure

The Bank’s fully paid-up share capital pursuant to Article 5 of the Articles of Association is €300,000,000.00 divided into no. 1,500,000,000 ordinary shares with no par value, wholly owned by Intesa Sanpaolo S.p.A., which is responsible for the Bank’s management and coordination as the parent company of the banking group of that name.



Fideuram - Intesa Sanpaolo Private Banking - Registered Office, Turin
Permanent Secondary Office, Milan
Administrative Headquarters, Rome

ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

4.4 Role of sub-holding company

Intesa Sanpaolo plays a management and coordination role, issuing directives and formulating instructions to govern company operating procedures and ensure that aligned organisational and management rules are adopted, ensuring levels of integration suitable for achieving shared strategic goals with a view to maximising value and optimising the synergies of belonging to the Group, leveraging the characteristics of its different members.

The Private Banking Division within the Intesa Sanpaolo Group brings together the companies providing financial advisory, asset management and fiduciary services. As part of the Business Plan 2022-2025, the Division has continued its outward growth and internationalisation process on which it embarked under the Group's previous Business Plan. The Division's mission is to serve the high-end customer segment, creating value with products and services conceived for excellence, while ensuring the increased profitability of Client Assets through constant development of our product range and service delivery solutions, focusing on products with a high service content and introducing innovative remuneration schemes. In line with the mission and objectives Intesa Sanpaolo has assigned the Private Banking Division, Fideuram has been made the sub-holding company of its subsidiaries in the Division. In this capacity, Fideuram heads an integrated group of companies both in and outside Italy that specialise in the distribution and management of financial products. Alongside the distribution of financial products, the Group also distributes insurance and pension products provided by Fideuram Vita S.p.A., an insurance company in the Intesa Sanpaolo Group.



Intesa Sanpaolo Private Banking - Milan HNWI Branch.



- ABOUT THIS REPORT
- OUR IDENTITY
- GROUP STRUCTURE
- HIGHLIGHTS
- KEY PERFORMANCE INDICATORS
- INTRODUCTORY NOTE
- CHAIRMAN'S STATEMENT
- CHIEF EXECUTIVE OFFICER'S STATEMENT
- 1. BUSINESS MODEL
- 2. EXTERNAL CONTEXT AND STRATEGIES
- 3. PERFORMANCE
- 4. GOVERNANCE**
- 5. CONSOLIDATED FINANCIAL STATEMENTS
- 6. INDEPENDENT AUDITORS' REPORT
- 7. SCHEDULES
- 8. GLOSSARY
- 9. CONTACT US

4.5 Company management

Composition and role of the Board of Directors

The Bank's Board of Directors comprises 11 members, appointed by the Ordinary Shareholders' Meeting of 22 April 2024. The term of office of all members ends with the Shareholders' Meeting called to approve the financial statements for the reporting period 2026.

Within the Bank's Board of Directors, the title of Executive Director may only be applied to the CEO and General Manager, in consideration of their assigned duties and powers of executive management and for the direction of the Bank's business and of the Personal Financial Adviser Networks.

All the Directors have the independence of judgement required for all corporate officers by Ministerial Decree no. 169/2020 (the "Decree"). In addition, five of them meet the requirements of independence specified in Article 13 of the Articles of Association and the Decree.

The specific situations listed in Article 13 of the Decree do not exist in respect of those officers and can be divided into:

- a) the personal conditions of the Officer; the officer "is a spouse who is not legally separated, a person bound in a civil partnership or de facto cohabitation, a relative or a relative by marriage up to the fourth degree": (i) of the Chair of the Board of Directors, Management Board or Supervisory Board and executive officers of the bank; (ii) of the heads of the bank's main corporate functions; or (iii) of all other persons specified by the provision;
- b) "professional" situations of the Officer; the officer who: (i) is a shareholder of the entity; (ii) holds or has held, in the previous two years, executive positions (including that of Chairman of the Board

of Directors) with a shareholder of the bank (or its subsidiary), or has been a member of the Board of Directors of such companies for more than nine of the preceding twelve years; (iii) has held executive positions in the entity in the preceding two years; (iv) holds the position of independent director in another bank of the same group (excluding banks between which there are relations of direct, indirect or total control); (v) has served as a member of the

Board of Directors, Supervisory Body, Management Board or "common" Management of the bank for more than nine of the preceding twelve years, may not be considered as independent;

- c) situations of potential conflicts of interest of the Officer; the Officer who: (i) holds executive positions in a company in which "an executive officer of the bank holds the position of member of the board of directors or of the management board";

(ii) has (or has had in the two years prior to his/her appointment) direct or indirect professional relationships "such as to compromise his/her independence"; (iii) has held, in the two years prior to his/her appointment, positions with local authorities (or companies in which the latter hold shares), the Government or the European Commission, has been a political representative elected to a national Parliament (and, therefore, not only to one of the two chambers of the Italian Parliament, but also to that of other countries, including non-EU countries) or to the European Parliament, may not be considered as independent.

The Ministerial Decree 169/2020 also set limits on the number of offices that may be held by officers of banks of greater size or operational complexity. Specifically, such officers may hold a total number of positions in banks or other commercial companies (including the office held in the bank) equal to:

- one executive and two non-executive positions; or
- four non-executive positions.

Exemptions are also provided for, as well as arrangements for the aggregation of positions held.

On the basis of the declarations of the individual Directors concerned, all the Directors respect the limits on the total number of appointments they may hold. In accordance with Article 17 of the Articles of Associations, the Board of Directors is in charge of the Bank's ordinary and extraordinary management, excepting in those matters where Italian law restricts decision-making power to the Shareholders' Meeting. In particular, the Board of Directors has the authority to make decisions concerning, inter alia, general management policy, strategic policy and operations, business and financial plans and the system of corporate



Intesa Sanpaolo Private Banking - Turin San Carlo HNWI Office



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

governance, the approval and amendment of internal regulations, the appointment of General Management, the appointment/dismissal of company audit unit managers, and the purchase and sale of equity investments.

The Board of Directors likewise has the authority to make decisions concerning the following:

- mergers and spin-offs in the cases and following the procedures provided for by applicable laws and regulations;
- the establishment and closure of secondary registered offices;
- reductions in the share capital when shareholders withdraw;
- amendments to the By-Laws in accordance with regulatory provisions.

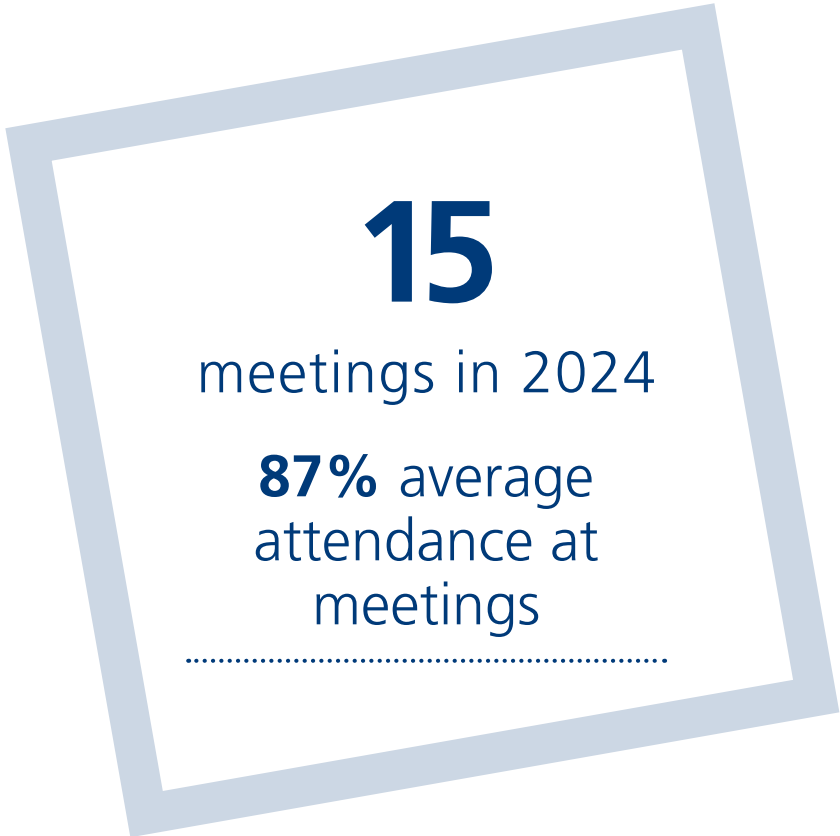
The Board of Directors must be kept constantly informed of all decisions taken by the delegated bodies through information provided at regular intervals by the CEO and General Manager.

The Board of Directors also receives and examines the regular information provided by the company audit units, the Group Business Continuity Plan Manager and the Supervisory Board established pursuant to Italian Legislative Decree 231/2001. Meetings of the Board of Directors, which the By-Laws stipulate must as a rule be held at two-month intervals, are normally held every month.

The Board of Directors also retains sole responsibility for the following duties:

- examining and approving the strategic business and financial plans of the Bank and its subsidiaries, the Bank’s corporate governance system and the Group structure, as well as formulating directives governing relations with subsidiaries;
- approving the budget, separate, and consolidated monthly, quarterly, half-year and annual financial statements;
- assessing the suitability of the organisational, administrative and general accounting systems of the Bank and of its strategically significant subsidiaries put in place by the CEO and General Manager, paying particular attention to the internal audit system and management of conflicts of interest;
- delegating authority to the CEO and General Manager, and revoking such authority, specifying the limits to and procedures for the exercise of said authority;
- deciding, with the agreement of the Board of Statutory Auditors, the remuneration of Directors with special positions or duties;
- drawing up guidelines for the internal audit system in conjunction with the Internal Audit Committee, and annually assessing the system’s suitability and effective operation;
- deciding, in accordance with Group policies, the remuneration of the members of General Management;

- evaluating general performance, taking into consideration, in particular, the information received from the delegated bodies and regularly comparing the results achieved with those planned;
- examining and providing prior approval for strategically, economically or financially significant transactions by the Bank and its subsidiaries, paying particular attention to situations in which one or more Directors have a potential direct or indirect conflict of interest, or, more generally, to transactions with related parties;
- reporting to the Shareholders at the Shareholders’ Meeting on the work carried out and planned.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Chairman

CHAIRMAN

Paolo Molesini

Non-Executive Director



% attendance at meetings of the Board of Directors **100%**

Length of service / first appointed: **24 February 2020**

Other significant offices held:

- Chairman of Intesa Sanpaolo Private Banking S.p.A.
- Deputy Chairman of Assoreti
- Chairman of the Fondazione Querini Stampalia

In accordance with the provisions of the By-Laws, the Chairman is empowered to act as the Bank’s legal representative. In addition, the Board of Directors has assigned the Chairman duties of direction and coordination and non-managerial powers that are instrumental in the operation of the Bank, including:

- supervising the CEO and General Manager’s implementation of the resolutions of the Board of Directors;
- acting on the decisions of the Board of Directors, having taken due note of the opinion of the CEO and General Manager, with respect to the Bank’s share capital and the purchase and sale of equity investments;
- proposing the appointment and dismissal of members of General Management to the Board of Directors, in consultation with the CEO and General Manager, and specifying their duties and responsibilities;
- formulating and managing media communications, branding and charitable activities, in consultation with the CEO and General Manager.

Chief Executive Officer

CHIEF EXECUTIVE OFFICER AND GENERAL MANAGER

Lino Mainolfi

Executive Director



% attendance at meetings of the Board of Directors **100%**

Length of service since first appointed: **22 February 2024**

Other significant offices held:

- Intesa Sanpaolo Group, Head of the Private Banking Division

The CEO and General Manager is responsible for the operational management of the Bank and of the Personal Financial Adviser Networks, with full powers of ordinary and extraordinary management in accordance with the general planning and strategic policies decided by the Board of Directors, with the sole exception of those powers which by law may not be delegated and those restricted to the Board of Directors or other corporate bodies.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

General Management

In line with the powers delegated to the CEO and General Manager, and in line with the broader system of delegation in place in the Private Banking Division, the Board of Directors of the Bank has appointed two General Co-Managers, assigning them responsibility for the Marketing, Products and Business Model Coordination Area and the Business Coordination Area, respectively. Each General Co-Manager is invested with specific powers to enable them to perform the duties assigned to them in their areas of responsibility and their corporate duties: powers to act proactively in an advisory and inquiry capacity, submitting proposals to the CEO and General Manager, and executive powers to implement the resolutions of the Board of Directors and the instructions of the CEO and General Manager.

General Co-Manager - Marketing, Products and Business Model Coordination Area

**GENERAL CO-MANAGER -
MARKETING, PRODUCTS AND BUSINESS
MODEL COORDINATION AREA**

**Gianluca
Serafini**

Appointed by the Board of Directors
on **18 July 2024**

Other significant positions held:

- Member of the Board of Directors of Intesa Sanpaolo Wealth Management S.A.



- The General Co-Director - Marketing, Products and Business Model Coordination Area, Mr. Gianluca Serafini, exercises the powers granted by the Board of Directors in order to implement the mission in his responsibility, consisting, among others, of the following:
 - ensuring, in accordance with guidelines for the evolution of the product offering and the marketing plan of the Division, the design and development of the product and service offer functional to the realisation of the commercial policies and objectives of the various distribution channels;
 - steering the Division's business model through the evolution of advisory and digital service models;
- supporting the commercial activities of the Division, its subsidiaries and Sales Networks, supporting the value proposition of products and services through omnichannel communication initiatives, sponsorships and partnerships and the organisation of events dedicated to customers and prospects;
- ensuring the preparation and updating of marketing agreements with Group Product Companies and Third-Party Companies for products and services in the range;
- managing the economic conditions of the products and services in the Division's catalogue.

General Co-Manager - Fideuram Business Coordination Area

**GENERAL CO-MANAGER - BUSINESS
COORDINATION AREA**

**Fabio
Cubelli**

Appointed by the Board of Directors
on **4 May 2017**

Other significant positions held:

- Board Member of SIREF Fiduciaria S.p.A.



- The General Co-Manager – Fideuram Business Coordination Area, Mr. Fabio Cubelli, exercises the powers conferred by the Board of Directors to implement the coordination area's mission, which includes:
 - ensuring business governance in accordance with the Company's strategies and objectives by defining guidelines and policies over product marketing, distribution assets and initiatives to support sales and motivate perimeter Sales networks;
 - coordinating the perimeter Sales networks, through the relevant management structures in accordance with the guidelines defined by the Managing Director and General Manager, and coordinating the banking network;
- ensuring the development of the perimeter Sales network distribution model by ensuring the identification and implementation of functional actions and tools for the marketing of products and services;
- ensuring the definition of the commercial budget (annual/multi-year), and the governance of the remuneration policies and agency relationships of the perimeter Sales networks in accordance with the guidelines defined by the Board of Directors and the Managing Director and General Manager.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Chief Financial Officer

CHIEF FINANCIAL OFFICER

Domenico Sfalanga



Appointed by the Board of Directors on **2 November 2015**

Other significant positions held:

- Intesa Sanpaolo Group, Head of Finance Wealth Management Coordination

The Chief Financial Officer of the Bank, Mr. Domenico Sfalanga, is responsible for pursuing his structure’s mission, which includes:

- defining guidelines and policies on planning, budgeting, management control, finance and treasury, capital management, budgeting, taxation, data governance, investor relations and rating agencies for the Bank and its subsidiaries, in line with the Group’s strategies and objectives;
- defining the Bank’s and subsidiaries’ guidelines and policies on proprietary finance, treasury and ALM, in line with Intesa Sanpaolo’s corporate strategies and objectives and guidelines;
- ensuring the optimal asset allocation of the Bank’s and subsidiaries’ investments and liquidity management in euro and foreign currencies by managing the risks associated with the proprietary portfolio and ensuring the profitability of proprietary asset management and related management reporting;
- ensuring the correct and timely representation of the economic, financial and business results of the Private Banking Division, the Bank and its subsidiaries in order to measure performance and fulfil mandatory and regulatory obligations.

The Chief Financial Officer is the Manager Responsible for the preparation of accounting documents ("Responsible Officer") in accordance with "Intesa Sanpaolo’s Financial and Administrative Governance Guidelines" and the "Financial and Administrative Governance Regulations of Fideuram - Intesa Sanpaolo Private Banking".



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

UPDATING AND TRAINING MEMBERS OF THE BOARD AND DIRECTORS

The Board of Directors ensures that the Bank prepares and implements induction programmes (where necessary), and training plans for Board members as part of the induction process managed by Intesa Sanpaolo for members of the corporate bodies of the Group’s Banks. Where instructed by the Chairman, the Board of Directors should organise and encourage Directors to participate in initiatives aimed at increasing their knowledge of the Bank’s areas of business and of Group companies, of corporate trends, of the principles for proper risk management and of the regulatory and legal framework, including through formal and informal meetings aimed at deepening their understanding of strategic issues.

During 2024, three induction sessions were held dedicated to an in-depth examination of the Bank’s business model and the analysis of risk profiles and safeguards in the areas of ICT, IT security, anti-money laundering and financial sanctions. These initiatives respond to the objective of creating a shared Group culture on issues, from time to time identified as topical/relevant in the global context and of general interest to the Group, such as Cybersecurity & Business Continuity and ESG, underlining the importance Intesa Sanpaolo attaches to sustainability and its centrality in the Business Plan.

Fideuram’s Board of Directors periodically receives reports from the Group’s audit departments on the activities carried out and describing the assessments made, their results emerged, the weaknesses detected, and the measures proposed to make good those weaknesses in the various areas of the Group.

The Board of Directors also periodically receives updates on existing anti-corruption policies and procedures, despite not participating in specific training initiatives.

Several Board members also hold positions on the Boards of leading Italian universities, foundations and third sector organisations active in social issues and in the fields of art, culture, health, education and tackling poverty. In particular, a Board Member is a member of the Board of Directors of a company that offers Advisory and Account Aggregation services on the Italian market by analysing investments also from a sustainability and social impact perspective according to ESG criteria.

SUSTAINABILITY GOVERNANCE

The Intesa Sanpaolo Group intends to further strengthen its leadership in CSR and ESG issues to become a role model in the sector. It is also one of few European financial groups to have signed up to all major United Nations initiatives (such as the Global Compact and the Principles for Responsible Banking) for the financial sector as part of achieving the UN Sustainable Development Goals.

In this context, the "Guidelines for the Governance of Group Environmental, Social and Governance (ESG) Risks", last endorsed by the Fideuram’s Board of Directors on 20 June 2023 establish the principles and define the roles and responsibilities of the Corporate Bodies, Internal Governance Structures and the main corporate functions of Intesa Sanpaolo (as Bank and Parent Company) that are involved - in various capacities - in monitoring such risks and defining the macro-process for governing such risks. To this end, these Guidelines outline:

- the general principles for addressing and managing ESG risk;
- the tasks and responsibilities of the numerous actors involved;
- the ESG risk management model;
- ESG risk governance macro-processes;
- how Banks and Group Companies are directed and coordinated.

According to the Group’s “Guidelines for the Governance of Environmental, Social and Governance (ESG) Risks”, the Group must be aware of its role in fostering greater environmental and social sustainability across the economic system in line with the rapidly evolving European rules and regulations sustainability, and should adopt a medium-long term strategy and a transversal and holistic approach to ESG topics issues, grounded in:

- defining a Group ESG strategy;
- integrating ESG factors into the overall Risk Management framework;
- integrating ESG factors into the credit framework;
- including ESG factors in asset management activities;
- carefully considering ESG factors when developing policies, products and services, including in the client advisory process;
- integrating ESG risk factors wholesale when monitoring compliance risks;
- promoting a strong ESG risk culture throughout the organisation.

The Group considers the following sustainability issues to be worthy of specific attention across all business areas:

- exposure to environmental issues. The Group promotes the reduction of CO₂ emissions and the transition to a more sustainable economy both in its own operations and in those of its customers;
- involvement in sectors that are particularly critical from a social perspective. The Group promotes human rights, prohibiting any financing/investment in activities related to the manufacture, sale and storage of unconventional weapons, and carefully assesses exposure to companies/issuers active in the production or marketing of weapons, fossil coal, oil and unconventional gas, tobacco and gambling;

- exposure to high corporate governance risks. The Group promotes good governance practices and carefully assesses transactions involving companies with a clear exposure to such risks as part of the ESG & Reputational Risk Clearing process.

With reference to the management policies of financial products and investment services provided to customers, the Group undertakes the following:

- integrating ESG factors into investment analysis and decision-making, criteria for selecting issuers and investment management, including in relation to specific benchmarks;
- progressively expanding its ESG monitoring of financial assets and extending its range of sustainable financial products;
- promoting effective, sustainably themed investments that enable the Group can play an active role in mitigating environmental or social challenges such climate change, resource depletion, and economic and social inequality;
- making customer information clear and understandable by informing customers about financial products that have sustainable characteristics or investment objectives;
- offering customers an advisory service with a high level of protection and collecting information on sustainable investment preferences as during customer profiling.

The Private Banking Division, like the Group’s other Divisions and Intesa Sanpaolo’s Governance Areas, contributes to implementing strategic guidelines on the issues set out above within its remit and in accordance with the guidelines provided by Intesa Sanpaolo’s corporate structures.

Fideuram has also adopted the Code of Ethics of the Intesa Sanpaolo Group, the Group’s document of reference for integrating social and environmental



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

concerns into its business processes, practices and decision-making. The Code sets out commitments for managing stakeholder relations and lays down the elements of the corporate culture and the values which the entire Group must adhere to.

Given the strategic importance that the 2022-2025 Business Plan gives to ESG issues within the Private Banking Division and due to the number and complexity of ESG initiatives, the Bank has strengthened its governance structure in this area, setting up a specific "Sustainability (ESG)" Session within the Management Committee. The Session is made up of senior managers of the Division and has the task of:

- working together to identify sustainability issues (ESG) with particular reference to aspects of Corporate Governance, Products and Investments, Business Model and Communication;
- working together to define strategic and sustainability (ESG) initiatives, considering the objectives of soundly and sustainably creating and distributing value among all stakeholders;
- ensuring that all technological development is consistent with the ethical principles of the Intesa Sanpaolo Group, with specific reference to artificial intelligence and machine learning;

- examining the information included in the Annual Integrated Report and adopting the principles contained in the Integrated Reporting Framework issued by the International Integrated Reporting Council (IIRC);
- ensuring that sustainability initiatives of the Intesa Sanpaolo Group and the ESG Steering Committee are coordinated and integrated with the activities of the Fideuram Group;
- proposing sustainability initiatives for the Fideuram Group, including by preparing business cases and verifying their financial sustainability and their impact on the Division's purpose and image.

In 2024, the Management Committee met five times in "Sustainability (ESG)" sessions.

Composition of the Board of Directors

OFFICE	MEMBERS	DATE OF APPOINTMENT	% OF MEETINGS ATTENDED	NUMBER OF OTHER OFFICES HELD IN THE INTESA SANPAOLO GROUP	EXECUTIVE	NON-EXECUTIVE	INDEPENDENT AS PER BY-LAWS
Chairman	Paolo Molesini	22/04/2024	100%	1	-	X	-
Acting Deputy Chairman	Tommaso Corcos	22/04/2024	100%	1	-	X	-
Deputy Chairman	Federico Visconti	22/04/2024	100%	-	-	X	X
Chief Executive Officer/General Manager	Lino Mainolfi	22/04/2024	100%	-	X	-	-
Director	Paola Angeletti	22/04/2024	100%	4	-	X	-
Director	Giorgio Barba Navaretti	22/04/2024	100%	-	-	X	X
Director	Claudia De Benedetti	22/04/2024	100%	1	-	X	-
Director	Daniele Pietro Giudici	22/04/2024	100%	-	-	X	X
Director	Eliano Lodesani	22/04/2024	100%	1	-	X	-
Director	Alessandra Pavolini	22/04/2024	90%	1	-	X	X
Director	Mirella Pellegrini	22/04/2024	100%	-	-	X	X

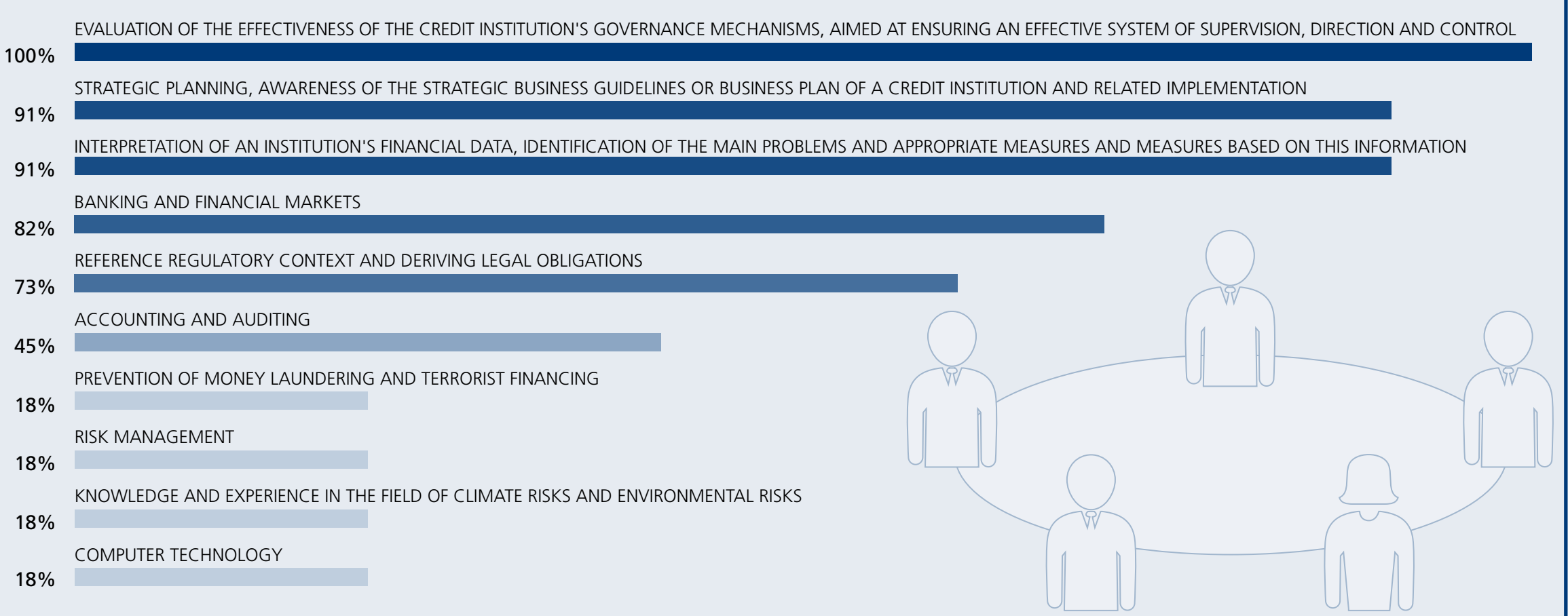
Composition by gender



Composition by age group



Composition by professional expertise of the Directors



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

4.6 Remuneration policies

Fideuram has adopted a traditional management and control system. Consequently, the Shareholders’ Meeting has sole authority to decide the remuneration policies for Directors.

In accordance with Article 2364 of the Italian Civil Code, the Shareholders’ Meeting is, moreover, responsible for determining – in accordance with Group guidelines – the annual remuneration of the members of the Board of Directors it has appointed, together with any compensation payable for attending Board meetings.

The Shareholders’ Meeting is also responsible for approving: (i) the remuneration policies for employees and for human resources that are not salaried employees of the company, (ii) share-based compensation arrangements, and (iii) the criteria for determining the remuneration due in the event of early severance of employment or early termination of office, including any limits established for such remuneration.

The Shareholders’ Meeting may also set, with the qualified majorities defined by Supervisory Regulations, a ratio between the variable component and fixed component of individual staff remuneration exceeding 1:1 but not exceeding the maximum limit set by those regulations.

In accordance with the Supervisory Regulations, the remuneration policy document is drawn up Intesa Sanpaolo for the entire banking group to ensure its overall consistency, provide the necessary guidance for its implementation and to verify its correct application at Group level.

The remuneration of Directors with special positions or duties is decided by the Board of Directors in accordance with Article 2389 of the Italian Civil Code and in compliance with the By-Laws and the remuneration policies approved by the Shareholders’

Meeting, having taken due note of the opinion of the Board of Statutory Auditors.

The CEO, as General Manager, and the General Co-Managers, are entitled to a fixed gross salary and a variable bonus, linked to the achievement of targets set in advance by the Board of Directors, in accordance with the guidelines of parent company Intesa Sanpaolo and the Supervisory Regulations regarding remuneration and bonus policies and practices.

Fideuram adopts Group performance evaluation systems differentiated by population cluster.

For Professionals, the evaluation system adopted is UpPER, which, with the support of a digital system, places each individual at the centre, valuing the specific job and its contribution. Appraisals are carried out based on three KPIs, which are communicated to managers and employees at the start of each year. In the interest of ensuring continuous dialogue during the appraisal cycle, managers can provide feedback to employees on these KPIs through a dedicated app.

For Risk Takers and Middle Management, the evaluation systems adopted are in turn differentiated based on the job titling system adopted by the Group linked to the responsibilities and contribution of the role, as well as the function to which they belong. In particular, for Risk Takers and Middle Management with the title of "Senior Director" or "Head of" in some specific functions, the evaluation system adopted is Managers' Performance Accountability, which provides objective, measurable qualitative and quantitative KPIs, identified consistently with the objectives of the Business Plan. For the remaining management with the title of "Head of" the system adopted is aHead which provides KPIs defined in line with the levers used by managers and managerial indicators connected to the Group's Leadership Model.

The Group also has short-term and long-term incentive plans in place for the entire workforce, as set out in the Remuneration Policy drawn up by Intesa Sanpaolo for the entire Banking Group.

In particular, for the Group's Risk Takers and Middle Management there is an annual Incentive System linked to the Managers' Performance Accountability/aHead evaluation system (according to the clustering specified above) for which a bonus is determined based on the achievement of the objectives according to the rules established in the remuneration policies of Intesa Sanpaolo. This system places ESG at the heart of performance by setting specific KPIs for the CEO of Intesa Sanpaolo and to approximately 3,000 managers (in Italy and abroad), including top managers and managers of Fideuram, which underline the Group's commitment to sustainability and ESG.

Incentive initiatives dedicated to business segments with high profitability and relevance within the strategy defined at a Business Plan level are also envisaged.

In addition to these tools, in order to enhance the commitment and involvement of all the Group's people in achieving the economic, capital and sustainability objectives of the 2022-2025 Business Plan, the Group has confirmed the use of long-term incentive systems aligned with the time horizon of the Plan itself and differentiated by purpose, tools and population cluster. Specifically, two new long-term incentive plans aimed at the entire population have been launched:

- the Performance Share Plan (PSP) intended for Management (including the Managing Director, the remaining Group Top Risk Takers and the other Group Risk Takers) and based on actions recognized over time upon the achievement of performance objectives;

- the LECOIP 3.0 Long-Term Incentive Plan intended for Professionals in the Italian perimeter and based on Certificates with Intesa Sanpaolo shares as the underlying.

In these Plans, albeit according to different mechanisms depending on the population each plan is for, the ESG perspective is included as illustrated in the remuneration policies of Intesa Sanpaolo.

In conjunction with Intesa Sanpaolo's 2022-2025 Business Plan, a 2022-2025 Long-Term Incentive Plan was also launched for non-employee financial advisers of the Fideuram, Sanpaolo Invest and IW Private Investments Networks.

Details of the remuneration paid to the Directors are provided in the Notes to the Financial Statements.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

4.7 Internal controls system

The internal audit system is an essential core component of the Bank’s corporate processes and is designed to ensure – through managing the related risks – that the Bank and its subsidiaries are managed properly with a view to achieving their stated goals and, at the same time, to safeguarding their stakeholders’ interests.

Fideuram combines profitability with the informed undertaking of risks through the monitoring and management of the risks connected with the company’s processes and the proper management of the Bank and its subsidiaries.

The internal audit system operates in accordance with the relevant European and Italian laws and regulations in force and, in particular, the related provisions of the European Central Bank’s and the Bank of Italy’s supervisory regulations, the Italian Finance Consolidation Act and the provisions implementing it issued by the Italian National Commission for Listed Companies and the Stock Exchange (CONSOB) and the Bank of Italy, as well as the internal regulations of the Intesa Sanpaolo Group.

The Bank’s internal audit system, which has been organised in accordance with the law, Supervisory Regulations and international best practices, is based on a set of rules, duties, resources, processes, procedures and organisational units that aim to ensure alignment with company strategies and the achievement of the following objectives:

- due implementation of company strategies and policies;
- risk containment within the limits specified in the Bank’s Risk Appetite Framework (RAF);
- protection of the value of assets and protection against loss;

- effectiveness and efficiency of corporate processes;
- reliability and security of corporate information and IT procedures;
- risk prevention regarding the Bank’s involvement, including unintentionally, in unlawful activities (particularly with regard to money laundering, the lending of money at exorbitant interest rates and the financing of terrorism);
- compliance of operations with the law, supervisory regulations and internal policies, procedures and regulations.

The internal audit system plays a crucial role and involves the entire company organisation (company bodies, departments, and personnel at all levels). It is formalised by a body of “Governance Documents”, which govern the running of the Bank (including the By-Laws, Code of Ethical Conduct, Group Regulations, Policies, Guidelines, Organisation Charts and the Organisational Model pursuant to Italian Legislative Decree 231/2001), and operational regulations which govern its corporate processes, single activities and related controls.

In line with the provisions of the Supervisory Regulations on internal audits (Bank of Italy Circular no. 285/2013, Title IV, Section 3), Intesa Sanpaolo approved its “Integrated Internal Audit System Regulations”, which specify the internal audit system for the entire Banking Group. The Bank, which is subject to said Supervisory Regulations, has consequently both adopted the aforesaid regulations and approved its own regulations that reflect the specific nature of its operations and comply with the guidelines and decisions of Intesa Sanpaolo.

This regulations document constitutes the reference framework for the Bank’s internal audit system, setting out the auditing principles and rules for the documents issued in compliance with specific Supervisory Regulations. In particular, it sets out the reference principles and specifies the tasks and responsibilities of the company bodies and units with audit duties that variously contribute to the proper functioning of the internal audit system. It also sets out the coordination procedures and information flows which promote the integration of the system. More specifically, the company rules outline organisational solutions that:

- ensure there is sufficient separation between operating and audit units and avoid situations where there could be a conflict of interest in the allocation of responsibilities;
- are able to appropriately identify, measure and monitor the main risks assumed in the various operating areas;
- ensure that there are reliable information systems and suitable reporting procedures in place at the various different levels with governance and control responsibilities;
- enable any issues encountered by the operating units, as well as by the audit units, to be promptly reported to the appropriate levels so that they may be dealt with immediately;
- ensure appropriate levels of business continuity.

From an operational standpoint, the internal audit and risk management system comprises three levels:

1. line audits performed by the operational and business units;
2. risk and compliance audits which aim, inter alia, to ensure:
 - the due and effective implementation of the risk management process;
 - compliance with the operating limits assigned to the various units;
 - compliance of company operations with applicable regulations, including those regarding self-regulation.

The units responsible for these audits (“Level II units”) contribute to the development of the risk management policies and process. Fideuram’s Level II units include the Risk Management Unit, headed by the Chief Risk Officer Area of the Bank, the Compliance and Anti-Money Laundering Units, headed by the Chief Compliance Officer of Intesa Sanpaolo, and Intesa Sanpaolo’s Internal Validation Service, which performs the risk management function duties specified in the related regulations in its areas of competence;

3. internal audits (“Level III units”) that aim to identify any breaches of the procedures or of the regulations, as well as to periodically assess the completeness, suitability, functionality (in terms of efficiency and effectiveness) and reliability of the organisational structure of the other components of the internal audit system and information system (ICT Audit), at predetermined intervals to suit the nature and severity of the risks. Fideuram’s Level III units include the Audit functions performed by the Chief Auditing Officer of Intesa Sanpaolo.



- ABOUT THIS REPORT
- OUR IDENTITY
- GROUP STRUCTURE
- HIGHLIGHTS
- KEY PERFORMANCE INDICATORS
- INTRODUCTORY NOTE
- CHAIRMAN’S STATEMENT
- CHIEF EXECUTIVE OFFICER’S STATEMENT
- 1. BUSINESS MODEL
- 2. EXTERNAL CONTEXT AND STRATEGIES
- 3. PERFORMANCE
- 4. GOVERNANCE**
- 5. CONSOLIDATED FINANCIAL STATEMENTS
- 6. INDEPENDENT AUDITORS’ REPORT
- 7. SCHEDULES
- 8. GLOSSARY
- 9. CONTACT US

In addition, Fideuram's Manager Responsible also contributes to the internal control system. In fact, the "Intesa Sanpaolo Guidelines for Administrative and Financial Governance" require Intesa Sanpaolo Group subsidiaries included in line-by-line consolidation to identify in their organisational chart, subject to the opinion of the Intesa Sanpaolo Financial Reporting Manager to whom this position functionally reports, a Manager Responsible, who will guarantee,

at local level, the assurance activities on financial reporting required of the company. The company audit units that perform the required activities enjoy the necessary autonomy and independence from the operating units and have unrestricted access to company data, archives and assets in the performance of their respective duties. These units are organisationally separate from one another.

AUDIT COORDINATION COMMITTEE

This body has the responsibility of:

- monitoring implementation and maintenance of the integrated internal audit system on a continuous basis, facilitating coordination among the audit functions and guiding the joint actions taken for this purpose;
- participating with the audit functions in the planning of activities and sharing their results and actions, facilitating standard assessment of joint findings;
- coordinating discussion of the assessments made by the corporate audit functions, including in order to decide on mutually compatible times, standards and content;
- once every six months, on the basis of the reports and activities performed by the corporate audit functions, coordinating preparation of the Integrated Tableau de Bord for the Company Bodies of the Bank on the audits of the Bank and its subsidiaries, the results of those audits, the weaknesses found both at the level of the Bank as a whole and at the level of each individual subsidiary, and the measures to be taken to eliminate any deficiencies found;
- identifying the most important issues to be brought to the attention of the CEO and General Manager;
- in the case of problems found by several corporate audit functions or falling in the same operational or risk areas, addressing the significant issues and monitoring the progress of related remedial actions;
- facilitating coordination among the audit functions in defining and updating the methods used in cross-project situations, while pursuing effective integration of the risk management process;
- facilitating the dissemination of the risk culture and audit culture in the Private Banking Division.

In order to ensure their independence, these units:

- have the authority, resources and competencies required to perform the duties assigned to them;
- have a budget over which they have independent control;
- have access to all company data and external data (e.g. regarding outsourced activities);
- have a sufficient number of human resources with the necessary technical and professional competencies, who receive ongoing training.

Fideuram's Integrated Internal Audit System Regulations also provide for the establishment of an Audit Coordination Committee which acts as a technical body made up of management professionals at the Bank, with the purpose of strengthening interdepartmental cooperation and coordination regarding the Private Banking Division's internal audit system.

The Committee operates within the guidelines drawn up by the Company Bodies and on the basis of the operational and functional powers assigned to it by the Bank's Board of Directors.

SUPERVISORY BOARD

Fideuram adopted the "Organisational, Management and Control Model in accordance with Italian Legislative Decree 231 of 8 June 2001" (most recently updated as approved at the Board of Directors Meeting of 15 December 2023), designed to prevent the possibility of committing the offences specified in the Decree and, consequently, to rule out the Bank's administrative liability. The duty of supervising the operation, effectiveness and suitability of the Model and compliance with it, of preventing the offences specified in Italian Legislative Decree 231/2001, and of updating the Model, is entrusted to a Supervisory Board vested with autonomous powers of initiative and control that is autonomous, independent, professional and operates with continuity of action. The work, operation and duties of the Supervisory Board are, in addition to being specified in the Model, also governed by the related "Regulations governing the Supervisory Board established in accordance with Italian Legislative Decree 231/2001" as most recently approved by the Board of Directors on 12 June 2018. The Supervisory Board duties provided for by Italian Legislative Decree 231/2001 are assigned to the Board of Statutory Auditors. The Bank made this choice in accordance with the guidance given by lawmakers and the Supervisory Authority. Article 14 of Law 183/2011 specifically permits joint stock companies to assign the duties of the Supervisory Board to the Board of Statutory Auditors in order to streamline their corporate controls. The members of the Board of Statutory Auditors are, therefore, also members of the Supervisory Board, which can also include acting auditors, who are permitted to stand in for statutory auditors - solely for performing the duties of members of the Supervisory Board - in those cases provided for by the Model, when there are causes for the suspension of statutory auditors or statutory auditors are temporarily prevented from attending or their term of office has come to an end. The Supervisory Board sends a dedicated report at least every six months to the Board of Directors on the suitability of and compliance with the related Organisational, Management and Control Model. The Supervisory Board held 10 meetings in 2024.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

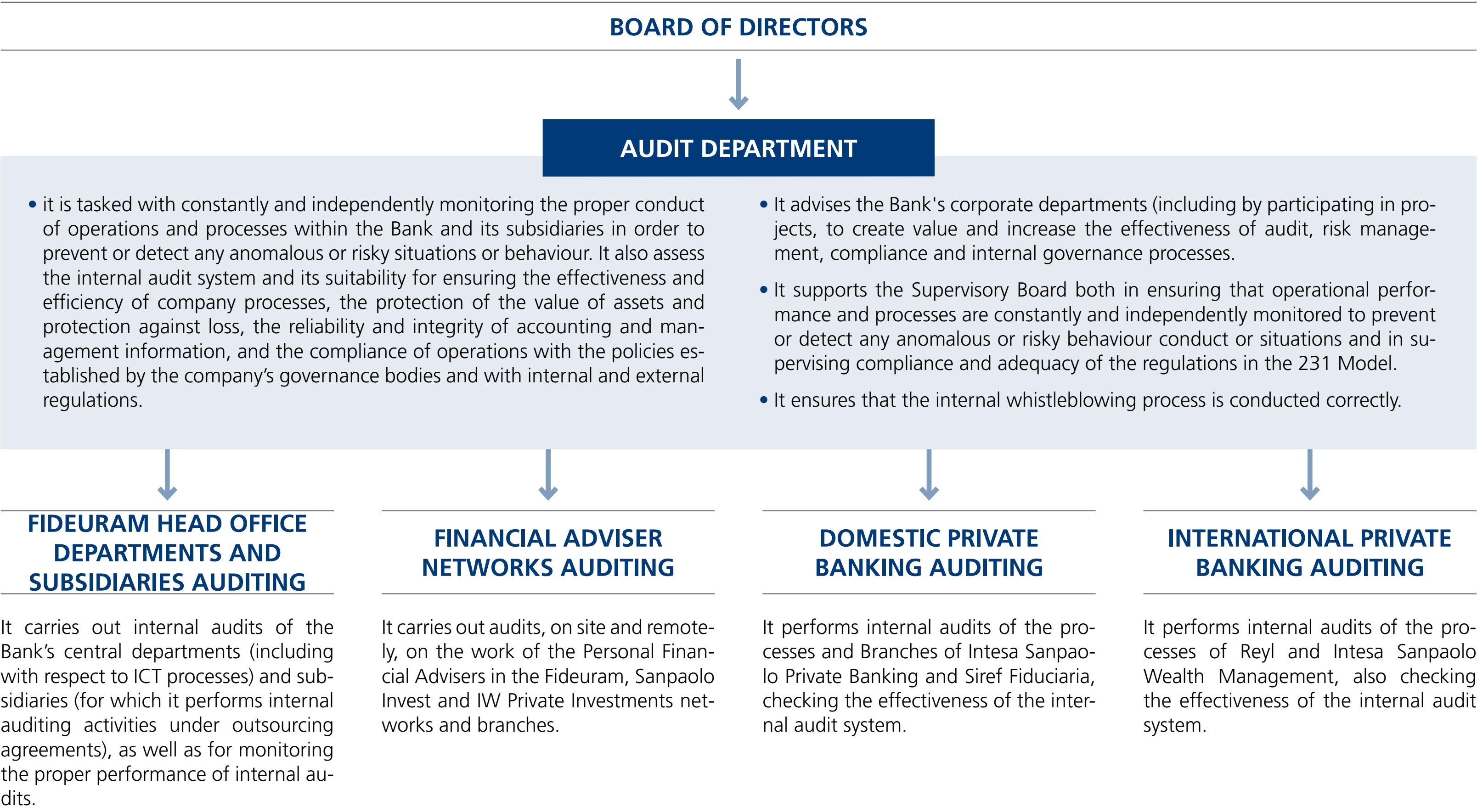
7. SCHEDULES

8. GLOSSARY

9. CONTACT US

AUDIT

The Audit Department reports directly to the Board of Directors:



The audit activities of Fideuram are managed through a unit dedicated to the Private Banking Division of the Area of the Chief Audit Officer of Intesa Sanpaolo. Audit activities are performed on the basis of specific service contracts for Fideuram and its subsidiaries: Fideuram Asset Management SGR, Siref Fiduciaria, Fideuram Asset Management (Ireland), Intesa Sanpaolo Wealth Management, Intesa Sanpaolo Private Banking and Reyl. As regards ICT process audits, these audits are carried out in conjunction with Intesa Sanpaolo's ICT Domestic Network, whereas the oversight over the two asset management companies is carried out by Intesa Sanpaolo's Insurance and Asset Management Audit areas.

The Head of Audit Private Banking, most recently appointed by the Board of Directors at its meeting on 20 June 2019, enjoys the necessary autonomy and independence from the operating departments and reports directly to the Board of Directors and Board of Statutory Auditors.

The Internal Audit Department takes a third level approach to auditing the overall functionality of the internal control system, informing the Company Bodies of possible improvements, particularly those concerning the Risk Appetite Framework (RAF), the risk management process and the tools for measuring and controlling those risks.

The Department has access to all the activities performed both at the central offices and at the branch locations. When important activities are assigned to third parties for performance of the internal control system (e.g. data processing), the Internal Audit Department has to be able to access the activities performed by those parties as well. The Audit Department submits an annual report to the Board of Directors and Board of Statutory Auditors on, among other things, the audits carried out on the critical or important functions that have been outsourced.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

The Department’s staff have the appropriate professional know-how and skills and are guided by the best practices and international standards for professional practice set by the Institute of Internal Auditors (IIA). Internal auditors perform their activities in line with the principles contained in the Code of Ethics of Internal Auditors, which is in turn inspired by that of the IIA. In accordance with international standards, the Department undergoes an external Quality Assurance Review at least once every five years; The most recent audit was started at the end of 2024, three years after the previous audit, and is still ongoing. The previous audit was concluded in the first quarter of 2022, with confirmation of the highest expected rating (“Generally Compliant”).

The Internal Audit Department uses structured risk assessment methods to identify the existing areas of greatest interest and principal new risk factors. According to the findings of those assessments and the resulting priorities, and to any specific requests for more information made by Top Management or Company Bodies, the Department prepares and submits an Annual Plan of the activities to be taken forward during the year to the Board of Statutory Auditors for preliminary review and then to the Board of Directors for approval. The Plan may be subject to changes during the year due to extraordinary circumstances, possible risk developments and new requests by the Corporate Bodies.

The Audit Department underpins corporate governance and ensures that the status and results of the audit system are reported to Top Management, the Corporate Bodies and the competent Authorities in a systematic and timely manner.

Any weaknesses detected are systematically reported to the relevant corporate departments so that improvements can be promptly made, followed by

appropriate follow-up activities to verify their effectiveness. On the subject of ESG, a Group-wide review was carried out during 2024 on the monitoring of the 'greenwashing' risk by assessing the effectiveness of the control framework relating to the definition of financial and insurance products and the provision of investment services. The scope of the activity also covered the distribution networks of Fideuram, Sanpaolo Invest, IW Private Investments and Intesa Sanpaolo Private Banking.

The summary evaluations of the internal control system resulting from the assessments were periodically reported to the Board of Statutory Auditors and the Board of Directors. When any significant issues having financial or reputational impact are found, the Audit Department promptly notifies them to the Chairman of the Board of Directors, the Chairman of the Board of Statutory Auditors, and Top Management, presenting the related information at the earliest possible meeting of the Board of Statutory Auditors and, where necessary, of the Board of Directors.

The main weaknesses found and their evolution are added to the Tableau de Bord Audit, which is presented to the Company Bodies every quarter and highlights the current mitigation actions, the relevant persons in charge of them, and the scheduled deadlines, for the purpose of systematic monitoring.

The Internal Audit Department assures continuing activity and self-evaluation of its own efficiency and effectiveness, consistently with an internal plan for “quality assurance and improvement” prepared in accordance with the recommendations of international standards for professional audit practice. In 2022, in this context, the new Strategic Audit Innovation Line-up (SAIL) for the period 2022-2025 was officially launched, in line with the new Business Plan.

In regard to the Organisational, Management and Control Model compliant with Italian Legislative Decree 231/2001, the Audit Department also provides constant and independent supervision of the proper conduct of the Group’s operations and processes,

monitoring maintenance of the value of activities, including those connected with ethical commitments and social responsibility. The Audit Department also reports half-yearly to the Supervisory Board on the results of the actions carried out in this respect.

WHISTLEBLOWING

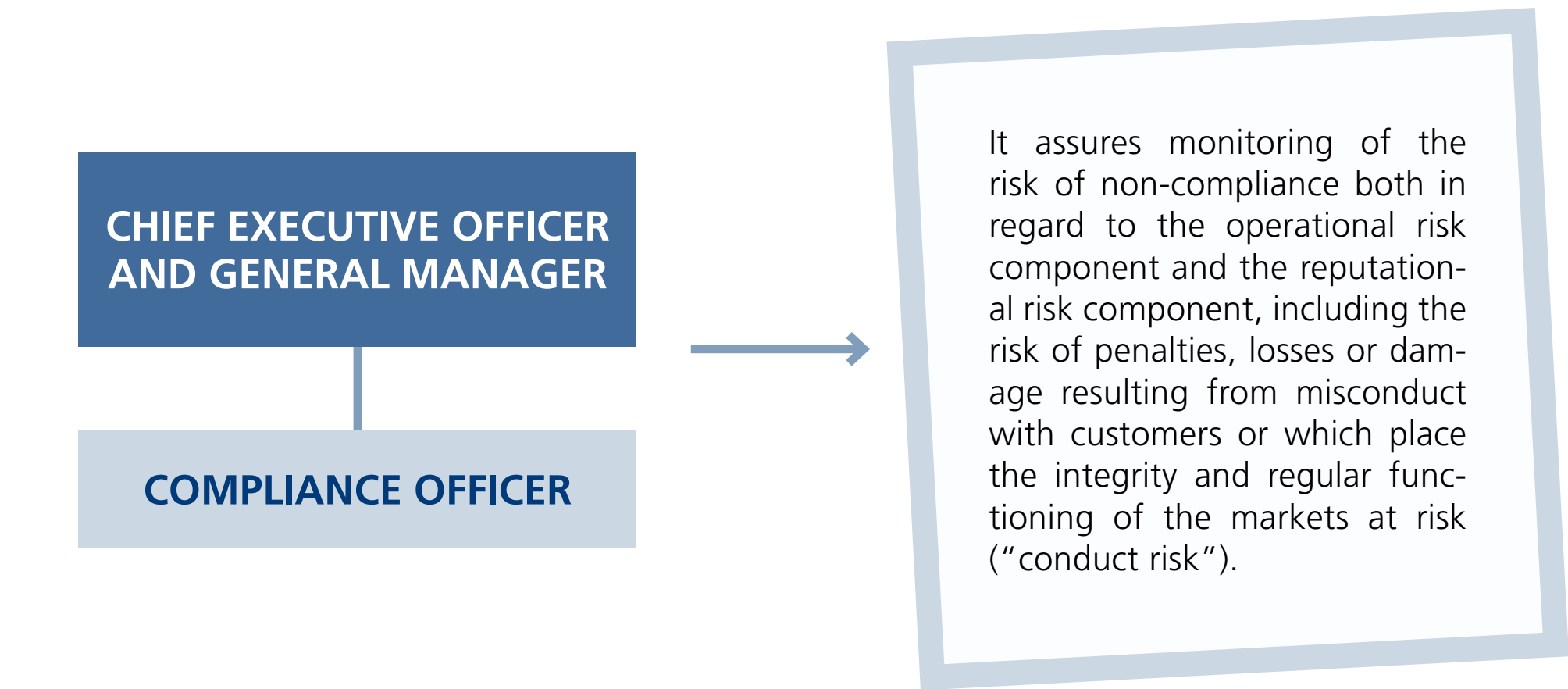
A Group system is in place for staff to report actions or facts that may constitute violations of the rules governing banking activities (whistleblowing). Whistleblowing, which ensures the confidentiality of the whistleblower and excludes the risk of retaliatory, unfair or discriminatory behaviour, encourages staff members (including suppliers and consultants) to report facts or behaviours of which they come to learn of that may constitute a violation of the rules governing the banking business or are connected with or instrumental to it, or other unlawful conduct. The Chief Audit Officer is in charge of ensuring that the process runs smoothly. It should be noted that in 2024 the Fideuram Group received a whistleblowing report.



ABOUT THIS REPORT
OUR IDENTITY
GROUP STRUCTURE
HIGHLIGHTS
KEY PERFORMANCE INDICATORS
INTRODUCTORY NOTE
CHAIRMAN’S STATEMENT
CHIEF EXECUTIVE OFFICER’S STATEMENT
1. BUSINESS MODEL
2. EXTERNAL CONTEXT AND STRATEGIES
3. PERFORMANCE
4. GOVERNANCE
5. CONSOLIDATED FINANCIAL STATEMENTS
6. INDEPENDENT AUDITORS’ REPORT
7. SCHEDULES
8. GLOSSARY
9. CONTACT US

COMPLIANCE

The Compliance Function, which has been outsourced to Intesa Sanpaolo, is performed by the units of the Chief Compliance Officer Governance Area. The Compliance Officer, who is autonomous from the operational units and organisationally and operationally separate from Audit and Risk Management, reports directly to the Chief Executive Officer and General Manager.



The Fideuram Group considers compliance risk management to be of strategic importance, in the conviction that respect for the law and regulations, together with high standards of propriety in all business relations, are essential in banking, which is by its very nature built on trust.

The Compliance Model is governed by the "Group Compliance Guidelines" and the Bank's Implementing Regulation, adopted by the subsidiaries, which specify the reference regulatory frameworks, compliance roles, responsibilities and macro processes with a view to mitigating compliance risk through the combined action of all bank staff. The Compliance Department also has a Data Protection Officer,

which performs the duties required by regulations on the protection of privacy according to the governance model, as described in the "Guidelines on the Protection of Personal Data of Natural Persons".

In particular, the Compliance Department is responsible for determining our compliance risk management guidelines, policies and methodology rules. The Compliance Department is also responsible for identifying and assessing compliance risk, including through coordinating other units and departments, proposing organisational interventions for mitigating compliance risk, ensuring the alignment of the company bonus system, assessing the compliance of innovative projects, transactions and new products

and services in advance, providing consultancy and support for management bodies and business units on all matters where compliance risk is significant, monitoring ongoing compliance conditions, and fostering a corporate culture focused on honesty, propriety and respect for the letter and spirit of the law and regulations.

The Compliance Department submits the following periodic reports on the suitability of the compliance management provided to the Company Bodies:

- half-yearly: a report on the audits carried out, the resultant findings, any weaknesses identified and the interventions proposed for eliminating them, and a report on the completeness, suitability, functionality and reliability of the internal audit system in the areas of their competence;
- yearly: a work plan identifying and evaluating the main risks to which the Bank is exposed, and planning the related management interventions. This Work Plan takes into account any deficiencies noted in the audits and any new risks identified.

If any particularly critical issues are identified, a report must be sent promptly to the Bodies.

The activities carried out during the year focused on regulatory alignment, including the completion of the corrective initiatives connected to the 2021 Consob audit, as well as the strengthening of controls with particular reference to Environmental, Social and Governance issues (so-called "ESG factors"), the evolution of the New Adequacy Model and the risk governance processes associated with new products, services, activities and markets. The monitoring of compliance risk was also ensured through the activation of the necessary training initiatives and the evaluation of new products, services and related processes, offered to a specific target of customers through the Product Oversight Governance (POG) processes

in relation to all applicable risk profiles (market, financial, banking book, counterparty, liquidity, credit, operational, reputational, legal, tax and sustainability risks). The consolidation of activities to identify and report suspicious transactions carried out by customers and on own account by the Bank also continued. Lastly, as part of the business initiatives of the 2022-2025 Business Plan aimed at the development of international Private Banking, activities continued to consolidate the oversight of well-established funds in Switzerland and Luxembourg, the initiative to establish a Digital Wealth Management Platform was launched, and Alpian was included as a new entity in the perimeter.

CORRUPTION RISK MONITORING

The Fideuram Group has for many years deployed dedicated tools for managing and preventing the risk of corruption in its various forms and extortion offences. In addition to what has been mentioned in the Code of Ethical Conduct, the Group Internal Code of Conduct and the Organisational, Management and Control Model pursuant to Italian Legislative Decree 231/2001 on the administrative liability of entities - updated for the Bank at the end of 2023 - there is an extensive body of internal regulations, with which all employees must be familiar and comply. These regulations impose detailed rules for the corporate processes that might be instrumental to the commission of those sorts of offences. In particular, the Group Anti-Corruption Guidelines have been adopted. The principles and contents of the Guidelines are set out in the detailed regulatory framework of the Group, among which the Implementing Regulations of the Group Anti-corruption Guidelines, adopted by the Boards of Directors of the Bank and its subsidiaries, are of particular importance. The Corporate Audit units assure that the audit and behavioural guidelines set out in the Organisational, Management and Control Model pursuant to Italian Legislative Decree 231/2001 in regard to corruption



- ABOUT THIS REPORT
- OUR IDENTITY
- GROUP STRUCTURE
- HIGHLIGHTS
- KEY PERFORMANCE INDICATORS
- INTRODUCTORY NOTE
- CHAIRMAN'S STATEMENT
- CHIEF EXECUTIVE OFFICER'S STATEMENT
- 1. BUSINESS MODEL
- 2. EXTERNAL CONTEXT AND STRATEGIES
- 3. PERFORMANCE
- 4. GOVERNANCE
- 5. CONSOLIDATED FINANCIAL STATEMENTS
- 6. INDEPENDENT AUDITORS' REPORT
- 7. SCHEDULES
- 8. GLOSSARY
- 9. CONTACT US

are always consistent with the internal regulations in force at any time, while also assuring compliance with those regulations. All employees are required to take a specific training course to ensure the dissemination of knowledge of anti-corruption principles and conduct.

In May 2022, Intesa Sanpaolo also renewed its "UNI ISO 37001:2016 Anti-bribery management systems" certification (valid until May 2025). This is the international standard in anti-bribery systems and covers the Group's entities included in the risk assessment, including the Bank and its subsidiaries; a new three-year certification process (covering the three-year period 2025-2027) is planned as from 2025.

ANTI-MONEY LAUNDERING

In compliance with the regulations issued by the Bank of Italy and in implementation of the Intesa Sanpaolo Guidelines, the Anti-Money Laundering Unit is assigned responsibility for anti-money laundering, combating terrorism financing and embargo management activities. It is independent of the operating units and organisationally and operationally separate from the Audit Department. This function, which has been outsourced to Intesa Sanpaolo, is performed by the Anti-Financial Crime Head Office Department, which is part of the Chief Compliance Officer Governance Area.

The Anti-Money Laundering function is responsible for managing compliance risk where anti-money laundering, terrorism financing and embargo management are concerned, acting as follows:

- formulating the general compliance risk management guidelines;
- identifying and assessing compliance risk;
- continuously monitoring Italian and international reference regulatory developments with the support of the relevant units, verifying the suitability of the corporate processes and procedures in place for ensuring compliance with the applicable laws and regulations, and proposing appropriate organisational and procedural modifications;
- providing consultancy for the units and departments of the Bank and its subsidiaries and developing appropriate training programmes;

- providing appropriate periodic information to the company bodies and Top Management;
- performing the specific compliance actions required for the Bank and its centrally-managed subsidiaries, including in particular enhanced due diligence, controls on the appropriate management of data storage obligations, and the analysis of operating unit reports of suspicious transactions to assess whether or not they require reporting to the Financial Information Unit as well founded.

The “Guidelines for Anti-Money Laundering and Combating Terrorism Financing and Embargo Management” and the Bank’s Implementing Regulation, adopted by the subsidiaries, govern anti-money laundering, combating terrorism financing and embargo management activities, and identify the reference principles and the model for the management of money laundering, terrorism financing, and embargo infringement risks, outlining the roles and responsibilities of the units involved, the macro-processes used for proper identification, evaluation, and management of those risks, and the governance procedures of the Group. The principles and contents of these Guidelines are set out in the detailed regulatory framework of the Group. In addition, during the year, the “Guidelines on transactions with parties active in the armament materials sector” were issued and adopted in September by the Boards of Directors of Fideuram and Intesa Sanpaolo Private Banking.

During the year, alongside the ordinary activities of anti-money laundering and combating the financing of terrorism (AML/CFT), and the management of embargoes (FS), also including the publication of specific training courses for each regulatory area, as provided for by the Anti-Financial Crime training plan approved by the Boards of Directors of the Bank and its subsidiaries, the following are noted in particular:

- the activities of the ENIF Programme, aimed at the overall review of the governance and operational model regarding financial crime of the domestic entities of the Private Banking Division, which has as central elements the adoption of an organizational model based on specialized competence centres and a target platform at Group level, identified for the AML/CFT component in NetReveal, as well as the continuation of initiatives to strengthen controls in the FS area, with the gradual adoption of the new Group target platform called NetReveal;
- the support for the business initiatives included in the 2022-2025 Business Plan to ensure before time that they are compliant, with particular reference to the developments in international private banking;
- as part of initiatives aimed at resolving the findings of the Supervisory Authorities and the internal control functions and aligning with the new regulations, the activities envisaged by the remediation plan defined following the audit conducted by the Bank of Italy on Fideuram, with the extension of some activities to other subsidiaries, were completed.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

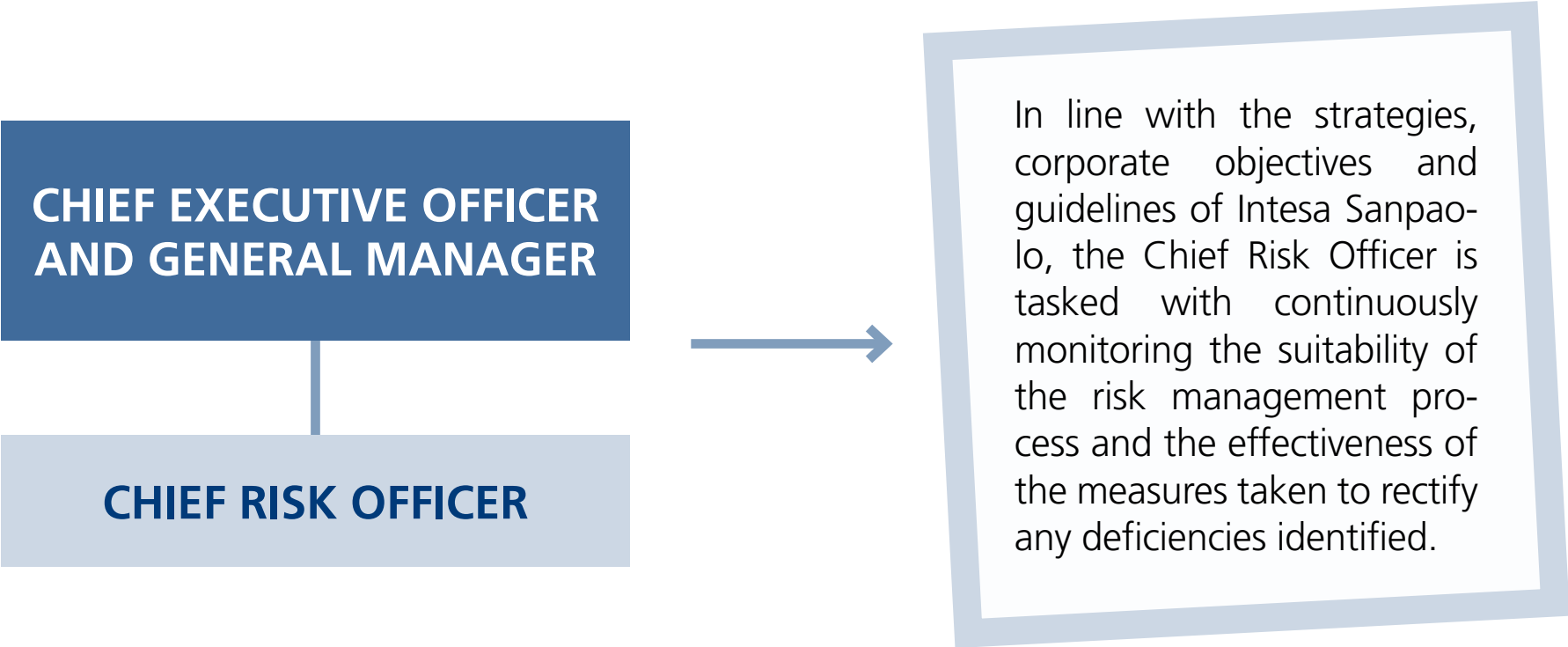
7. SCHEDULES

8. GLOSSARY

9. CONTACT US

CHIEF RISK OFFICER

Reports directly to the CEO and General Manager:



RISK MANAGEMENT

The Risk Management Unit acts independently of the operating units, particularly those tasked with the “operational management” of risks, and is separate from the Audit Department and the units reporting to the Chief Compliance Officer. The Chief Risk Officer reports directly to the CEO and General Manager, reporting functionally to the Chief Risk Officer of Intesa Sanpaolo.

The Chief Risk Officer sits on the Risk Committees at Division level and at the main subsidiaries, providing risk management through service contracts and providing functional coordination for those Group companies with their own internal risk management units.

The area of the Chief Risk Officer is divided into three units, one dedicated to the Bank's regulatory risks, in turn comprising “Financial and Credit Risks” and “Operational and ICT Risks”, one dedicated to investment portfolio risks undertaken by customers either directly or through financial advisers, and one that monitors and audits risk models.

The Chief Risk Officer is responsible for risk management controls, specifying the appropriate methods, criteria and tools for measuring and controlling financial, credit, operational and all non-financial risks in line with the regulatory provisions of the Supervisory Authorities, the guidelines of Intesa Sanpaolo and the instructions of the Bank's Company Bodies. The Chief Risk Officer also ensures that the risks assumed by customers through the purchase of financial products and services from are assessed and monitored.

With regard to the risk management function, the Chief Risk Officer works with Intesa Sanpaolo to define and implement the Risk Appetite Framework (RAF) and to develop and verify the Financial Portfolio Policy (FPP). The Chief Risk Officer is also required to ensure effective current and prospective measurement, management and control of the exposure of the Bank and its subsidiaries to the different types of risk, submitting proposals to Top Management regarding the operating limits structure formulated in

line with the Group RAF, and to constantly monitor the actual risk assumed and its alignment with the risk objectives, as well as compliance with the operating limits.

The Chief Risk Officer also ensures that the metrics used by the risk measurement and control systems are aligned with the company activity assessment processes and methods specified by Intesa Sanpaolo, fully implementing Intesa Sanpaolo's Guidelines and Policies, adapted where necessary to the Bank's specific reference context through the issue of company-level Policies and Regulations.

The Chief Risk Officer submits periodic reports to the Company Bodies, as follows:

- a management report (called the Risks Dashboard, or RD) on compliance with the limits assigned by the RAF and Internal Policies;
- a report on the audits carried out, the resultant findings, any weaknesses identified, and the interventions proposed for eliminating them (called the CRO Criticalities Dashboard);
- information, for the aspects under its responsibility, regarding the completeness, adequacy, functionality and reliability of the internal control system and the Work Plan in which the main risks to which the Bank is exposed are identified and assessed, and the related management actions are planned (SCII Report);
- a report on the investment services offered to customers, in compliance with the joint Consob - Bank of Italy Regulation (Report prepared pursuant to Consob resolution no. 17297 of 28 April 2010 as amended).

Furthermore, the CRO's tasks include analysing and monitoring the Group's exposure to reputational and ESG risk, identifying the appropriate areas of intervention and updating the Climate/ESG Materiality Assessment of the Group, in line with the indications of Intesa Sanpaolo and in agreement with the other competent structures, in addition to overseeing

the ESG risk of investment services and managing its modelling at the product and portfolio level of the Group's customers, in collaboration with the competent functions of the Chief Risk Officer Governance Area of Intesa Sanpaolo.

FINANCIAL MANAGEMENT GOVERNANCE

Intesa Sanpaolo has made provision for the position of Manager Responsible for the preparation of the company accounts at each Group company. For the activities performed in compliance with legal obligations, the Manager Responsible, a position that is currently held at Fideuram by the Chief Financial Officer, complies with the Guidelines issued by Intesa Sanpaolo and relies on the organisational units under his supervision, including the Financial Management Governance Unit, which assist him in carrying out his duties. The Manager Responsible has the duty of attesting to the compliance of the financial statements with IAS/IFRS and is in charge of the internal audit system with respect to accounting and financial reporting, in particular to guarantee:

- that the documents and announcements released to the market and relating to accounting disclosures, including interim reports, correspond to the accounting documents, records and books;
- the adequacy and effective application of the administrative and accounting procedures;
- the consistency of the accounting documents with the contents of accounting books and records, their adequacy to give a true and fair view of the financial position and results of the Group.

For the purposes of its Governance Model, Fideuram has adopted the specific guidelines and coordination rules stipulated by its Model of Financial Management Governance of Intesa Sanpaolo (Financial Management Governance Guidelines and Financial Manage-



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

ment Governance Regulations), which was developed taking into account international frameworks such as the recommendations of the Committee of Sponsoring Organizations of the Treadway Commission (COSO) and the Control Objectives for IT and related technology (COBIT).
The Manager Responsible submits the following periodic reports to the Company Bodies:

- half-yearly: a report detailing the analyses performed on procedures sensitive to the accounting and financial reporting of Fideuram and the subsidiaries included in the scope of analysis due to their significance, and the results of monitoring of the progress of the Corrective Action Plans for anomalies identified in prior years. This report is submitted to the Board of Directors and Board of Statutory Auditors;
- yearly: the Audit Plan for Fideuram and the subsidiaries to be audited, identified on the basis of quantitative (individual contribution to the Fideuram Consolidated Financial Statements) and qualitative (specific operating characteristics or risk profiles able to increase the complexity of determining the accounting data) assessments. The Plan is submitted to the Board of Statutory Auditors and approved by the Board of Directors.

The performed audits aim primarily at assessing the quality and degree of structuring of the financial reporting production process, in view of ascertaining the effectiveness of the control arrangements underlying the consistency and substance of the representations made by the Group to the market. The audits carried out in 2024 were conducted on the processes assessed as having the greatest potential risk and concerned the main administrative and accounting processes, with particular attention to compliance and the correct application of the Group’s Accounting Rules as part of the processes of the formation and evaluation of the balance sheet and income statement items (with a view to a three-year audit cycle). In addition, some areas of the management of fee income and expense, the control of outsourcers and some business support

processes were further investigated, in particular the processes related to financial reporting to Intesa Sanpaolo and the Data Quality process, as well as some of the governance processes of the technological infrastructure and applications related to administrative processes. Particular attention was also paid to projects with an impact on financial reporting processes.

Upon completion of these activities, the internal audit system monitoring financial reporting by Fideuram and its subsidiaries was found to be suitable.

OPERATIONAL AUDIT

The Operational Audit Unit, located within the Operational Coordination Area, guarantees the coordination of operational controls carried out on the Financial Adviser Networks, on the Intesa Sanpaolo Private Banking Network and on Fideuram Direct's Advanced Trading services.

The structure is divided into:

- Fideuram and Financial Advisor Networks Operational Audit
- Intesa Sanpaolo Private Banking Operational Audit;
- Trading and Finance Operational Audit.

Fideuram and Financial Advisor Networks Operational Audit

In 2024, the activity to strengthen the controls implemented by the Fideuram Operational Audit and Financial Consultant Networks structure, both in relation to the development plans defined in previous years and in response to further needs identified by audits carried out by the second level (Compliance) and third level (Audit) control structures, saw the introduction of 18 new controls in the areas of AML, investment services, banking/operations services and privacy, for a total of 101 controls carried out. On-site audits at Fideuram bank branches, already started in 2022, also continued.

The unit’s business development plan will continue into 2025, with new audits already planned.

During 2024, the Fideuram Operational Controls and Financial Adviser Networks structure examined some 24,000 files in the areas of anti-money laundering, banking services, investment services, privacy and complaints. Additionally, controls were carried out for the quantitative detection of the investigated events and the related analysis for approximately 300 observations.

With regard to investment services, the positions of about 1,100 financial advisors belonging to the Fideuram, Sanpaolo Invest Networks and IW Private Investments were evaluated. The controls were carried out both remotely and during the 32 on-site audits conducted during the year.

Intesa Sanpaolo Private Banking Operational Audit

The Intesa Sanpaolo Private Banking Operational Audit Unit provides services for the audits and other activities undertaken at Intesa Sanpaolo Private Banking.

As part of operational monitoring activities, the Unit, in addition to monitoring the timely fulfilment of line controls by the Network, directly carries out checks on its operations through remote controls and on-site audits, steered by a rating system which make it possible to assign summary risk assessments of individual Private Centres, allowing the for the planning of on-site audits of the distribution network from a "risk driven" perspective.

During 2024, in implementing the Action Plan following the Audit report drawn up for the standardization of audit activities within the Fideuram Group and the requests of the Compliance and Anti-Money Laundering Functions, an additional 13 controls were activated, bringing the overall number of audits from 109 at the beginning of the year to 122 at 31 December 2024.

During 2024, 18 Private Centres underwent an internal audit; the files processed, both remotely and on site, amounted to approximately 60,300 (referring to the 122 controls carried out).

Trading and Finance Operational Audit

The Operational Unit maintains and updates the audit system for customers that subscribe to the advanced trading services offered by Fideuram Direct, scalper and derivatives in particular, and the monitoring of customer positions, closing customers' risk positions ex officio, within the scope of its contractual powers.

The unit reports its activities to Fideuram's Third Party Trading Committee, the Bank's advisory and decision-making body set up in 2022, whose tasks include overseeing that the operational instructions issued to the Fideuram Direct and Operational Audit business units with regard to trading are duly executed. In 2024, it did not detect any significant critical issues in this regard.

In 2024, the Operational Unit activated 2 new specific controls on trading customers with active evolved services, steering the implementation of updates to the monitoring system, and planned the continuation of activities in 2025 for the further development and monitoring of the system, as a result of updates to the margins models adopted by the main markets for listed derivatives.



ABOUT THIS REPORT
OUR IDENTITY
GROUP STRUCTURE
HIGHLIGHTS
KEY PERFORMANCE INDICATORS
INTRODUCTORY NOTE
CHAIRMAN'S STATEMENT
CHIEF EXECUTIVE OFFICER'S STATEMENT
1. BUSINESS MODEL
2. EXTERNAL CONTEXT AND STRATEGIES
3. PERFORMANCE
4. GOVERNANCE
5. CONSOLIDATED FINANCIAL STATEMENTS
6. INDEPENDENT AUDITORS' REPORT
7. SCHEDULES
8. GLOSSARY
9. CONTACT US

4.8 Management of confidential information

Pursuant to Italian market abuse law and regulations, the Board of Directors has implemented the Intesa Sanpaolo “Group Regulations for the Management of Inside Information” as amended.

4.9 Shareholders’ meetings

The practice adopted to date by the Board of Directors has always been as follows:

- to ensure the shareholder is provided with information on the Bank at Shareholders’ Meetings;
- to encourage the participation of all the Directors in Shareholders’ Meetings.

Shareholders’ Meetings are called in accordance with the By- Laws, giving written notice delivered at least eight days in advance by registered mail with return receipt to all shareholders in the list of shareholders, sent to their respective places of domicile or, if a shareholder has specifically requested it for this purpose, to their fax number or e-mail address.

In 2024, the Fideuram Ordinary Shareholders’ Meeting was held twice and once as an extraordinary session, in particular:

- on 22 April, for the approval of the financial statements and for the appointment of the Board of Directors, its Chair and for the determination of related compensation for the three-year period 2024-2026;

- on 30 April, for the approval of the 2024 remuneration and incentive policies of the Intesa Sanpaolo Group, of the 2024 remuneration and incentive policies of Fideuram - Intesa Sanpaolo Private Banking, of the 2024 Annual Incentive System of the Intesa Sanpaolo Group based on financial instruments, of the Incentive Plan for 2024 for the Financial Advisors of the Fideuram and Sanpaolo Invest Networks, for the authorization to purchase and dispose of ordinary Intesa Sanpaolo shares to service the incentive plans and to examine the information on compensation paid in the financial year 2023, as well as ex-ante information regarding the criteria for determining the compensation to be granted in the event of early termination of the employment relationship or early termination of office and ex-post regarding the amounts possibly granted in the event of early termination of the employment relationship or early termination of office;
- on 24 September, in an extraordinary session, to approve the merger by incorporation of IW Private Investments SIM S.p.A. into Fideuram - Intesa Sanpaolo Private Banking S.p.A.



[ABOUT THIS REPORT](#)[OUR IDENTITY](#)[GROUP STRUCTURE](#)[HIGHLIGHTS](#)[KEY PERFORMANCE INDICATORS](#)[INTRODUCTORY NOTE](#)[CHAIRMAN'S STATEMENT](#)[CHIEF EXECUTIVE OFFICER'S STATEMENT](#)

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

4.10 Board of Statutory Auditors

The Board of Statutory Auditors of the Bank, appointed by the Ordinary Shareholders’ Meeting on 18 April 2023, also performs the duties of a Supervisory Board pursuant to Italian Legislative Decree 231/2001.

In order to perform its functions, the Board of Statutory Auditors receives adequate information flows, on a regular and event-driven basis, concerning, inter alia, risk management and control.

The Board of Statutory Auditors, which has autonomous powers of initiative and supervision, takes part in every meeting of the Board of Directors and is therefore continuously informed about the Bank’s operations. In accordance with the combined provisions of Article 2381 of the Italian Civil Code and Article 19 of the Articles of Association, and to ensure that the

Board of Statutory Auditors possesses every information necessary to perform its duties effectively, the Directors report to the Board of Statutory Auditors at least quarterly on the work they have carried out and on the most significant economic, financial and asset-related activities of the Bank and its subsidiaries, as well as, in particular, on the transactions in which they have a direct or indirect interest, or which have been influenced by the party that plays a management and coordinating role. In accordance with Italian Legislative Decree 39/2010 (the Italian Auditing Consolidation Act - Testo Unico della Revisione), the Board of Statutory Auditors performs the supervisory duties provided for by the auditing regulations regarding, inter alia, the financial reporting process, the effectiveness of the control, internal auditing and risk management systems, and the annual audit. The Board of Statutory Auditors is also called upon to examine the

proposals formulated by the independent auditors to obtain the related audit engagement. In addition, the Board of Statutory Auditors evaluates the work plan prepared for the audit and the findings set out in the report and letter of comments.

Following the provisions of Legislative Decree no. 24/2023, in implementation of Directive (EU) 2019/1937 of the European Parliament and of the Council, a specific electronic mailbox has been set up under the responsibility of the Chairman of the Board of Statutory Auditors, exclusively dedicated to any Whistleblowing reports made by Company Officers (members of the Board of Directors and of the Board of Statutory Auditors). In 2024, no reports were received through this mailbox.



Fideuram - Intesa Sanpaolo Private Banking - Registered Office, Turin

11

Meetings in 2024

The Board of Directors
26 February 2025



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



5. Consolidated financial statements



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Consolidated balance sheet

(€m)

	31.12.2024	31.12.2023
ASSETS		
10. Cash and cash equivalents	6,498	5,238
20. Financial assets measured at fair value through profit or loss	941	719
a) financial assets held for trading	31	46
b) financial assets measured at fair value	-	-
c) other financial assets mandatorily measured at fair value	910	673
30. Financial assets measured at fair value through other comprehensive income	3,338	3,360
40. Financial assets measured at amortised cost	46,964	43,357
a) loans and advances to banks	31,145	27,268
b) loans and advances to customers	15,819	16,089
50. Hedging derivatives	303	257
60. Adjustments to financial assets subject to macro-hedging (+/-)	(40)	(45)
70. Equity investments	229	247
80. Reinsurers' share of technical reserves	-	-
a) insurance contracts issued which constitute assets	-	-
b) reinsurance disposals which constitute assets	-	-
90. Property and equipment	341	374
100. Intangible assets	882	846
of which: goodwill	447	424
110. Tax assets	186	215
a) current	18	26
b) deferred	168	189
120. Non-current assets held for sale and discontinued operations	-	-
130. Other assets	2,106	1,847
TOTAL ASSETS	61,748	56,415

Chairman of the Board of Directors
Paolo Molesini

	31.12.2024	31.12.2023
LIABILITIES AND SHAREHOLDERS' EQUITY		
10. Financial liabilities measured at amortised cost	52,917	50,085
a) due to banks	4,719	3,955
b) due to customers	48,198	46,130
c) debt on issue	-	-
20. Financial liabilities held for trading	32	52
30. Financial liabilities measured at fair value	-	-
40. Hedging derivatives	288	362
50. Adjustments to financial liabilities subject to macro-hedging (+/-)	1	(21)
60. Tax liabilities	112	148
a) current	22	53
b) deferred	90	95
70. Liabilities associated with non-current assets held for sale and discontinued operations	-	-
80. Other liabilities	1,856	1,949
90. Provision for employment termination indemnities	32	34
100. Provisions for risks and charges:	710	590
a) commitments and guarantees	4	4
b) pensions and other commitments	34	18
c) other provisions for risks and charges	672	568
110. Insurance liabilities	-	-
a) insurance contracts issued which constitute liabilities	-	-
b) reinsurance disposals which constitute liabilities	-	-
120. Valuation reserves	128	71
130. Redeemable shares	-	-
140. Equity instruments	18	24
150. Reserves	3,614	2,411
155. Interim dividends (-)	-	(1,200)
160. Share premium reserve	206	206
170. Share capital	300	300
180. Treasury shares (-)	(2)	-
190. Equity attributable to non-controlling interests (+/-)	19	1
200. Net profit (loss) for the year (+/-)	1,517	1,403
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	61,748	56,415

Managing Director
Lino Mainolfi

Chief Financial Officer
Domenico Sfalanga



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Consolidated income statement

(€m)

	2024	2023
10. Interest income and similar income	1,977	1,756
<i>of which: interest income calculated with the effective interest method</i>	2,001	1,764
20. Interest expense and similar expense	(790)	(490)
30. Net interest income	1,187	1,266
40. Fee and commission income	3,348	3,036
50. Fee and commission expense	(1,237)	(1,138)
60. Net fee and commission income	2,111	1,898
70. Dividends and similar income	9	7
80. Net profit (loss) on trading activities	52	44
90. Net profit (loss) on hedging derivatives	(1)	(5)
100. Net profit (loss) on sale or repurchase of:	(1)	(11)
a) financial assets measured at amortised cost	-	-
b) financial assets measured at fair value through other comprehensive income	(1)	(11)
c) financial liabilities	-	-
110. Net profit (loss) on other financial assets and liabilities measured at fair value through profit or loss	116	68
a) financial assets and liabilities measured at fair value	-	-
b) other financial assets mandatorily measured at fair value	116	68
120. Total net interest and trading income	3,473	3,267
130. Net impairment for credit risk related to:	(24)	(34)
a) financial assets measured at amortised cost	(24)	(34)
b) financial assets measured at fair value through other comprehensive income	-	-
140. Gains/losses on contractual changes without cancellation	-	-
150. Operating income	3,449	3,233
160. Net insurance premiums	-	-
a) insurance revenues from insurance contracts issued	-	-
b) costs for insurance services from insurance contracts issued	-	-
c) insurance revenues from reinsurance disposals	-	-
d) costs for insurance services from reinsurance disposals	-	-
170. Other income/expense from insurance activities	-	-
a) net costs/revenues of a financial nature relating to insurance contracts issued	-	-
b) net revenues/costs of a financial nature relating to reinsurance disposals	-	-
180. Operating income from financing and insurance activities	3,449	3,233
190. Administrative expenses:	(1,434)	(1,304)
a) personnel expenses	(616)	(562)
b) other administrative expenses	(818)	(742)
200. Net provisions for risks and charges	(118)	(91)
a) commitments and guarantees	1	(1)
b) other net provisions	(119)	(90)
210. Depreciation of property and equipment	(69)	(63)
220. Amortisation of intangible assets	(66)	(55)
230. Other income/expense	436	352
240. Operating expenses	(1,251)	(1,161)
250. Profit (loss) on equity investments	15	(14)
260. Net fair value gains (losses) on property and equipment and intangible assets	-	-
270. Goodwill impairment	-	-
280. Gain (loss) on disposal of investments	-	11
290. Profit (loss) before tax from continuing operations	2,213	2,069
300. Income taxes for the year on continuing operations	(709)	(664)
310. Profit (loss) after tax from continuing operations	1,504	1,405
320. Profit (loss) after tax from discontinued operations	-	-
330. Net profit (loss) for the year	1,504	1,405
340. Net profit (loss) for the year attributable to non-controlling interests	13	(2)
350. Parent company interest in net profit (loss) for the year	1,517	1,403

Chairman of the Board of Directors
Paolo Molesini

Managing Director
Lino Mainolfi

Chief Financial Officer
Domenico Sfalanga



[ABOUT THIS REPORT](#)

[OUR IDENTITY](#)

[GROUP STRUCTURE](#)

[HIGHLIGHTS](#)

[KEY PERFORMANCE INDICATORS](#)

[INTRODUCTORY NOTE](#)

[CHAIRMAN'S STATEMENT](#)

[CHIEF EXECUTIVE OFFICER'S STATEMENT](#)

[1. BUSINESS MODEL](#)

[2. EXTERNAL CONTEXT AND STRATEGIES](#)

[3. PERFORMANCE](#)

[4. GOVERNANCE](#)

[5. CONSOLIDATED FINANCIAL STATEMENTS](#)

[6. INDEPENDENT AUDITORS' REPORT](#)

[7. SCHEDULES](#)

[8. GLOSSARY](#)

[9. CONTACT US](#)

Consolidated statement of comprehensive income

(€m)

	2024	2023
10. Net profit (Loss) for the year	1,504	1,405
Other comprehensive income after tax not transferred to the income statement	(12)	(2)
20. Equity instruments measured at fair value through other comprehensive income	2	3
30. Financial liabilities measured at fair value through profit or loss (changes in own credit rating)	-	-
40. Hedging of equity instruments measured at fair value through other comprehensive income	-	-
50. Property and equipment	-	1
60. Intangible assets	-	-
70. Defined-benefit plans	(14)	(6)
80. Non-current assets held for sale and discontinued operations	-	-
90. Valuation reserves related to investments carried at equity	-	-
100. Net finance income or expense arising from insurance contracts issued	-	-
Other comprehensive income after tax that may be transferred to the income statement	69	97
110. Hedging of net investments in foreign operations	14	(16)
120. Exchange rate differences	(10)	31
130. Cash flow hedges	55	57
140. Hedging instruments (undesignated elements)	-	-
150. Financial assets (other than equity instruments) measured at fair value through other comprehensive income	6	27
160. Non-current assets held for sale and discontinued operations	-	-
170. Valuation reserves related to investments carried at equity	4	(2)
180. Net finance income or expense arising from insurance contracts issued	-	-
190. Net finance income or expense arising from reinsurance cessions	-	-
200. Total other comprehensive income after tax	57	95
210. Total comprehensive income (Item 10+200)	1,561	1,500
220. Total comprehensive income attributable to non-controlling interests	(13)	2
230. Total comprehensive income attributable to parent company	1,574	1,498

Chairman of the Board of Directors
Paolo Molesini

Managing Director
Lino Mainolfi

Chief Financial Officer
Domenico Sfalanga



ABOUT THIS REPORT
OUR IDENTITY
GROUP STRUCTURE
HIGHLIGHTS
KEY PERFORMANCE INDICATORS
INTRODUCTORY NOTE
CHAIRMAN'S STATEMENT
CHIEF EXECUTIVE OFFICER'S STATEMENT
1. BUSINESS MODEL
2. EXTERNAL CONTEXT AND STRATEGIES
3. PERFORMANCE
4. GOVERNANCE
5. CONSOLIDATED FINANCIAL STATEMENTS
6. INDEPENDENT AUDITORS' REPORT
7. SCHEDULES
8. GLOSSARY
9. CONTACT US

Statement of changes in consolidated shareholders' equity

(€m)

	BALANCE AT 31.12.2023	CHANGE IN OPENING BALANCES	BALANCE AT 1.1.2024	ALLOCATION OF INCOME FOR THE PREVIOUS YEAR		CHANGES IN THE YEAR									SHAREHOLDERS' EQUITY AT 31.12.2024	EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT COMPANY AT 31.12.2024	EQUITY ATTRIBUTABLE TO NON-CONTROLLING INTERESTS AT 31.12.2024
				RESERVES	DIVIDENDS AND OTHER	VARIAZIONI DI RISERVE	TRANSACTIONS INVOLVING SHAREHOLDERS' EQUITY							TOTAL COMPREHENSIVE INCOME 2024			
							ISSUE OF NEW SHARES	PURCHASE OF TREASURY SHARES	DISTRIBUTION OF EXTRAORDINARY DIVIDENDS	CHANGE IN EQUITY INSTRUMENTS	DERIVATIVES BASED ON TREASURY SHARES	STOCK OPTIONS	CHANGES IN EQUITY INVESTMENTS				
Share capital:	300	-	300	-	-	-	17	-	-	-	-	-	-	-	317	300	17
- ordinary shares	300	-	300	-	-	-	17	-	-	-	-	-	-	-	317	300	17
- other shares	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Share premium reserve	206	-	206	-	-	-	28	-	-	-	-	-	-	-	234	206	28
Reserves:	2,410	-	2,410	205	-	1,009	(18)	-	-	-	-	-	(3)	-	3,603	3,614	(11)
- from net income	2,062	-	2,062	205	-	-	(18)	-	-	-	-	-	-	-	2,249	2,260	(11)
- other	348	-	348	-	-	1,009	-	-	-	-	-	-	(3)	-	1,354	1,354	-
Valuation reserves	71	-	71	-	-	-	(1)	-	-	-	-	-	-	57	127	128	(1)
Equity instruments	24	-	24	-	-	-	-	-	-	(6)	-	-	-	-	18	18	-
Interim dividends	(1,200)	-	(1,200)	-	1,200	-	-	-	-	-	-	-	-	-	-	-	-
Treasury shares	-	-	-	-	-	-	-	(3)	-	-	-	-	-	-	(3)	(2)	(1)
Net profit (loss) for the year	1,405	-	1,405	(205)	(1,200)	-	-	-	-	-	-	-	-	1,504	1,504	1,517	(13)
Shareholders' equity	3,216	-	3,216	-	-	1,009	26	(3)	-	(6)	-	-	(3)	1,561	5,800	5,781	19
Equity attributable to owners of the parent company	3,215	-	3,215	-	-	1,003	-	(2)	-	(6)	-	-	(3)	1,574	5,781		
Equity attributable to non-controlling interests	1	-	1	-	-	6	26	(1)	-	-	-	-	-	(13)	19		

Chairman of the Board of Directors
Paolo Molesini

Managing Director
Lino Mainolfi

Chief Financial Officer
Domenico Sfalanga



ABOUT THIS REPORT
OUR IDENTITY
GROUP STRUCTURE
HIGHLIGHTS
KEY PERFORMANCE INDICATORS
INTRODUCTORY NOTE
CHAIRMAN'S STATEMENT
CHIEF EXECUTIVE OFFICER'S STATEMENT
1. BUSINESS MODEL
2. EXTERNAL CONTEXT AND STRATEGIES
3. PERFORMANCE
4. GOVERNANCE
5. CONSOLIDATED FINANCIAL STATEMENTS
6. INDEPENDENT AUDITORS' REPORT
7. SCHEDULES
8. GLOSSARY
9. CONTACT US

Statement of changes in consolidated shareholders' equity

(€m)

	BALANCE AT 31.12.2022	CHANGE IN OPENING BALANCES	BALANCE AT 1.1.2023	ALLOCATION OF INCOME FOR THE PREVIOUS YEAR		CHANGES IN THE YEAR											SHAREHOLDERS' EQUITY AT 31.12.2023	EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT COMPANY AT 31.12.2023	EQUITY ATTRIBUTABLE TO NON-CONTROLLING INTERESTS AT 31.12.2023
				RESERVES	DIVIDENDS AND OTHER	CHANGES IN RESERVES	TRANSACTIONS INVOLVING SHAREHOLDERS' EQUITY								TOTAL COMPREHENSIVE INCOME 2023				
							ISSUE OF NEW SHARES	PURCHASE OF TREASURY SHARES	INTERIM DIVIDENDS	DISTRIBUTION OF EXTRAORDINARY DIVIDENDS	CHANGE IN EQUITY INSTRUMENTS	DERIVATIVES BASED ON TREASURY SHARES	STOCK OPTIONS	CHANGES IN EQUITY INVESTMENTS					
Share capital:	300	-	300	-	-	-	-	-	-	-	-	-	-	-	-	-	300	300	-
- ordinary shares	300	-	300	-	-	-	-	-	-	-	-	-	-	-	-	-	300	300	-
- other shares	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Share premium reserve	206	-	206	-	-	-	-	-	-	-	-	-	-	-	-	-	206	206	-
Reserves:	2,246	-	2,246	167	-	-	(3)	-	-	-	-	-	-	-	-	-	2,410	2,411	(1)
- from net income	1,897	-	1,897	167	-	(2)	-	-	-	-	-	-	-	-	-	-	2,062	2,063	(1)
- other	349	-	349	-	-	2	(3)	-	-	-	-	-	-	-	-	-	348	348	-
Valuation reserves	(24)	-	(24)	-	-	-	-	-	-	-	-	-	-	-	-	95	71	71	-
Equity instruments	24	-	24	-	-	-	-	-	-	-	-	-	-	-	-	-	24	24	-
Interim dividends	-	-	-	-	-	-	-	-	(1,200)	-	-	-	-	-	-	-	(1,200)	(1,200)	-
Treasury shares	(3)	-	(3)	-	-	-	3	-	-	-	-	-	-	-	-	-	-	-	-
Net profit (loss) for the year	1,067	-	1,067	(167)	(900)	-	-	-	-	-	-	-	-	-	-	1,405	1,405	1,403	2
Shareholders' equity	3,816	-	3,816	-	(900)	-	-	-	(1,200)	-	-	-	-	-	-	1,500	3,216	3,215	1
Equity attributable to owners of the parent company	3,815	-	3,815	-	(900)	2	-	-	(1,200)	-	-	-	-	-	-	1,498	3,215		
Equity attributable to non-controlling interests	1	-	1	-	-	(2)	-	-	-	-	-	-	-	-	-	2	1		

Chairman of the Board of Directors
Paolo Molesini

Managing Director
Lino Mainolfi

Chief Financial Officer
Domenico Sfalanga



ABOUT THIS REPORT
OUR IDENTITY
GROUP STRUCTURE
HIGHLIGHTS
KEY PERFORMANCE INDICATORS
INTRODUCTORY NOTE
CHAIRMAN'S STATEMENT
CHIEF EXECUTIVE OFFICER'S STATEMENT
1. BUSINESS MODEL
2. EXTERNAL CONTEXT AND STRATEGIES
3. PERFORMANCE
4. GOVERNANCE
5. CONSOLIDATED FINANCIAL STATEMENTS
6. INDEPENDENT AUDITORS' REPORT
7. SCHEDULES
8. GLOSSARY
9. CONTACT US

Statement of consolidated cash flows

(Indirect method)

(€m)

	2024	2023
A. OPERATING ACTIVITIES		
1. Operations	2,297	2,126
- profit (loss) for the year (+/-)	1,517	1,403
- net profit (loss) on financial assets held for trading and on other assets/liabilities measured at fair value through profit or loss (-/+)	(157)	(111)
- net profit (loss) on hedging activities (-/+)	1	5
- net impairment for credit risk (+/-)	24	34
- net depreciation and amortisation (+/-)	136	118
- net provisions for risks and charges and other expense/income (+/-)	146	92
- Net insurance and reinsurance income or expens (-/+)	-	-
- unpaid taxes and tax credits (+/-)	709	664
- net impairment of discontinued operations net of tax effect (+/-)	-	-
- other adjustments (+/-)	(79)	(79)
2. Cash from/used in financing activities	(3,894)	6,053
- financial assets held for trading	47	4
- financial assets measured at fair value	-	-
- other assets mandatorily measured at fair value	(131)	(14)
- financial assets measured at fair value through other comprehensive income	30	(234)
- financial assets measured at amortised cost	(3,628)	6,128
- other assets	(212)	169
3. Cash from/used in financial liabilities (*)	2,901	(6,655)
- financial liabilities measured at amortised cost	2,792	(6,181)
- financial liabilities held for trading	(3)	51
- financial liabilities measured at fair value	-	-
- other liabilities	112	(525)
4. Cash from/used in insurance contracts issued and reinsurance cessions	-	-
- Insurance contracts issued that represent liabilities/assets (+/-)	-	-
- Reinsurance cessions that represent assets/liabilities (+/-)	-	-
Net cash from/used in operating activities	1,304	1,524
B. INVESTING ACTIVITIES		
1. Cash from	-	25
- disposal of equity investments	-	-
- dividend income from equity investments	-	-
- sale of property and equipment	-	17
- sale of intangible assets	-	-
- sale of subsidiaries and company divisions	-	8
2. Cash used in	(20)	(84)
- acquisition of equity investments	(3)	(34)
- acquisition of property and equipment	(5)	(4)
- purchase of intangible assets	(52)	(34)
- acquisition of subsidiaries and company divisions	40	(12)
Net cash from/used in operating activities	(20)	(59)
C. FUNDING ACTIVITIES		
- issue/purchase of treasury shares	(2)	-
- issue/purchase of equity instruments	-	-
- distribution of dividends and other	-	(2,100)
- sale/purchase of control of others	(22)	-
Net cash from/used in funding activities	(24)	(2,100)
NET CASH GENERATED/USED IN THE YEAR	1,260	(635)
Reconciliation		
Cash and cash equivalents at the beginning of the year	5,238	5,873
Total net cash generated/used in the year	1,260	(635)
Cash and cash equivalents: effect of changes in exchange rates	-	-
Cash and cash equivalents at the end of the year	6,498	5,238

(*) In relation to the disclosure prescribed in paragraph 44B of IAS 7, we note that the changes in liabilities resulting from financing activities totalled +€2,901m (generated liquidity) and reflect the net amount of +€2,821m in cash flows (which includes a senior non-preferred financing provided by Intesa Sanpaolo), -€98m in changes in fair value, and +€178m in other changes.

Chairman of the Board of Directors
Paolo Molesini

Managing Director
Lino Mainolfi

Chief Financial Officer
Domenico Sfalanga



[ABOUT THIS REPORT](#)

[OUR IDENTITY](#)

[GROUP STRUCTURE](#)

[HIGHLIGHTS](#)

[KEY PERFORMANCE INDICATORS](#)

[INTRODUCTORY NOTE](#)

[CHAIRMAN'S STATEMENT](#)

[CHIEF EXECUTIVE OFFICER'S STATEMENT](#)

[1. BUSINESS MODEL](#)

[2. EXTERNAL CONTEXT AND STRATEGIES](#)

[3. PERFORMANCE](#)

[4. GOVERNANCE](#)

[5. CONSOLIDATED FINANCIAL STATEMENTS](#)

[6. INDEPENDENT AUDITORS' REPORT](#)

[7. SCHEDULES](#)

[8. GLOSSARY](#)

[9. CONTACT US](#)

Notes to the consolidated financial statements

■ Part A - Accounting policies

A.1 - General

- Section 1 - Statement of compliance with international accounting standards
- Section 2 - Basis of preparation
- Section 3 - Scope and methods of consolidation
- Section 4 - Events after the reporting period
- Section 5 - Other aspects

A.2 - Main financial statement items

- Section 1 - Financial assets measured at fair value through profit or loss
- Section 2 - Financial assets measured at fair value through other comprehensive income
- Section 3 - Financial assets measured at amortised cost
- Section 4 - Hedging transactions
- Section 5 - Equity investments
- Section 6 - Property and equipment
- Section 7 - Intangible assets
- Section 9 - Current and deferred tax assets and liabilities
- Section 10 - Provisions for risks and charges
- Section 11 - Financial liabilities measured at amortised cost
- Section 12 - Financial liabilities held for trading
- Section 14 - Foreign exchange transactions
- Section 16 - Other information

A.4 - Fair value disclosures

■ Part B - Notes to the consolidated balance sheet

ASSETS

- Section 1 - Cash and cash equivalents - Item 10
- Section 2 - Financial assets measured at fair value through profit or loss - Item 20
- Section 3 - Financial assets measured at fair value through other comprehensive income - Item 30
- Section 4 - Financial assets measured at amortised cost - Item 40
- Section 5 - Hedging derivatives - Item 50
- Section 6 - Adjustments to financial assets subject to macro-hedging - Item 60
- Section 7 - Equity investments - Item 70
- Section 9 - Property and equipment - Item 90
- Section 10 - Intangible assets - Item 100
- Section 11 - Tax assets and tax liabilities - Assets Item 110 and Liabilities Item 60
- Section 13 - Other assets - Item 130

LIABILITIES

- Section 1 - Financial liabilities measured at amortised cost - Item 10
- Section 2 - Financial liabilities held for trading - Item 20
- Section 4 - Hedging derivatives - Item 40
- Section 5 - Adjustments to financial liabilities subject to macro-hedging - Item 50
- Section 6 - Tax liabilities - Item 60
- Section 8 - Other liabilities - Item 80
- Section 9 - Provision for employment termination indemnities - Item 90
- Section 10 - Provisions for risks and charges - Item 100

Section 13 - Equity attributable to owners of the parent company - Items 120, 130, 140, 150, 160, 170 and 180

Section 14 - Equity attributable to non-controlling interests - Item 190

OTHER INFORMATION

■ Part C - Notes to the consolidated income statement

- Section 1 - Interest - Items 10 and 20
- Section 2 - Fee and commission income and expense - Items 40 and 50
- Section 3 - Dividends and similar income - Item 70
- Section 4 - Net profit (loss) on trading activities - Item 80
- Section 5 - Net profit (loss) on hedging derivatives - Item 90
- Section 6 - Net profit (loss) on sales/repurchases - Item 100
- Section 7 - Net profit (loss) on other financial assets and liabilities measured at fair value through profit or loss - Item 110
- Section 8 - Net impairment for credit risk - Item 130
- Section 12 - Administrative expenses - Item 190
- Section 13 - Net provisions for risks and charges - Item 200
- Section 14 - Depreciation of property and equipment - Item 210
- Section 15 - Amortisation of intangible assets - Item 220
- Section 16 - Other income (expense) - Item 230
- Section 17 - Profit (loss) on equity investments - Item 250
- Section 20 - Gain (Loss) on disposal of investments - Item 280

Section 21 - Income taxes for the year on continuing operations - Item 300

Section 23 - Net profit (Loss) for the year attributable to non-controlling interests - Item 340

Section 25 - Earnings per share

■ Part D - Total comprehensive income

Components of total comprehensive income

■ Part E - Information on risk and related hedging policies

- Section 1 - Risks of the consolidated book
- Section 2 - Risks of the prudential consolidation

■ Part F - Information on consolidated shareholders' equity

Section 1 - Consolidated shareholders' equity

■ Part G - Business combination

- Section 1 - Transactions completed in the year
- Section 2 - Transactions completed after the year

■ Part H - Transactions with related parties

1. Information on remuneration of senior managers with strategic responsibilities
2. Information on transactions with related parties

■ Part I - Share-based payment arrangements

1. Description of the share-based payment arrangements
2. Other information

■ Part M - Disclosure on leases

Section 1 - Lessee



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

PART A - ACCOUNTING POLICIES

A.1 - GENERAL

SECTION 1 - STATEMENT OF COMPLIANCE WITH INTERNATIONAL ACCOUNTING STANDARDS

Pursuant to Italian Legislative Decree no. 38 of 28 February 2005, the Fideuram - Intesa Sanpaolo Private Banking Group's Consolidated Financial Statements have been prepared in accordance with the International Accounting Standards (IAS) and International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB), as endorsed by the European Commission up to 31 December 2024, following the procedure provided for by Community Regulation (EU) 2002/1606. With a view to adopting effective guidelines for the application of these accounting standards, this Report was prepared in accordance with the interpretations provided by the International Financial Reporting Interpretations Committee (IFRIC). There were no derogations from the application of the International Accounting Standards or International Financial Reporting Standards.

The Consolidated Financial Statements at 31 December 2024 have been prepared in accordance with Bank of Italy Circular no. 262 of 22 December 2005 and its subsequent amendments and interpretation guidelines provided by the Bank of Italy. In particular, the eighth update of 17 November 2022 was taken into account.

The new International Financial Reporting Standards or modifications to accounting standards already in force and the related European Commission Regulations endorsing them that became effective as from 1 January 2024 are listed below:

- Regulation (EU) 2023/2579: Amendments to IFRS16 Leases – Lease liabilities in a Sale and Leaseback Transaction.
- Regulation (EU) 2023/2822: Amendments to IAS1 Presentation of Financial Statements - Classification of Current and Non-current Liabilities with covenants.
- Regulation (EU) 2024/1317: Amendments to IAS7 Financial Statements and IFRS7 Financial Instruments - Disclosures, Financing Arrangements for Supplies.

The changes introduced by these Regulations are of no particular relevance to the Group.

Finally, we report the changes to the accounting standards already in force, with the European Commission regulations endorsing them, the application of which will be mandatory as of 1 January 2025 and in respect of which the Group has not made use of early application:

- Regulation (EU) 2024/2862: Amendments to IAS21 Effects of Changes in Foreign Exchange Rates - Lack of exchangeability.

SECTION 2 - BASIS OF PREPARATION

The Consolidated Financial Statements comprise the compulsory statements provided for by IAS1 (namely a balance sheet, income statement, statement of comprehensive income, statement of changes in shareholders' equity and statement of cash flows) and the Notes to the Consolidated Financial Statements. It is also accompanied by the Directors' Report.

The Directors' Report contains certain information – such as, for example, data on quarterly trends and other alternative performance indicators – that is not directly attributable to the financial statements.

The information specified as compulsory content for Directors' Reports by Bank of Italy Circular no. 262/2005 is presented in the following sections and paragraphs:

- Chapter 2. External context and strategies (excluding paragraphs 2.3 and 2.4);
- Chapter 3. Performance (paragraphs 3.1 to 3.4, 3.7, 3.8.1, 3.8.3, 3.8.4, 3.8.5 and 3.9);
- Chapter 4. Governance (paragraph 4.2).

The Notes to the Financial Statements present all the information provided for by the regulations, together with the additional information considered necessary to give a true and fair view of the Group's position.

These Consolidated Financial Statements have been prepared on a going concern basis. There is no doubt as to the ability of the Group to remain in business.

The Financial Statements use the euro as their presentation currency. The amounts of the consolidated financial statements and the notes, unless otherwise specified, are stated in millions of euros. The financial statements and the notes, besides amounts for the reporting period, also present corresponding comparative data.

Moreover, in relation to the changes in the scope of consolidation that took place in 2024 – in line with the provisions of the IFRS standards and the provisions of Circular 262 of the Bank of Italy – the balance sheet, income statement and comprehensive income as well as the tables of the notes of the comparison period were not subject to restatement, as they are not immediately comparable.

To facilitate comparison of the figures for different periods and to enable a clearer and more immediate understanding of the Group's financial position and results, the Directors' Report for the year ended 2024 contains a reclassified balance sheet and reclassified income statement. These statements were prepared using appropriate groupings of the items in the official financial statements. Detailed information on the reclassifications is presented in specific reconciliation statements provided in the schedules accompanying these Financial Statements.

In the Directors' Report, to allow for a like-for-like comparison and to adequately represent the effects of changes in the scope of consolidation, the operating data and accounting balances presented in the balance sheet and income statement have been restated, where necessary. In preparing the restated financial statements, appropriate adjustments have been made to the historical data to reflect retrospectively, assuming that the corporate transactions took place on or after 1 January 2023, the changes in the scope of consolidation that took place in the period, without changing the result for the year and shareholders' equity compared to the official financial statements published in previous periods. The net effects of the adjustments were recognised in profit of non-controlling interests in the restated income statement and in minority interests in the restated balance sheet. Detailed information on the restatements and reclassifications is presented in specific reconciliation statements provided in the schedules accompanying these Financial Statements.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

SECTION 3 - SCOPE AND METHODS OF CONSOLIDATION

The wholly-owned subsidiaries included in the scope of consolidation at 31 December 2024 are listed below.

1. Equity investments in wholly-owned subsidiaries

COMPANY NAME	OPERATIONAL HEAD OFFICE	REGISTERED OFFICE	TYPE OF OWNERSHIP (*)	OWNERSHIP		% VOTES (**)
				ASSOCIATE COMPANY	% OWNED	
1. Intesa Sanpaolo Private Banking S.p.A. Share capital: EUR 117,497,424	Milan	Milan	1	Fideuram	100.00%	
2. Fideuram - Intesa Sanpaolo Private Banking Asset Management SGR S.p.A. Share capital: EUR 25,870,000	Milan	Milan	1	Fideuram	100.00%	
3. Siref Fiduciaria S.p.A. Share capital: EUR 2,600,000	Milan	Milan	1	Fideuram	100.00%	
4. Fideuram Asset Management (Ireland) dac Share capital: EUR 1,000,000	Dublin	Dublin	1	Fideuram	100.00%	
5. RB Participations S.A. Share capital: CHF 100,000	Geneva	Geneva	1	Fideuram	100.00%	
6. REYL & Cie S.A. Share capital: CHF 31,500,001	Geneva	Geneva	1	Fideuram RB Participations	46.00% 30.00%	
7. REYL Finance (MEA) Ltd Share capital: USD 2,875,000	Dubai	Dubai	1	REYL & Cie	100.00%	
8. Intesa Sanpaolo Wealth Management S.A. Share capital: EUR 123,813,000	Luxembourg	Luxembourg	1	Fideuram	100.00%	
9. Intesa Sanpaolo Private Argentina S.A. Share capital: ARS 29,379,506	Buenos Aires	Buenos Aires	1	REYL & Cie Fideuram	95.015% 4.985%	
10. REYL Overseas AG Share capital: CHF 2,000,000	Zurich	Zurich	1	REYL & Cie	100.00%	
11. Gap ManCo Sàrl Share capital: EUR 12,500	Luxembourg	Luxembourg	1	REYL & Cie	100.00%	
12. REYL Singapore Holding PTE Ltd Share capital: SDG 1,201	Singapore	Singapore	1	REYL & Cie	75.00%	
13. REYL Singapore PTE Ltd Share capital: SDG 500,000	Singapore	Singapore	1	REYL & Cie REYL Singapore Holding PTE	76.00% 24.00%	
14. REYL & Co. (Holdings) Ltd Share capital: GBP 3,700,000	London	London	1	REYL & Cie	100.00%	
15. REYL & Co. (UK) LLP Share capital: GBP 3,800,000	London	London	1	REYL & Co. (Holdings)	100.00%	
16. REYL & Cie (Malta) Holding Ltd Share capital: EUR 930,000	Valletta	Valletta	1	REYL & Cie	100.00%	
17. REYL & Cie (Malta) Ltd Share capital: EUR 930,000	Valletta	Valletta	1	REYL & Cie (Malta) Holding	100.00%	
18. Iberia Distressed Assets Manager SARL Share capital: EUR 12,500	Luxembourg	Luxembourg	1	REYL Finance (MEA)	100.00%	
19. REYL Private Office Sàrl Share capital: EUR 50,000	Luxembourg	Luxembourg	1	REYL & Cie	100.00%	
20. CBP Quilvest PE Fund SARL Share capital: USD 20,000	Luxembourg	Luxembourg	1	Intesa Sanpaolo Wealth Management	100.00%	
21. Fideuram Asset Management UK Ltd Share capital: GBP 1,000,000	London	London	1	Fideuram Asset Management (Ireland)	100.00%	
22. Alpian S.A. Share capital: CHF 43,087,601	Geneva	Geneva	1	Fideuram REYL & Cie Treasury shares	51.14% 10.46% 1.47%	
23. Alpian Technologies Ltd Share capital: GBP 100,000	London	London	1	Alpian	100.00%	

LEGEND

(*) Type of ownership 1 = majority voting rights at general shareholders’ meetings.

(**) Voting rights at general shareholders’ meetings. Voting rights are only shown when they differ from % capital ownership.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

2. Significant judgements and assumptions made in determining scope of consolidation

The Consolidated Financial Statements include Fideuram and its direct and indirect subsidiaries and the companies over which it exercises significant influence. An entity is considered to be controlled by Fideuram when the latter is exposed or has rights to variable returns from its involvement with the entity, while simultaneously having the ability to affect those returns through its power over the entity.

Fideuram is considered to control an entity if and only if the Group has all of the following elements:

- power over the entity to direct the relevant activities;
- exposure to variable returns from its involvement with the investee entity;
- the ability to use its power over the entity to affect the amount of the returns.

The subsidiaries were consolidated line-by-line, except the entities which, due to their limited significance (less than €10m in total assets carried on the books), are consolidated with the equity method, in accordance with Group accounting policies.

In the line-by-line consolidation process, aggregate amounts from the balance sheet and income statement of the subsidiaries are used line-by-line. After allocation to the non-controlling interests of their share of the equity and net profit, the book value of these subsidiaries is written off – against the assets and liabilities of the subsidiaries – by the corresponding share of shareholders’ equity held by the Group. The differences resulting from this operation, if positive, recognised as Intangible Assets under the item goodwill or other intangible assets, following the allocation of any components to the assets and liabilities of the subsidiaries. If negative, they are recognised as negative goodwill in profit or loss. All assets, liabilities,

income and expenses between and among consolidated companies have been entirely eliminated.

Company acquisitions are accounted for using the method required for acquisitions by IFRS3, whereby all identifiable assets acquired and all identifiable liabilities incurred (including contingent liabilities) are recognised at their fair value on the acquisition date. For each business combination, any minority interests in the acquired company may be recognised at fair value or based on the percentage stake of the minority interest in the identifiable net assets of the acquired company. If the price paid (the fair value of the assets sold, liabilities incurred and equity instruments issued) or the recognised fair value of the minority interests are higher than the fair value of the assets and liabilities acquired, this surplus is recognised as goodwill; If the price is lower, the difference is charged to the income statement.

Goodwill is subject to a periodic test on the appropriateness of its book value. If the recoverable value of goodwill is less than its book value, the difference is recognised in profit or loss.

The method of acquisition is applied from the acquisition date; i.e. from the moment when control of the acquired company is effectively obtained. Therefore, the results of any subsidiary acquired during the year are included in the consolidated financial statements from the date of its acquisition. Similarly, the results of any subsidiary sold are included in the consolidated financial statements up to the date on which control is lost. The difference between the sale price and the book value at the disposal date (including foreign exchange differences recognised from time to time in shareholders’ equity at the time of consolidation) is recognised in the income statement.

The financial statements used for the line-by-line consolidation were those at 31 December 2024, as approved by the competent bodies of the subsidiaries, adjusted where necessary to align them with Group accounting policies.

The financial statement data of companies operating outside the European Monetary Union area were translated to euro applying the year-end

exchange rates to balance sheet items and the average exchange rates for the period to profit or loss items. The exchange rate differences arising from translations at said exchange rates are recognised in the valuation reserve.

Compared to 31 December 2023, the line-by-line consolidation has changed as follows:

- the entry of Alpian S.A. due to a change in the consolidation method (from equity to line-by-line) as a result of an increase in the percentage of ownership, with a consequent change in classification from associate to subsidiary with effect from 1 August 2024;
- the exit of IW Private Investments as a result of the merger into Fideuram.

A company is considered to be an associate company if it is subject to significant influence, which is to say if Fideuram holds 20% of the voting rights (including potential voting rights) directly or indirectly, or if it is able to participate in determining the company’s financial and management policies by virtue of special legal ties even though it has fewer voting rights.

Associate companies are consolidated using the equity method. This method involves initially recognising the equity investment at cost and subsequently adjusting the value in relation to the Group interest in the subsidiary’s shareholders’ equity. The difference between the book value of the equity investment and the interest in the subsidiary’s shareholders’ equity is recognised as an increase or decrease in the book value of the equity investment. The Group interest in the subsidiary’s profit is recognised in a separate item of the consolidated profit or loss.

Fideuram Vita S.p.A. (Insurance company in which Fideuram holds 19.99% of the share capital), Asteria Investment Managers S.A. (a Swiss management company in which Fideuram holds 49% of the capital) and 1875 Finance Holding AG (a Swiss finance company in which Reyl & Cie hold 40% of the capital) are considered associated companies.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

3. Equity investments in wholly-owned subsidiaries with significant non-controlling interests

3.1 Non-controlling interests, voting rights of non-controlling interests and dividends distributed to non-controlling interests

COMPANY NAMES	NON-CONTROLLING INTERESTS %	VOTING RIGHTS OF NON-CONTROLLING INTERESTS % (*)	DIVIDENDS DISTRIBUTED TO NON-CONTROLLING INTERESTS
1. REYL & Cie S.A.	24%	24%	1
2. Alpian S.A.	37%	37%	-
3. REYL Singapore Holding PTE Ltd	25%	25%	-

(*) Voting rights at general shareholders’ meetings.

3.2 Equity investments with significant non-controlling interests: accounting information

COMPANY NAMES	TOTAL ASSETS	CASH AND CASH EQUIVALENTS	FINANCIAL ASSETS	"PROPERTY AND EQUIPMENT AND INTANGIBLE ASSETS"	FINANCIAL LIABILITIES	SHAREHOLDERS' EQUITY	NET INTEREST INCOME	TOTAL NET INTEREST AND TRADING INCOME	OPERATING COSTS	PROFIT (LOSS) BEFORE TAX FROM CONTINUING OPERATIONS	PROFIT (LOSS) AFTER TAX FROM CONTINUING OPERATIONS	PROFIT (LOSS) AFTER TAX FROM DISCONTINUED OPERATIONS	PROFIT (LOSS) FOR THE YEAR (1)	OTHER COMPREHENSIVE INCOME AFTER TAX (2)	COMPREHENSIVE INCOME (3)=(1)+(2)
REYL & Cie S.A.	2,504	573	1,849	53	2,263	167	49	124	(125)	(22)	(31)	-	(31)	(13)	(44)
Alpian S.A.	185	147	21	14	134	46	-	(1)	(26)	(31)	(31)	-	(31)	-	(31)

SECTION 4 - EVENTS AFTER THE REPORTING PERIOD

There were no significant events after the reporting period that may result in changes to the consolidated financial statements at 31 December 2024.

On 4 February 2025, the Board of Directors of Intesa Sanpaolo, having received the favourable opinion of the relevant Committee for Transactions with Related Parties and on 24 February 2025, the Board of Directors of Reyl & Cie, approved the transaction for the sale of the Swiss bank’s Corporate Finance arm to Intesa Sanpaolo, for a value of CHF 7m, as the up-front component to be paid upon completion of the transaction.

SECTION 5 - OTHER ASPECTS

Risks, uncertainties and impacts of the military conflict in Ukraine

The military conflict in Ukraine and the ensuing geopolitical tensions have created volatility and uncertainty in the financial sector and markets, which is also reflected in the areas of financial statement estimates. Moreover, the Group’s Italian companies do not have significant exposures to Russian or Ukrainian clients or banks. The Swiss subsidiary Reyl & Cie has exposures to Russian clients for insignificant amounts that are amply guaranteed by the client assets deposited with the company. Receivables due from Russian counterparties were classified as stage 2, without them significant impacting in ECL terms as they were fully guaranteed. This classification applied to volumes of approximately €1m, with a negligible impact on the portfolio at the Group level.

Audit

The Consolidated Financial Statements of the Fideuram Group are audited by EY S.p.A. The table below provides detailed information on the remuneration that the Group paid to EY network firms in the 2024 reporting period, in accordance with Article 2427 of the Italian Civil Code and Article 149 diocies of the Issuers’ Regulations (no. 11971) published by the Italian National Commission for Listed Companies and the Stock Exchange (CONSOB).

Type of services

(€m)

	2024	
	FIDEURAM NETWORK	OTHER GROUP COMPANIES
Independent statutory audit (*)	0.6	1.1
Attestation services	0.2	0.8
Total	0.8	1.9

(*) Including statutory and voluntary audit costs. The net amount does not include the costs for auditing the mutual funds managed by Group companies. These costs are borne directly by the funds and totalled €1.7m in 2024.

All figures are net of VAT and expenses.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

A.2 - MAIN FINANCIAL STATEMENT ITEMS

This section sets out the accounting policies adopted to prepare the Consolidated Financial Statements at 31 December 2024.

SECTION 1 - FINANCIAL ASSETS MEASURED AT FAIR VALUE THROUGH PROFIT OR LOSS

This category contains the Financial assets not classified as Financial assets measured at fair value through other comprehensive income or as Financial assets measured at amortised cost.

In particular, this item includes:

- financial assets held for trading;
- financial assets mandatorily measured at fair value, consisting of financial assets that do not meet the requirements for measurement at amortised cost or at fair value through other comprehensive income. These are financial assets whose contractual terms do not only require repayments of principal and payments of interest on the amount of principal to be repaid, or which are not held for the collection of contractual cash flows (Hold to Collect business model), or whose objective is achieved both through the collection of contractual cash flows and through the sale of financial assets (Hold to Collect and Sell business model).

Therefore, this item shows:

- the debt securities and loans that are included in an Other/Trading business model (and thus not associable with a Hold to Collect or Hold to Collect and Sell business model), or that do not pass the test on contractual characteristics (SPPI test);
- equity instruments which cannot be qualified as controlling or associated interests, and for which the option for measurement at fair value through other comprehensive income was not exercised upon initial recognition;
- units in mutual funds.

This item also consists of derivatives, recognised as financial assets held for trading, which are recognised as assets if their fair value is positive.

According to the general rules established by IFRS9 on the reclassification of financial assets (except for equity instruments, for which no reclassification is permitted), reclassifications to other categories of financial assets are not permitted unless the entity changes its business model for those financial assets.

Initial recognition of financial assets occurs at settlement date for debt securities and equity instruments, at disbursement date for loans and at trade date for derivative contracts. Upon initial recognition, financial assets measured at fair value through profit or loss are recognised at fair value, without considering transaction costs or revenues directly attributable to the instrument.

After initial recognition, the financial assets measured at fair value through profit or loss are carried at fair value. The effects of application of this measurement method are recognised in profit or loss.

Financial assets are derecognised solely if the sale leads to the substantial transfer of all the risks and rewards connected to the assets.

SECTION 2 - FINANCIAL ASSETS MEASURED AT FAIR VALUE THROUGH OTHER COMPREHENSIVE INCOME

This category consists of the financial assets which meet both of the following conditions:

- the financial asset is held under a business model whose objective is pursued both through the collection of contractually required cash flows and through sale (Hold to Collect and Sell business model);
- the contractual terms of the financial asset require cash flows at fixed dates represented solely by payments of principal and interest on the principal to be repaid.

This category also includes equity instruments that are not held for trading and for which at the time of initial recognition the option for designation at fair value through other comprehensive income has been exercised.

In particular, this item includes:

- the debt securities that fall under a Hold to Collect and Sell business model and which have passed the test on contractual characteristics (SPPI test);
- the equity interests that do not qualify as controlling or associated, which are not held for trading, and for which the option of designation at fair value through other comprehensive income has been exercised.

No reclassifications to other categories of financial assets are allowed, except when the entity modifies its own business model for the management of financial assets.

These financial assets are initially recognised at the settlement date for debt securities and equities. The assets are recognised at fair value upon initial recognition, inclusive of the transaction costs or income directly attributable to the instrument itself.

After initial recognition, the Assets classified at fair value through other comprehensive income, other than equity instruments, are measured at fair value, with the recognition in profit or loss of the impact resulting from the application of the amortised cost, the impairment effects and any exchange rate effect, whereas the other gains and losses resulting from a change in fair value are recognised in a specific shareholders' equity reserve until the financial asset is derecognised. Upon sale of all or part of the financial asset, the gain or loss accumulated in the valuation reserve are transferred entirely or partially to profit or loss. The equity instruments which were classified in this category are measured at fair value, and the amounts recognised through equity must not be subsequently transferred to profit or loss, not even upon disposal. Dividends are the only component that can be associated with the equity instruments in question and which is recognised in profit or loss.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

The Financial assets measured at fair value through other comprehensive income are subject to testing of a significant increase in credit risk (impairment) under IFRS9, with consequent recognition in profit or loss of an adjustment to cover the expected losses. More specifically, for instruments classified as stage 1 (i.e., financial assets at origination and instruments for which there has not been a significant increase in credit risk since the initial recognition date), a 12-month expected loss is recognised on the initial recognition date and at each subsequent reporting date. For instruments classified as stage 2 (performing exposures for which there has been a significant increase in credit risk since the initial recognition date) and as stage 3 (credit-impaired exposures), a lifetime expected loss for the financial instrument is recognised. Equity instruments are not subject to the impairment process.

Financial assets are derecognised solely if the sale leads to the substantial transfer of all the risks and rewards connected to the assets.

SECTION 3 - FINANCIAL ASSETS MEASURED AT AMORTISED COST

This category includes the financial assets (in particular loans and debt securities) that meet both the following conditions:

- the financial asset is held under a business model whose objective is achieved through the collection of expected contractual cash flows (Hold to Collect business model);
- the contractual terms of the financial asset require cash flows at fixed dates represented solely by payments of principal and interest on the principal to be repaid.

In particular, this item includes:

- loans to banks in the different technical forms that meet the requirements set out in the paragraph above;
- loans to customers in the different technical forms that meet the requirements set out in the paragraph above;
- the debt securities that meet the requirements set out in the paragraph above.

This category also includes the operating receivables connected with the performance of financial activities and services.

No reclassifications to other categories of financial assets are allowed, except when the entity modifies its own business model for the management of financial assets.

Initial recognition of the financial asset occurs at settlement date for debt securities and at disbursement date for loans. The assets are recognised at fair value upon initial recognition, inclusive of the transaction costs or income directly attributable to the instrument itself.

In particular, for loans, the disbursement date is usually the same as the date of signing of the contract. Should this not be the case, a commitment to disburse funds is made along the subscription of the contract, which will cease to exist upon disbursement of the loan. The loan is recognised on the basis of its fair value, which is equal to the amount disbursed plus the costs/income which can be directly linked with the individual loan.

After initial recognition, the financial assets examined here are measured at amortised cost using the effective interest rate method. This method is not used for assets measured at historic cost, whose short duration minimises the effect of discounting, for those without a definite maturity date and for revocable loans.

The accounting policies are strictly connected with inclusion of the instruments examined here in one of the three stages of credit risk envisaged in IFRS9. The last of these (stage 3) covers non-performing financial assets and the remainder (stages 1 and 2) performing financial assets.

With regard to the accounting representation of the above measurement effects, the value adjustments for this type of asset are recognised in profit or loss:

- upon initial recognition, for an amount equal to the expected loss at 12 months;
- on subsequent measurement of the asset, when the credit risk has not increased significantly since initial recognition, in relation to changes in the amount of adjustments for the 12-month expected credit losses;
- upon subsequent measurement of the asset, if the credit risk has significantly increased from its initial recognition, according to the recognition of adjustments for expected losses over the entire remaining contractually envisaged life of the asset;

- on subsequent measurement of the asset, where – after a significant increase in credit risk has occurred since initial recognition – the increase is no longer “significant” due to the alignment of the cumulative value adjustments to take account of the change from a lifetime expected credit loss to a 12-month expected credit loss for the instrument.

If the analysed financial assets are performing, they are assessed to determine the adjustments to be recognised in the financial statements for each individual loan (or “tranche” of securities), according to the risk parameters represented by Probability of Default (PD), Loss Given Default (LGD) and Exposure At Default (EAD). If, in addition to a significant increase in credit risk, there is also objective evidence of impairment, the amount of the loss is measured as the difference between the book value of the asset – classified as non-performing, like all the other relationships with the same counterparty – and the present value of the estimated future cash flows, discounted using the original effective interest rate. The amount of the loss to be recognised in profit or loss shall be defined according to an analytical measurement process or determined according to uniform categories and then analytically attributed to each position. Non-performing assets include financial assets classified as doubtful, unlikely-to-pay or past due by over ninety days according to the rules issued by the Bank of Italy, in line with the IAS/IFRS and EU Supervisory Regulations.

The expected cash flows take into account the expected recovery times and the estimated realisable value of any guarantees. The original effective rate of each asset remains unchanged over time even if the relationship has been restructured with a variation of the contractual interest rate and even if the relationship, in practice, no longer bears contractual interest. If the reasons for any impairment cease to apply as a result of events subsequent to the recognition of an impairment loss, the reversal of the impairment loss is recognised in profit or loss. The reversals may not exceed the amortised cost that the financial instrument would have had if it had not previously been written down. Recoveries on impairment with time value effects are recognised in net interest income. In some cases, during the lifetime of these financial assets, and of loans in particular, the original contractual conditions may be subsequently modified by the parties to the contract. When the contractual clauses are subject to change during the lifetime of an instrument, it is necessary to verify whether the original asset should continue to be recognised in the balance sheet or whether, instead, the original instrument needs to be derecognised and a new financial



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

**5. CONSOLIDATED
FINANCIAL
STATEMENTS**

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

instrument needs to be recognised. In general, changes to a financial asset lead to it being derecognised and the recognition of a new asset when those changes are substantial. The extent of the change has to be assessed by considering both qualitative and quantitative elements.

The analyses aimed at defining the substantial nature of contractual changes made to a financial asset must therefore consider:

- the reasons why the changes were made, for example, renegotiation for commercial reasons and concessions due to financial difficulties of the counterparty:
 - the former, aimed at “retaining” the customer, involve a borrower that is not in financial difficulty. This category includes all renegotiations aimed at aligning the cost of the debt to market conditions. These operations involve a change in the original conditions of the contract, usually requested by the borrower and relating to aspects concerning the cost of the debt, with a consequent economic benefit for the borrower. In general, whenever the bank carries out a renegotiation to avoid losing its customer, that renegotiation should be considered as substantial because, if it were not carried out, the customer could borrow from another intermediary and the bank would incur a decrease in expected future revenues;
 - the latter, carried out for reasons of credit risk (forbearance measures), relate to the bank’s attempt to maximise the recovery of the cash flows of the original loan. The underlying risks and rewards, following the changes, are not normally substantially transferred and, consequently, the accounting representation that provides the most relevant information for the readers of the financial statements is “modification accounting” – which involves the recognition through profit or loss of the difference between the book value and the present value of the modified cash flows discounted at the original interest rate – rather than derecognition;
- the presence of specific objective elements (“triggers”) that influence the characteristics and/or contractual flows of the financial instrument (e.g. the change of currency or change in the type of risk exposure) which are believed to involve derecognition in light of their significant impact on the original contractual flows.

Financial assets are derecognised solely if the sale leads to the substantial transfer of all the risks and rewards connected to the assets.

SECTION 4 - HEDGING TRANSACTIONS

The Group exercises the option allowed upon the introduction of IFRS9 to continue applying all the provisions of IAS39 relating to hedge accounting (in the carve-out version endorsed by the European Commission) for all types of hedges.

The purpose of hedging transactions is to neutralise contingent losses attributable to a specific risk and recognisable on a specific element or group of elements if that specific risk should actually materialise.

The following types of hedges are used:

- fair value hedge: its purpose is to hedge the exposure to changes in fair value (attributable to the different types of risk) of assets and liabilities or portions thereof carried on the balance sheet, groups of assets/liabilities, irrevocable commitments and portfolios of financial assets and liabilities. The purpose of macro hedges is to reduce fluctuations in the fair value of an amount of money that are attributable to interest rate risk and stemming from a portfolio of financial assets or liabilities. Net amounts resulting from the netting of assets and liabilities cannot be covered by macro hedges;
- cash flow hedge: its purpose is to hedge the exposure to changes in future cash flows attributable to specific risks associated with financial statement items. This type of hedge is essentially used to stabilise the interest flows of floating rate loans;
- foreign exchange hedge: its purpose is to hedge the risks pertaining to an investment in a foreign company that is denominated in foreign currency.

Only the financial instruments involving a counterparty outside the Group may be designated as hedging instruments.

The hedging derivatives are, like all derivatives, initially recognised and subsequently measured at fair value. In particular, where fair value hedges are concerned, the change in fair value of the hedged instrument is offset by the change in fair value of the hedging instrument. This offsetting is carried out by recording the changes in value of the hedged item (where changes generated by the underlying risk factor are concerned) and of the hedging instrument in profit or loss. Any difference, indicating the extent to which the hedge is only partially effective, is the net financial effect. In the case of macro hedge transactions, the changes in fair value referring to the hedged risk of

the hedged assets and liabilities are recognised in the balance sheet at item 60. “Adjustments to financial assets subject to macro-hedging” or at item 50. “Adjustments to financial liabilities subject to macro-hedging.” In the case of cash flow hedges, changes in the fair value of the derivative are allocated to shareholders’ equity for the effective portion of the hedge, and are recognised in profit or loss only when, with reference to the hedged item, there is a change in the cash flows to be offset or if the hedge is ineffective. Foreign exchange hedges are accounted for in the same way as cash flows hedges.

The relationship between the hedging instruments and items hedged is documented formally and the effectiveness of the hedging verified at regular intervals. A hedge is considered to be effective when the fluctuations in the fair value of the hedged item are completely offset by the fluctuations in the fair value of the hedging instrument, keeping the ratio of these changes between 80% and 125%. If hedging effectiveness tests find that the hedges are not effective, accounting of the hedging transactions is suspended from the date of the last effectiveness test that had a positive result. The hedging derivative contract is transferred to financial instruments and the hedged financial instrument is measured using the method applicable to its classification in the financial statements.

SECTION 5 - EQUITY INVESTMENTS

The item includes interests held in associated companies.

Companies are considered subject to significant influence (associates) where the Group holds 20% of the voting rights (including “potential” voting rights) directly or indirectly, or if it is able to participate in determining the company’s financial and management policies of the investee even though it has fewer voting rights.

The equity investments are recognised at acquisition cost and subsequently measured using the equity method. The equity method involves adjusting the book value of the equity investment in relation to the Group interest in the subsidiary’s shareholders’ equity. The difference between the value of the equity investment and the interest in the subsidiary’s shareholders’ equity is included in the book value of the equity investment. The Group interest in the subsidiary’s operating profit is recognised in consolidated profit or loss. If there is evidence of the impairment of an equity investment, the recoverable value of



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

the equity investment is estimated. If the recoverable amount is less than the book value, the difference is recognised in profit or loss. If the reasons for any impairment cease to apply as a result of events subsequent to the recognition of an impairment loss, the reversal of the impairment loss is recognised in profit or loss.

SECTION 6 - PROPERTY AND EQUIPMENT

Property and equipment includes land, non-investment property, investment property, valuable art assets, technical plant and equipment, furniture and furnishings, and all kinds of machinery intended to be used for more than one financial year.

The property and equipment held for use in the production or supply of goods and services are classified as assets used in operations in accordance with IAS16. This item also includes tangible assets classified according to IAS2 - Inventories, which refer to assets arising from the enforcement of guarantees or the purchase at auction that are intended to be sold in the near future, that do not qualify for classification in the previous category. Finally, the rights of use acquired under leases and relating to the use of an item of property and equipment (for the lessee companies) and the assets granted under operating leases (for the lessor companies) are included.

Property and equipment are initially recognised at cost, with the latter understood to mean both the purchase price and any related direct charges incurred for the purchase or commissioning of the asset. The special maintenance costs that increase the future economic benefits of assets are allocated as increases in the value of the assets, while other ordinary maintenance costs are recognised in profit or loss.

After initial recognition, property and equipment are measured at cost, deducting depreciation and any impairment, with the exception of property used in operations and valuable art assets, which are measured according to the value recalculation method.

For property and equipment subject to measurement according to the revaluation method:

- if the book value of the asset is increased after its value is recalculated, the increase has to be recognised in the statement of comprehensive income and accumulated in shareholders’ equity under valuation reserves. Instead, when impairment of the same asset that

was previously recognised in profit or loss is reversed, income has to be recognised;

- if the book value of an asset is reduced after its value is recalculated, the reduction has to be recognised in the statement of comprehensive income as an excess revaluation to the extent that there are any net amounts credited in the revaluation reserve referring to that asset; otherwise that reduction has to be recognised in profit or loss.

The depreciable value is distributed systematically over the useful life of the asset on a straight-line basis with the exception of for the following:

- land, which has an indefinite useful life and is not, therefore, depreciable. The value of land is, moreover, also accounted for separately from the value of buildings, even when they are purchased together. This splitting of the value of land and the value of buildings is performed on the basis of a survey by independent experts solely for buildings held on a “ground-to-roof” basis;
- works of art since their useful life cannot be estimated and their value is not normally likely to decline over time.

The useful life of property and equipment subject to depreciation is verified periodically. If the initial estimates require adjustment, the related depreciation rates are also changed.

In addition, at every reporting date, the bank also evaluates whether there is any evidence of an asset having been impaired. In such cases the book value and recoverable value of the asset are compared. Any adjustments required are recorded in profit or loss. Should the reasons for the impairment cease to apply, a recovery is recognised that cannot, however, exceed the value the asset would have had, net of any depreciation calculated, had there not been any previous impairment. Property and equipment recognised in accordance with IAS2 are valued at the lower of cost and net realisable value, it being understood that a comparison between the asset’s carrying amount and its recoverable value is nevertheless made if there is any indication that the any asset may be impaired. Any adjustments are recognised in profit or loss.

Property and equipment represented by the right-of use of leased assets

Pursuant to IFRS16, a lease is a contract, or a part of a contract, that, in exchange for a consideration, transfers the right-of-use of an asset (the underlying asset) for a period of time.

Under IFRS16, leases are accounted for on the basis of the right-of-use model according to which, on the commencement date, the lessee has a financial obligation to make lease payments to the lessor for its right to use the underlying asset during the lease term. When the asset is made available for use by the lessee (commencement date), the lessee recognises a liability as well as an asset consisting of the right-of-use. In particular, the right-of-use acquired with the lease is recognised as the sum of the present value of the future lease instalments to be paid over the duration of the lease, of the lease payments paid at the date or before commencement of the lease, of any incentives received, of the initial direct costs and of any estimated costs for dismantlement or restoration of the underlying asset of the lease. The recognised financial liability corresponds to the discounted value of the payments owed on the lease.

With regard to the discounting rate, in accordance with IFRS16 requirements, the Group uses the implicit interest rate for each lease contract, when available. As for the lease contracts from the lessee’s point of view, in certain cases, for example with reference to the lease contracts, the implicit interest rate cannot always be readily determined without recourse to estimates and assumptions (the lessee does not have enough information about the unsecured residual value of the leased asset). In these cases, the Group has developed a method to define the incremental interest rate alternative to the implicit interest rate and has decided to adopt the funds Internal Transfer Rate (ITR). This involves an unsecured and amortising rate curve, with the lease contract prescribing the instalments, which are typically constant, over the duration of the contract, and not a single balloon payment upon expiration. This rate takes into account the lessee’s credit rating, the duration of the lease, and the economic environment in which the transaction took place, and thus is compliant with the requirements of the financial reporting standard.

The duration of the lease is determined by taking into account:

- periods covered by a lease extension option, when it is reasonably certain that it will be exercised;
- periods covered by a lease cancelation option, when it is reasonably certain that it will be exercised.

While the lease contract is in effect, the lessee must:

- recognise the right-of-use at cost, net of accumulated depreciation and the accumulated impairments calculated and recognised in accordance with the provisions of IAS36 - Impairment of assets, adjusted to account for any recalculation of the lease liability;



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

- increase the liability resulting from the lease transaction after the accrual of interest expenses calculated at the implicit interest rate of the lease or, alternatively, at the marginal financing rate and reduce it for the instalment payments of principal and interest.

In the event of modifications in the payments owed on the lease, the liability must be recalculated. The impact of the recalculation of the liability is recognised as an asset contra entry consisting in the right-of-use.

An item of property and equipment is eliminated from the balance sheet upon disposal or when an asset is permanently withdrawn from use and no future economic benefits are expected from its disposal.

SECTION 7 - INTANGIBLE ASSETS

Intangible assets are identifiable non-monetary assets without physical substance that originate in legal or contractual rights. They include software developed in-house or purchased from third parties, goodwill and the intangible assets connected with customers recognised on the balance sheet after business combinations.

Intangible assets are recognised at cost, adjusted for any related expenses only if the future economic benefits attributable to the assets are likely to be obtained and the cost of the assets themselves can be calculated reliably. When this is not the case, the cost of the intangible asset is recognised in profit or loss for the year in which it was borne. The cost of assets with a finite useful life is amortised on a straight-line basis, calculated in relation to the anticipated flow of the economic benefits of the asset. Conversely, assets with an indefinite useful life are not subject to systematic amortisation, but to a periodic test to verify the appropriateness of their book value. If there is evidence of the impairment of an asset, the asset’s recoverable value is estimated. The impairment is recognised in profit or loss as the difference between the asset’s book value and recoverable value.

In particular, intangible assets include:

- intangible assets based on technology, such as application software, which are amortised according to their expected technological obsolescence and, regardless, over no more than seven years; expenses related to the in-house development of software are recognised in the financial statements as intangible assets following verification of the technical

feasibility of completion and their ability to generate future economic benefits. During the development phase, these assets are valued at cost, complete with any related direct expenses, including expenses for the personnel involved in the projects. If the verification has a negative outcome, the expenses are recognised in profit or loss;

- intangible assets connected with customers represented by measurement of the value in business combinations of the client asset management relationships and non-financial assets connected with the provision of services. These finite useful life assets are originally recognised at a value measured through discounting, with use of a rate representing the time value of money and the specific risks of the asset, the flows representing the profit margins over a period equal to the residual, contractual, or estimated life of the relationships existing when the combination is executed. They are amortised on a straight-line basis over the period of the expected flow economic benefits;
- goodwill.

In business combinations, goodwill can be recognised when the positive difference between the consideration transferred and the fair value (if applicable) of the non-controlling interest and the fair value of the equity interest acquired is representative of the equity investment’s future income-generating capacity (goodwill). If this difference is negative (badwill) or if the goodwill is not justified by the future income-generating capacity of the company in which the investment is held, the difference is recognised directly in profit or loss. A test is conducted at yearly intervals (or whenever there is evidence of impairment) to verify the appropriateness of the goodwill valuation. The cash-generating unit to which the goodwill is attributable is identified for this purpose. Impairment is measured as the difference between the book value of the goodwill and its recoverable value, if lower. The recoverable value of the cash-generating unit is the higher of its fair value, less any costs to sell, and its value in use. The resulting adjustments are recorded in profit or loss.

An intangible asset is eliminated from the balance sheet upon disposal or when future economic benefits are no longer expected.

SECTION 9 - CURRENT AND DEFERRED TAX ASSETS AND LIABILITIES

Income taxes, calculated in accordance with national tax legislation, are recognised as costs on an accrual basis, in line with the accounting

treatment of the costs and income that generated them. They therefore represent the balance of current and deferred tax assets and liabilities for the year.

Current tax assets and liabilities are the net balance of the Group companies’ directly taxable positions with the tax authorities in and outside Italy. More specifically, they are the net balance of prior-year and current tax liabilities for the year, calculated on the basis of a cautious forecast of the tax burden due for the year, determined on the basis of current tax legislation, and current tax assets represented by advance payments, by withholdings from advance payments or from other tax credits.

This tax consolidation regime provides for the aggregation of the taxable income of all the subsidiaries and a single payment of IRES corporate income tax by the consolidating company Intesa Sanpaolo.

Deferred tax assets and liabilities are calculated using the balance sheet liability method, which takes into account the tax effect of the timing differences between the book values of the assets and liabilities and their tax values which result in taxable or tax-deductible amounts arising in future periods. To this end, “taxable timing differences” are taken to be differences that result in taxable amounts arising in future periods, and “deductible timing differences” are taken to be differences that result in tax-deductible amounts arising in future financial years.

Deferred tax assets and liabilities are calculated applying the tax rates specified by current tax legislation, for each consolidated company, to the taxable timing differences for which it is probable that taxes will have to be paid, and to the deductible timing differences for which there is reasonable certainty of recovery. Deferred tax assets are netted against deferred tax liabilities where they relate to the same tax and fall due in the same period.

When the deferred tax assets and liabilities refer to components recognised in profit or loss, they are recorded in a balancing entry under income taxes. On the other hand, when the deferred tax assets and liabilities regard transactions that have had a direct effect on shareholders’ equity without impacting the profit or loss, they are recorded as a balancing entry under shareholders’ equity, in respect of the related reserves, if any.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

SECTION 10 - PROVISIONS FOR RISKS AND CHARGES

Provisions for risks and charges to cover commitments and guarantees

This item contains the provisions for credit risk recognised for loan commitments and guarantees given that come under the scope of the IFRS9 impairment rules. The same rules for allocation among the credit risk stages and for calculation have been adopted for these cases to calculate the expected loss shown in reference to the financial assets measured at amortised cost or at fair value through comprehensive income.

Pensions and similar obligations

Pension funds are established in accordance with company agreements as defined-benefit schemes. The liability in respect of these schemes and the related pension cost of current employees are calculated using the Projected Unit Credit method, which discounts at a market interest rate the future outflows estimated on the basis of statistical historical analyses and demographic data. The contributions paid in each year are considered as separate units, recognised and measured individually to determine the final obligation. The discount rate used is set in relation to the market yields of primary corporate bonds at the measurement dates, taking the average residual maturity of the liability into account. The present value of the obligation at the accounting reference date is in addition adjusted to take into account the fair value of any assets serving the scheme. Any actuarial gains and losses (which is to say any changes in the present value of the obligation resulting from changes in the actuarial criteria and from adjustments on the basis of past experience) are recognised in the statement of comprehensive income.

Other

The other provisions for risks and charges are provisions for legal liabilities connected with employment relationships or litigation, including tax litigation, whose amount or due date is uncertain and which are recognised in the financial statements for the following reasons because:

- there is a present obligation (legal or implicit) arising from a past event;
- it is probable that financial resources will have to be disbursed to fulfil the obligation;
- it is possible to make a reliable estimate of the probable future disbursement.

The recognised provision is the best estimate of the expenditure required to meet the obligation existing at the reporting date. When the effect of deferring the estimated expense becomes a significant factor, the Group calculates the provisions as amounting to the present value of the expenses it is envisaged will be required to discharge the obligations. The provisions set aside are reassessed at every accounting reference date and adjusted to reflect the best current estimate.

The provision is reversed when it becomes unlikely that resources will be invested in sufficient quantity to produce economic benefits and fulfil the obligation or when the obligation is extinguished.

These funds include provisions for legal and tax disputes, as well as allocations for contractual indemnities owed to Private Bankers and provisions for Network Loyalty Plans, determined using actuarial criteria.

This item also includes long-term employee benefits, whose expenses are determined by using the same actuarial methods described for pension funds. Actuarial gains and losses are all recognised immediately in profit or loss.

SECTION 11 - FINANCIAL LIABILITIES MEASURED AT AMORTISED COST

The items Due to banks and Due to customers cover all the technical forms of borrowing from said counterparties. This item also includes the debts recognised by the bank in the capacity of lessee within the scope of leases.

These financial liabilities are initially recognised in the balance sheet at fair value, which is usually the amount collected, increased by any transaction costs directly attributable to the individual borrowing transaction. Lease liabilities are recognised at the present value of the future lease payments, which are discounted using the implicit interest rate of the transaction or, if it cannot be determined, through the marginal loan rate.

The debts, with the exception of on-demand and short-term items which continue to be recognised at collection value, are subsequently measured at amortised cost using the effective interest rate method, with the related effect being recognised in profit or loss. Lease liabilities are revalued when there is a lease modification (i.e. a change in

the contract that is not recognised as a separate contract). The effect of the revaluation must be recognised as a balancing entry for the right-of-use asset. Financial liabilities are derecognised when they mature or are settled.

SECTION 12 - FINANCIAL LIABILITIES HELD FOR TRADING

Financial liabilities held for trading are recognised on the subscription date or issue date at a value equal to the fair value of the instrument, without considering any transaction costs or income directly attributable to the tools themselves. This category includes derivative contracts held for trading with a negative fair value and liabilities regarding technical short positions generated by dealing in securities. All trading liabilities are measured at fair value with allocation of the result of valuation in profit or loss. The financial trading liabilities are derecognised when the contractual rights to the associated cash flows expire or when the financial liability is sold with substantial transfer of all the risks and benefits deriving from ownership thereof.

SECTION 14 - FOREIGN EXCHANGE TRANSACTIONS

Foreign exchange transactions are recognised in the functional currency upon initial recognition, applying the exchange rate at the transaction date.

Items in foreign currencies are measured as follows at each reporting date:

- monetary items are converted using the exchange rate at the reporting date;
- non-monetary items measured at historical cost are converted using the exchange rate at the date of the transaction;
- non-monetary items measured at fair value are converted using the exchange rate at the reporting date.

Exchange differences arising from the settlement of monetary items or from the conversion of monetary items at a different rate from the initial conversion or previous financial statements are recognised in profit or loss for the period in which they arise.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

When a profit or loss relating to a non-monetary item is recognised in shareholders' equity (other comprehensive income), the exchange difference of this item is likewise recognised in other comprehensive income. On the contrary, when a profit or loss is recognised in the profit or loss, the related exchange rate difference is also recognised in profit or loss.

SECTION 16 - OTHER INFORMATION

Treasury shares

Treasury shares are deducted from shareholders' equity. The profits or losses arising from their subsequent sale are recognised as movements of shareholders' equity.

Accrued expenses and deferred income

Accrued expenses and deferred income, which consist of expense and income accrued on assets and liabilities in the year, are recognised in the financial statements as adjustments to the related assets and liabilities. In particular, the items include the prepaid expenses regarding the bonuses for meeting net inflow targets, linked to the duration of contractual relationships with customers; for the calculation, an accounting model based on probabilistic actuarial criteria is used, which allows correlating the costs incurred with the expected revenues, taking into account the duration of the clients' investments.

Leasehold improvements

The costs incurred in renovating leasehold property are capitalised in consideration of the fact that the Group has control of the assets for the term of the lease and can derive future economic benefits from them. These costs are recognised as Other assets and depreciated over a period not exceeding the lease term.

Provision for employment termination indemnities

The Provision for employment termination indemnities constitutes a "post-employment benefit" classified as:

- a "defined contribution plan" for employee severance payments accruing starting from 1 January 2007 (the date of entry into force of the supplementary pension reform referred to in Legislative Decree no. 252/2005) both in the case of the employee opting for the supplementary pension provision and in the case of the employee opting for payment into the Treasury fund at INPS. For these shares, the amount recognised under personnel costs is determined on the basis of the contributions due without the application of actuarial calculation methods;

- a "defined benefit scheme" and therefore recognised on the basis of its actuarial value calculated using the Projected Unit Credit method for the employment termination indemnity contributions accrued up until 31 December 2006. These contributions are recognised on the basis of their actuarial value without pro-rating for length of service since the current service cost of the Provision for employment termination indemnities has almost been accrued in full, and it is considered that its revaluation for future years would not generate significant benefits for the employees.

The discount rate used is set with reference to market yield, taking into account the average residual maturity of the liability, weighted in relation to the percentage of the amount paid and advanced, for each maturity, with respect to the total amount to be paid and advanced for the entire obligation to be discharged in full. The service costs of the scheme are recognised under personnel expenses and the actuarial gains and losses are recognised in the valuation reserves, with the effects for the year being recorded in the statement of comprehensive income.

Share-based payments

Share-based payments, settled in cash, refer to the remuneration and incentive schemes for the Group's management and employees. The remuneration and incentive schemes for management provide for the acquisition of Intesa Sanpaolo shares under the schemes, which are recorded under financial assets measured at fair value through profit or loss. The amounts due to personnel under the schemes are recorded under other liabilities as a balancing entry in personnel expenses, and adjusted for any fluctuations in the fair value of the shares until the liability is settled.

The share-based remuneration plans for employees are recognised in profit or loss, with a corresponding increase in shareholders' equity, on the basis of the fair value of the financial instruments assigned at the grant date, by dividing the cost over the expected period of the plan.

Offsetting financial instruments

Pursuant to IAS32, paragraph 42, financial assets and financial liabilities are offset and shown in the financial statements for the net balance, if the entity:

- has a legal right to make the offsetting, currently exercisable in all circumstances;

- intends settling transactions on a net settlement basis or on a gross settlement basis whose substantive effects are equivalent to a net settlement.

Securities lending transactions

The securities lending service is an ancillary banking service. Under securities lending agreements, customers transfer ownership of a certain number of securities of a given type (i.e. the securities in their portfolio with the exception of significant equity investments, mutual funds and SICAVs). The Group is required to return them and pay a fee for their loan. The transactions always have a maximum duration of 1 day. The customer retains full control over the loaned securities (in the case of both sale and transfer) and receives the coupon and/or dividend payments in the form of income. The securities lending agreement entails the transfer of shares or bonds against an undertaking that the transferee will return them by the agreed term. Ownership of the securities is therefore transferred from the transferor to the transferee. From a legal standpoint the transaction is subject to the regulations governing loan contracts. Securities lending agreements can be entered into on the following basis:

- with no collateral provided by the transferee to the transferor;
- with cash collateral provided by the transferee to the transferor;
- with collateral provided by the transferee to the transferor in the form of other securities.

Securities lending transactions secured by cash collateral to which the lender has full rights are recognised as repurchase agreements in the financial statements.

In the financial statements, in case of securities lending transactions without collateral, or with collateral in the form of other securities, the loaned security and the security provided as collateral continue to be recognised under assets in the balance sheet of the lender and borrower, respectively. If the borrower sells the loaned security, it is recorded as a debt to the lender under liabilities in the balance sheet. On the contrary, if the security is used in repurchase lending agreements, the borrower records a debt to the counterparty to the agreement. The lender recognises the fees they receive for the transaction in fee and commission income in profit or loss.

Financial Guarantees

The financial guarantee contracts the Group uses to cover counterparty risk provide for the reimbursement of any loss incurred regarding



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

the asset covered as a result of the default of the debtor/issuer, upon payment of commission that is systematically recognised in profit or loss during the term of the contract.

Irrevocable payment commitments to the Single Resolution Fund

Starting in 2016, banks from all the countries of the Euro Area joined the Single Resolution Mechanism (SRM) under which the Single Resolution Fund (SRF) was established with the purpose of having sufficient resources available to use in the event of banking crises. The initial amount of the fund required by law, to be reached over a period of 8 years (2016-2023), is equal to at least 1% of the amount of protected deposits with all authorised entities in the Banking Union. The contribution, determined annually by the Single Resolution Board (SRB) and communicated to the individual member banks, can be paid in cash and, partially, also through the signing of irrevocable payment commitments (IPC), not exceeding 30% of the total contribution and fully covered by the collateral of low-risk activities. The use of irrevocable commitments is at the discretion of individual banks. The Group opted for the use of IPCs - against which off-balance sheet commitments were recognised - paying, in relation to them, cash collateral of the same amount as a deposit, remunerated according to the contractually established conditions and applied uniformly to all European banks that use the mechanism provided for IPCs.

The off-balance sheet commitment - which, for prudential purposes, is fully deducted from CET1 on the basis of the provisions dictated by the ECB as part of the SREP measure - is assessed at each closing of the balance sheet and/or whenever there are elements that may make its enforcement considered likely. In this regard, the Group has activated specific monitoring, carried out with the support of a leading research firm, in order to verify the absence of critical indicators in the member banks that could make the intervention of the SRF and therefore the recall of the IPC seem possible. Based on the analyses carried out, it is considered that the risk of recalling the IPCs at 31 December 2024 is remote. It should also be noted that since its establishment in 2016, the Single Resolution Fund has never recalled the IPCs subscribed by banks, as no interventions have been carried out, that involved the use of resources obtained. Finally, it should be noted that in 2024, due to the attainment of the minimum capacity required by Regulation (EU) 806/2014, the SRB did not request any further contributions.

Recognition of income and costs

Income consists of gross flows of economic benefits deriving from the performance of ordinary activity and is recognised in profit or loss at

the time control of the assets or services is transferred to the customer, for an amount representing the amount of the consideration which is deemed to be owed. In particular, income is recognised through the application of a model that has to meet the following criteria:

- identification of the contract, defined as an agreement in which the parties promise to fulfil their mutual obligations;
- specification of the individual performance obligations contained in the agreement;
- determination of the transaction price, i.e. the consideration expected for transfer of the assets or services to the customer;
- allocation of the price of the transaction to each performance obligation on the basis of the sale prices of the individual obligation;
- recognition of income when (or gradually as) the performance obligation is satisfied with transfer to the customer of the promised asset or service.

The transaction price represents the amount of the consideration to which the seller believes it is entitled in exchange for transfer of the promised goods and services to the customer. This may include fixed or variable amounts or both types. The income comprised of variable consideration is recognised in profit or loss if it can be reliably estimated and only if it is highly likely that consideration will not have to be reversed from profit or loss in future years. When factors of uncertainty tied to the nature of the consideration strongly prevail, the consideration shall be recognised only when such uncertainty is resolved.

Revenue may be recognised:

- at a precise time, when the entity fulfils its performance obligation by transferring the promised asset or service to the customer, or
- over time, as the entity gradually fulfils its performance obligation by transferring the promised asset or service to the customer.

The asset is transferred when, or over the period during which, the customer acquires control over it. Specifically:

- interest income is recognised on an accrual basis applying the contractual interest rate or the effective interest rate when the amortised cost method is being used. The item interest income (or interest expense) also includes the gains (or losses) accrued on financial derivatives contracts at the accounting reference date;

- default interest is recognised in profit or loss only at the time of actual collection;
- dividends are recognised in profit or loss when their distribution is decided, unless this date was unknown or the information was not immediately available, in which case it may be recognised at the time of receipt;
- fee and commission income on services is recorded, on the basis of contractual agreements, in the period when the services are provided. The fee and commission income counted in the amortised cost for determining the effective interest rate is recognised as interest;
- profit and loss on trading in financial instruments are recognised in profit or loss when the sale is completed, as the difference between the amount paid or collected and the book value of the instruments;
- income deriving from the sale of non-financial assets is recognised at the time their sale is completed, or when the performance obligation towards the customer is satisfied.

Costs are recognised in profit or loss according to the accrual method. The costs for obtaining and performing agreements with customers are recognised in profit or loss in the periods in which the related income is recognised.

Use of estimates and assumptions in the preparation of the financial statements

The preparation of financial statements may also require the use of estimates and assumptions that can have significant effects on the amounts stated in the balance sheet and income statement, and on the information on assets and contingent liabilities provided in the financial statements. These estimates are made using the information available and adopting subjective valuations, which are also based on historical experience, to formulate reasonable assumptions for reporting operating performance. The estimates and assumptions used may by their nature vary from year to year, so that one cannot rule out the possibility of the values recognised in the financial statements varying, even significantly, in subsequent years as a result of changes in the subjective valuations used. In the presence of more significant uncertainties and/or activities subject to measurement of particular materiality, the valuation is supported, with the use of external experts/experts, by specific fairness opinions.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Subjective valuations by company directors are mainly required for:

- quantifying impairment losses on loans, equity investments and, as a rule, other financial assets;
- the valuation models used for the fair value measurement of financial instruments not listed on active markets;
- assessing the fairness of the value of goodwill and other intangible assets;
- quantifying the fair value of real estate and valuable art assets;
- making estimates and assumptions regarding the recoverability of deferred tax assets;
- calculating the prepaid expenses regarding the Personal Financial Adviser Network bonuses and incentives linked to specified inflow targets;
- quantification of staff provisions and provisions for risks and charges.

Purchases and sales of financial assets

The Group recognises purchases and sales of financial assets at their settlement date, taking said purchases and sales to be those conducted on the basis of contracts that require the asset to be delivered within a period of time that is in accordance with market regulations or conventions, with the exception of that specified for derivatives.

Derecognition policy

Financial assets are derecognised when the contractual rights to the cash flows deriving from said assets expire or when the financial assets are sold, largely transferring all the risks/benefits connected with them. Financial liabilities are derecognised when they mature or are settled.

Business combinations

The transfer of control of a company (or of an integrated group of businesses and assets that is run and managed jointly) constitutes a business combination transaction.

IFRS3 is the reference accounting standard for business combinations. This standard requires an acquirer to be identified for all business combination transactions. The acquirer is normally identified as the entity obtaining control of another entity or group of assets. The acquisition and therefore the initial consolidation of the acquired entity is recognised at the date when the acquirer effectively obtains control of the entity or assets acquired.

The cost of a business combination transaction is calculated as the sum of the following:

- the fair value at the transaction date of the assets acquired, of the liabilities assumed, including any contingent liabilities, and of the equity instruments issued by the acquirer in exchange for control;
- any additional charges directly attributable to the business combination.

Business combination transactions are recorded using the purchase method, which involves recognising:

- the assets, liabilities and contingent liabilities of the acquired entity at their respective fair values at the acquisition date, including any intangible assets identifiable not already recognised in the financial statements of the acquired entity;
- non-controlling interests in the acquired entity in proportion to the related interest in the net fair values;
- the goodwill held by the Group, calculated as the difference between the cost of the business combination and the interest in the net fair value of the identifiable assets, liabilities and contingent liabilities.

Any positive difference between the Group’s interest in the net fair value of the assets, liabilities and contingent liabilities acquired and the cost of the business combination is recognised in profit or loss.

The fair value of the assets, liabilities and contingent liabilities of the acquired entity may be calculated on a provisional basis before the end of the financial year in which the business combination takes place and must be finalised within twelve months of the acquisition date.

Transactions for the purposes of reorganisation between two or more entities or businesses which are already members of the Fideuram Group, or which belong to the Intesa Sanpaolo Group, and do not involve changes in the control structures irrespective of the percentage of non-controlling interests before and after the transaction (referred to as business combinations of entities subject to joint control) do not constitute business combinations, being excluded from the scope of IFRS3. Such transactions are considered to have no economic substance unless they result in a significant change in cash flows. Hence, in the absence of any specific IAS/IFRS Standard or Interpretation, and in accordance with IAS8 – which requires a company, in the absence of any specific Standard or Interpretation, to use its own judg-

ment in applying an accounting policy which provides relevant, reliable and cautious information that reflects the economic substance of the transaction – these transactions are recognised maintaining continuity between the values stated by the acquired entity and the values stated in the financial statements of the acquiring entity. In accordance with this policy, the same values are recorded in the balance sheet as if the companies (or company divisions) involved in the business combination had always been combined. The businesses acquired are stated in the financial statements of the acquiring company at the same values that they had in the financial statements of the transferor company. Any difference between the price paid/ received and the net book value of the businesses transferred is recorded directly as a balancing entry in shareholder’s equity net of any deferred tax assets and liabilities (if necessary).

However, in certain cases of corporate reorganization transactions, as described below, Group policy requires continuity of values with respect to the consolidated financial statements of the parent company, when this approach ensures better accounting representation of the business combination under common control.

In particular, continuity of values with respect to the consolidated financial statements of the parent company generally ensures better accounting representation of the business combination under common control in cases where the latter meets the following conditions:

- it is functionally related to a previous business combination carried out with third parties and therefore recorded in the Group consolidated financial statements in accordance with IFRS3;
- it is carried out in close temporal proximity, i.e., within the next 24 months, to the business combination recorded in accordance with IFRS3;
- it involves subsidiaries without significant non-controlling interests and/or publicly traded debt securities.

It is very likely that in close temporal proximity to a business combination with third parties, the purchaser will carry out a series of extraordinary transactions aimed at rationalising the structure of the new group resulting from aggregation. These business combinations, though carried out within the Group, are to be considered as a natural extension of the main business combination carried out with third parties, representing its necessary complement and falling, with it, within a comprehensive strategic design; in such cases, the application of the principle



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

of continuity in the variant that gives relevance to the consolidated financial statements of the common parent company makes it possible to ensure uniform representation to all the reorganisation transactions consequent to the business combination from which they derive and to preserve consistency within the Group with respect to the business combination to which these transactions under common control are functionally related.

Moreover, the application of the principle of continuity with respect to the consolidated financial statements of the common parent company, for aggregations under common control carried out in temporal proximity to the business combination recorded pursuant to IFRS3, means that the assets and liabilities subject to the business combination under common control are recognised in the financial statements of the subsidiary that acquires them at values close to their respective current values, i.e., the fair values recorded in the Group's consolidated financial statements as part of the Purchase Price Allocation (PPA) process provided for by IFRS3 for business combinations carried out with third parties, thereby providing more relevant information for the purposes of the overall representation of the business being transferred between companies under common control.

Classification criteria for financial assets

The classification of financial assets in the three categories envisaged by IFRS9 is based on two classification criteria, or drivers:

- the business model used for management of the financial instruments;
- the contractual characteristics of the cash flows of the financial assets (or SPPI test).

The classification of the financial assets derives from the combined effect of the two drivers mentioned above as described below:

- Financial assets measured at amortised cost - Loans and advances to customers: assets that pass the test on contractual characteristics (SPPI test) and fall in the Hold to Collect (HTC) business model.
- Financial assets measured at fair value through other comprehensive income (FVOCI): assets that pass the SPPI test and fall in the Hold to Collect and Sell (HTCS) business model.
- Financial assets measured at fair value through profit or loss (FVTPL): this is a residual category, which includes financial instruments that cannot be classified in the previous categories based on the results

of the business model or the test of the contractual cash flow characteristics (SPPI test not passed).

SPPI test

For a financial asset to be classified at amortised cost or at FVOCI – in addition to the analysis of the business model – the contractual terms of the asset must also provide, on specified dates, for cash flows consisting of solely payments of principal and interest (SPPI). This analysis must be carried out for loans and debt securities in particular.

The SPPI test must be carried out on every single financial instrument when it is recognised in the financial statements. After initial recognition and as long as it is carried on the balance sheet, the asset is no longer subject to new measurements for the purposes of the SPPI test.

If the test shows that the contractual cash flows are significantly different from the cash flows of a benchmark instrument, the contractual cash flows cannot be considered compliant with the definition of SPPI. The presence of contractual clauses that may change the frequency or amount of the contractual cash flows must also be considered to determine whether those cash flows meet the requirements to be considered as SPPIs.

Business model

With regard to the business models, IFRS9 identifies three cases relating to the way in which cash flows and sales of financial assets are managed:

- Hold to Collect (HTC): this is a business model whose objective is achieved by collecting the contractual cash flows of the financial assets included in the portfolios associated to it. The inclusion of the portfolio of financial assets in this business model does not necessarily result in the inability to sell the instruments, but the frequency, value and timing of sales in prior periods, the reasons for the sales, and the expectations about future sales, need to be considered.
- Hold to Collect and Sell (HTCS): this is a mixed business model whose objective is achieved by collecting the contractual cash flows of the financial assets in portfolio and also through the sale of the financial assets, which is an integral part of the strategy. Both activities (collection of contractual flows and sale) are indispensable for achieving the business model's objective. Accordingly, sales are more frequent and significant than for an HTC business model and are an integral part of the strategies pursued.

- Other/Trading: this is a residual category that includes both financial assets held for trading and financial assets managed with a business model that does not come under the previous categories (Hold to Collect and Hold to Collect and Sell). In general, this classification applies to a portfolio of financial assets whose management and performance are measured based on fair value.

The business model reflects the way in which financial assets are managed to generate cash flows for the benefit of the entity and is defined by top management with the appropriate involvement of the business structures. It is observed by considering the way in which financial assets are managed and, as a consequence, the extent to which the portfolio's cash flows derive from the collection of contractual flows, from the sale of the financial assets, or from both.

The business model does not depend on management intentions regarding an individual financial instrument but refers to the ways in which groups of financial assets are managed to achieve a specific business objective.

In summary, the business model:

- reflects the way in which financial assets are managed to generate cash flows;
- is defined by top management with the participation of business units as appropriate;
- must be observable by considering the way the financial assets are managed.

Amortised cost measurements

The amortised cost of a financial asset or liability is the amount at which the financial asset or financial liability is measured at initial recognition minus principal repayments, plus or minus the cumulative amortisation, calculated using the effective interest method, of any difference between that initial amount and the maturity amount, and minus any reduction for impairment.

The effective interest rate is the rate that discounts the contractual future cash payments or receipts up to maturity or the next repricing date to the present value of a financial asset or liability. The present value is calculated by applying the effective interest rate to the future receipts or payments throughout the useful life of the financial asset or financial liability or for a shorter period in certain conditions (e.g. a change in market interest rates).



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Subsequent to the initial recognition, the amortised cost allows one to add income and subtract costs from the value of the financial instrument throughout its useful life using the process of amortisation. The manner in which amortised cost is calculated differs depending on whether a fixed or floating rate financial asset or liability is concerned, and – for floating-rate financial instruments – on whether the interest rate variability is known in advance or not. For instruments with a fixed rate or which have a fixed rate for given periods of time, the future cash flows are quantified using the known interest rate (single or multiple) over the life of the instrument. For floating-rate financial assets and liabilities where the variability is not known in advance (e.g. index-linked), the cash flows are calculated using the last known interest rate. Whenever the interest rate changes, the amortisation schedule and effective rate of return are recalculated for the whole of the useful life of the instrument, which is to say to maturity. The adjustment is recognised as cost or income in profit or loss.

Amortised cost measurements are used for financial assets measured at amortised cost and financial assets measured at fair value through other comprehensive income, as well as financial liabilities measured at amortised cost.

Financial assets and liabilities traded in arm’s-length transactions are initially recognised at fair value, which is normally the amount received or paid, including – for instruments valued at amortised cost – any directly related transaction costs, commission and fees.

As set out in IFRS9, in some cases, a financial asset is considered impaired at the time of initial recognition because the credit risk is very high and, if purchased, it is acquired at large discounts (compared to the initial disbursement value). In the event that the financial assets in question, based on the application of the classification drivers (i.e., SPPI test and Business model), are classified among the assets valued at amortised cost or fair value with impact on comprehensive income, they are classified as “Purchased or Originated Credit Impaired Assets” (in short, “POCI”). In addition, on financial assets that qualify as POCI, a credit-adjusted effective interest rate is calculated at the date of initial recognition, for the identification of which it is necessary to include initial expected losses in cash flow estimates. Therefore, for the application of amortised cost, and the consequent calculation of interest, this credit-adjusted effective interest rate is applied.

With regard to impaired loans resulting from business combinations, the difference between the initial recognition value (the fair value de-

termined at the time of PPA) of the POCI and the previous carrying amount at the acquired entity is divided into two components: one linked to the lower recoverable flows estimated when determining the fair value, which therefore discount the expected credit losses throughout the residual duration, and the other linked to the discounting of these lower recoverable flows. The reversal effect of discounting (relating to the estimated recoverable flows attributed to the impaired receivables at the time of PPA) is recorded on an accrual basis under interest income so as to supplement the contractual interest rate with the higher yield deriving from the lower value attributed to the recoverable flows, which, as mentioned above, take into account the losses expected throughout the residual duration of the POCI assets.

Amortised cost measurements are not used for financial assets and liabilities with maturities so short that the financial impact of discounting may be deemed negligible or for loans without a specified maturity or for revocable loans.

Impairment measurements

Impairment of financial assets

At every reporting date, the financial assets other than those measured at fair value through profit or loss are tested to determine whether there is evidence that might justify considering that the book value of those assets cannot be fully recovered. A similar analysis is also performed for the commitments to disburse funds and for the guarantees that fall within the scope of impairment under IFRS9. In the event that such evidence exists (so-called “evidence of impairment”), the financial assets in question are considered impaired and flow into stage 3. For these exposures, represented by financial assets classified – in accordance with the provisions of Circular no. 262/2005 of the Bank of Italy – under the categories of doubtful loans, probable defaults and exposures more than ninety days past due, impairment losses equal to the expected losses relating to their entire residual life must be recognised.

For financial assets for which there is no evidence of impairment (performing financial instruments), on the other hand it is necessary to check whether there are indicators that the credit risk of the individual transaction has increased significantly since initial recognition. This check, in terms of classification (or, more precisely, staging) and measurement, has the following consequences:

- where these indicators exist, the financial asset flows into stage 2. The valuation in this case, even in the absence of evident impairment, requires

the recognition of impairment losses equal to the expected losses over the entire residual life of the financial instrument. These adjustments are subject to revision at each subsequent reporting date, both to periodically check their consistency with the continuously updated loss estimates and to take account – if the indicators of “significantly increased” credit risk are no longer present – of the change in the forecast period for the calculation of the expected credit loss;

- when those indicators do not exist, the financial asset is classified in stage 1. In that case, even if there is no manifest impairment, the measurement must recognise the expected losses for the specific financial instrument over the following 12 months. These adjustments are subject to revision at each subsequent reporting date both to periodically check their consistency with the continuously updated loss estimates and to take into account – if there are indicators that the credit risk has “significantly increased” – the change in the forecast period for the calculation of the expected loss.

The following elements have to be considered for measurement of the financial assets and, in particular, identification of the “significant increase” in credit risk (a necessary and sufficient condition for classification of the measured asset in stage 2):

- the variation of the lifetime probabilities of default compared to the time of initial recognition of the financial instrument. This is therefore an assessment made on a relative basis, which constitutes the main driver;
- any presence of payments that are at least 30 days past due. In that case, the credit risk of the exposure is considered to be presumably and “significantly increased” and consequently the asset is moved to stage 2;
- any presence of forbearance measures that entail classifying the exposures among those whose credit risk has increased significantly since initial recognition.

Once the allocation of the exposures to the various credit risk stages has been established, the expected credit losses (ECL) are determined at individual transaction or securities tranche level, using the IRB/Business models, based on the parameters of Probability of Default (PD), Loss Given Default (LGD) and Exposure at Default (EAD), to which appropriate corrections are made to ensure compliance with the requirements of IFRS9.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

The following definitions apply to PD, LGD, and EAD:

- PD (Probability of Default): likelihood of being moved from the status of performing to that of non-performing loan over a one-year time horizon; in the models consistent with supervisory provisions, the PD factor is typically quantified through the rating;
- LGD (Loss Given Default): percentage of loss in the event of default. In the models that are consistent with supervisory regulations, it is quantified through the historic experience of recoveries discounted on the loans that have been reclassified as non-performing;
- EAD (Exposure At Default) or credit equivalent: amount of exposure at the time of default.

Non-performing loans are represented by doubtful loans, unlikely to pay, and past due and/or overdue loans by over 90 days. Non-performing loans classified as doubtful loans are subject to the following valuation methods:

- analytical-statistical valuation, which is adopted for exposures of less than €2m. It is based on the application of special LGD assessments, in combination with an Add-On to account for forward-looking information, especially the information referring to the impact of future macroeconomic scenarios;
- specific analytical valuation, which is adopted for customers having exposures of more than €2m. It is based on the impairment percentages assigned by the manager after carrying out appropriate analysis and valuation processes, in combination with an Add-On to account for forward-looking information, especially the information referring to the impact of future macroeconomic scenarios (except for the doubtful loans secured by mortgages, for which the impacts of future scenarios are included through determination of the haircut to the value of the property posted as collateral).

The unlikely to pay loans are also measured according to different methods:

- analytical-statistical valuation, which is adopted for exposures of less than €2m. It is based on the application of special LGD statistical as-

sessments, in combination with an Add-On to account for the impact of future macroeconomic scenarios and continuation of its doubtful status, with the aim of penalising those positions that have greater seniority or that do not show any movements and/or recoveries for a specific period of time;

- specific analytical valuation, adopted for on-balance sheet exposures exceeding €2m, based on the impairment percentages assigned by the manager, in combination with an Add-On to account for the impact of future macroeconomic scenarios and continuation of its doubtful status in this case too.

The non-performing loans classified as overdue/past due loans are measured analytically on a statistical basis, independently of the amount of the exposure. However, even in this case, the adjustment determined on the basis of the LGD statistical assessments is complemented to reflect the Add-On ascribable to the effect of future macroeconomic scenarios.

The credit exposures must continue to be recognised as non-performing until at least three months have passed since they ceased to meet the conditions for classification as such (“probation period”). Until the conditions are met for their removal from the non-performing category, those exposures are kept in the respective risk classes and measured on an analytical-statistical or specific analytical basis according to their lower riskiness.

Impairment of non-financial assets

Property and equipment and Intangible assets with a finite useful life undergo impairment tests if there is evidence that the book value can no longer be recovered. The recoverable value is calculated in relation to the fair value of the property, equipment or intangible asset less the costs of disposal, or in relation to its value in use if this is determinable and exceeds its fair value.

The fair value of properties is determined on the basis of an appraisal prepared by an independent appraiser.

For other property and equipment and intangible assets (other than those recognised following business combination transactions), the carrying amount is normally taken to be the value in use, since the latter is estimated using an amortisation process based on the value

that the asset actually contributes to the production process, whereas determination of the fair value would be extremely subjective. The two values diverge, causing impairment, in the event of damage, exit from the production process, or other similar and non-recurrent circumstances.

The Group measures its property used in operations and valuable art assets according to the revaluation model. In this case, any impairment loss of a revalued asset must be treated as a reduction of part or all of the revaluation. After that point, any difference is charged to profit or loss. In more detail, the non-investment property undergoes an annual scenario analysis of the real estate market trend to determine whether there are any significant variations in the value of the assets. If particularly large changes are found (+ or -10%), an updated appraisal is prepared to adjust the fair value of the asset to real estate market values.

The intangible assets recognised after acquisitions and in application of IFRS3 at every reporting date are subject to an impairment test to determine whether there is any objective evidence that the asset might have lost value.

Definite life intangible assets, as represented by the value of the asset management portfolio, are subject to a new measurement process to verify the recoverability of the amounts recognised in the financial statements when impairment indicators exist. The recoverable value is determined on the basis of its value in use, or its present value, which is estimated by using a rate representing the time value of money and the specific risks of the asset, the profit margins generated by the relationships existing at the measurement date over a time horizon equal to their expected residual duration.

Since indefinite life intangible assets, represented by goodwill, do not feature independent cash flows, they are annually tested for the adequacy of the value recognised in the assets referring to the Cash Generating Unit (CGU) to which the values were assigned upon business combinations.

Impairment is measured as the difference between the book value of the CGU and its recoverable value, represented as the greater between the fair value, net of any transaction costs, and its value in use. The book value of the CGUs must be determined consistently with the method used to determine their recoverable value.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

A.4 - FAIR VALUE DISCLOSURES

QUALITATIVE INFORMATION

Fair value measurements

IFRS13, which harmonises the measurement rules and their disclosure, defines the fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants (i.e. not a forced liquidation or below-cost sale) at the measurement date. Fair value is a market-based measurement and not an entity-specific measurement. The concept of fair value implicitly assumes that the entity is engaged in normal business operations and has no intention of liquidating its assets, of significantly reducing its assets or of entering into transactions with unfavourable conditions.

The fair value of an asset or liability must be measured using the assumptions that market participants would use when pricing the asset or liability, assuming that these market participants act in their best economic interests. Fair value measurement assumes that the sale of an asset or transfer of a liability took place:

- in the principal market for that asset or liability;
- in the absence of a principal market, in the most advantageous active market for the asset or liability.

A market is considered to be active when the transactions for the asset or liability take place with sufficient frequency and volume to provide pricing information on an ongoing basis. A financial instrument is considered to be quoted in an active market when the price quotations representing effective, standard market transactions that have occurred are readily and regularly available through stock exchanges, dealers, brokers, principal-to-principal markets, pricing services or authorised bodies. In cases where there is a significant reduction in the volume or level of transactions compared with normal business for the asset or liability (or for similar assets or liabilities) shown by a number of indicators (number of transactions, limited significance of market prices, significant increase in liquidity risk premiums, widening or narrowing bid-ask spread, fall or total lull in market for new issues, lack of information in the public domain), an analysis must be carried out on the transactions or quoted prices. A fall in the volume or level of business on its own does not indicate that the transaction price or quoted price does not represent the fair value or that the transaction in that market is not an ordinary transaction. If it is established that a trans-

action or quoted price does not represent the fair value (e.g. non-ordinary transactions), then it is necessary to make an adjustment to the transaction prices or quoted prices if those prices are being used as the fair value measurement basis and this adjustment may be significant with respect to the overall fair value measurement.

The fair value of financial instruments

The best indication of fair value is a quoted price in an active market. These quoted prices are therefore given precedence for the measurement of financial assets and liabilities. In the absence of an active market, the fair value is determined using measurement techniques which ultimately aim to establish the price that the product would have had on the measurement date in an arm’s-length exchange motivated by normal business considerations. The measurement method used is not a matter of choice, but rather these must be applied in hierarchical order: Where a price is expressed by an active market, no other measurement approach can be used.

Fair value hierarchy

IFRS13 sets out a fair value hierarchy that categorises the inputs of the valuation techniques used to measure fair value into three levels. This hierarchy assigns the highest priority to quoted prices (unadjusted) in active markets for identical assets or liabilities (Level 1 inputs) and the least importance to unobservable inputs (Level 3 inputs). Specifically:

- fair value level 1 is when the instrument is measured directly from quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date;
- fair value level 2 is when a quoted price in an active market cannot be obtained and the measurement uses a valuation technique based on parameters that are observable on the market, or unobservable parameters that are however supported and corroborated by market data, such as prices, spreads or other outputs (Comparable approach);
- fair value level 3 is when the measurement uses different inputs, not all of which are obtained from parameters that are directly observable in the market and therefore involve estimates and assumptions by the valuer.

Level 1 financial instruments are priced using the current “bid” price for financial assets and the current “ask” price for financial liabilities in the entity’s principal market at the end of the reporting period.

If the financial instruments have a negligible bid-ask spread or the characteristics of the financial assets and liabilities create positions that offset market risk, the Group uses the average market price (at the last day in the reporting period as above) instead of the bid price or ask price. The following are classified as Level 1 instruments: quoted bonds (i.e. bonds traded on the EuroMTS platform, or for which the major international pricing services have continuously provided executable quotes), quoted shares (i.e. shares traded on the reference official market), quoted UCITS mutual funds, foreign exchange spot transactions and derivatives quoted in an active market (e.g. futures and exchange-traded options). Conversely, any financial instruments which do not belong to the above categories cannot be considered Level 1 instruments.

If the instrument is not quoted in an active market or if the market is not operating normally, which is to say when there is an insufficient number of continuous transactions and the bid-ask spread and volatility are not sufficiently low, the fair value of the financial instruments is mainly determined using valuation techniques that aim to establish the price at which the asset would be sold or the liability transferred in an orderly transaction between market participants at the measurement date under current market conditions. These techniques include:

- the use of market values that can be indirectly linked to the financial instrument being measured and can be obtained from products with similar risk characteristics (Level 2 inputs);
- measurements based even only partially on inputs that are not obtained from observable market parameters, using estimates and assumptions formulated by the valuer (Level 3 inputs).

In the case of Level 2 instruments, the measurement is based on the prices or credit spreads obtained from the quoted prices of instruments that are broadly similar in terms of risk, using a given valuation model. This approach consists in researching transactions in active markets in instruments which are comparable in risk with the instrument being valued. The Level 2 valuation methods allow one to use the prices of financial instruments quoted in active markets (model calibration) without including subjective parameters – which is to say parameters the value of which cannot be obtained from the prices of financial instruments quoted in active markets or cannot be set at levels replicating quoted prices on active markets – able to substantially impact the final measurement price.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

These are measured adopting valuation models that use Level 2 inputs:

- unlisted bonds the fair value of which is measured using an appropriate credit spread, identified from quoted and liquid financial instruments with similar characteristics;
- loans the fair value of which is measured by applying an appropriate credit spread identified with evidence from a financial instrument market with similar characteristics;
- derivatives measured using special valuation models fed by input parameters observed in the market, such as interest rate, exchange rate and volatility curves;
- unquoted capital instruments measured using direct transactions, which is to say significant transactions in the equity recorded at constant market conditions or over a sufficiently short time frame in relation to the measurement date to allow relative valuation models based on multiples to be used.

The fair value measurement of Level 3 financial instruments requires the use of valuation models that use input parameters which cannot be observed directly on the market and accordingly involve estimates and assumptions by the valuer.

For short-term assets and liabilities, the book value is considered to equate reasonably well to the fair value.

Foreign exchange derivatives that are not traded on regulated markets are referred to as being traded Over the Counter (OTC), which is to say traded bilaterally with market counterparties, and are measured using special pricing models fed by input parameters (such as interest rate, exchange rate and volatility curves) observed in the market.

In addition, non-performance risk is also taken into account to determine the fair value. This risk includes both changes in the credit risk of the counterparty and changes in the credit risk of the issuer (own credit risk).

The Bilateral Credit Value Adjustment (BCVA) model fully measures the effects of changes in the credit risk of the counterparty and of changes in own credit risk. The BCVA is in fact the sum of the following two addends calculated to express the default potential of both counterparties:

- the CVA (Credit Value Adjustment), which is a negative value that takes into consideration scenarios in which the counterparty defaults first and

the Group has a positive exposure to the counterparty. In these scenarios, the Group suffers a loss equal to the cost of replacing the derivative;

- the DVA (Debt Value Adjustment), which is a positive value that takes into consideration scenarios in which the Group defaults before the counterparty and has a negative exposure to the counterparty. In these scenarios, the Group benefits from a gain equal to the cost of replacing the derivative.

The BCVA depends on the exposure, the probability of default and the Loss Given Default of the counterparties. Lastly, the BCVA needs to be calculated taking any counterparty risk mitigation agreements into consideration, and collateral and netting agreements for each individual counterparty in particular. If netting agreements are in place with a given counterparty, the BCVA is calculated taking into account the portfolio containing all the netting transactions with that counterparty.

The measurement method adopted for a given financial instrument is maintained over time and only changed if there are substantial changes in market conditions or subjective changes regarding the issuer of the financial instrument. The fair value disclosures incorporated in the notes to the financial statements use this fair value measurement hierarchy to provide analyses of the financial assets and liabilities by fair value level.

A.4.1 - FAIR VALUE LEVELS 2 AND 3: MEASUREMENT TECHNIQUES AND INPUTS USED

The measurement model to be used for each type of financial instrument is shown below.

The fair value of unquoted bonds is measured using the income method or by calculating the present value of expected future cash flows using an appropriate risk premium consisting of the credit spread for quoted and liquid financial instruments with similar characteristics. This measurement was drawn from the following sources:

- quoted and liquid debt securities from the same issuer;
- credit default swaps with the same reference entity;
- quoted and liquid securities issued by issuers with the same rating and belonging to the same sector.

Issues of the priced security having a different seniority in relation to the debt structure of the issuer must always be taken into account.

For bonds not listed on active markets, an additional component is added to the “fair” credit spread in the form of an estimate derived from market bid-ask spreads. This is to take into account the higher market premium compared to similar quoted securities.

The portfolio of Level 2 Financial assets measured at fair value also includes the insurance policies that the Group took out to guarantee market yields to the Personal Financial Adviser Networks’ Loyalty Schemes. The fair value of Class I policies is determined using a prospective actuarial method based on the principle of the initial equivalence between the average present values of the contractual commitments of the insurer and the average present values of the contractual commitments of the policyholder/ contracting party. The fair value of Class III policies is calculated as the value of the units at the reporting date plus any pure premiums not yet invested at the valuation date.

An approach based on the fair value calculated with the discounted cash flow method is used for the valuation of derivatives, and is fed by market data providers and based on commonly-accepted valuation processes. Hedging and treasury derivatives taken out in ordinary investment activities (interest and exchange rate derivatives in particular) that are not traded on regulated markets, but traded bilaterally with market counterparties, are known as over-the-counter (OTC) instruments and valued using special pricing models to determine their fair value, which is based on observable market parameters or, for more complex instruments, on internal pricing models, since a market quotation is not available.

The derivatives in the banking book consisted principally of Interest Rate Swaps. The Group as a rule uses hedge derivatives to protect its assets. These hedge derivatives may be specific (micro fair value hedges) to cover fixed rate bonds, or generic (macro fair value hedges) to cover fixed rate loans, where both types seek to reduce its exposure to the risk of adverse fair value movements ascribable to the interest rate. Finally, hedges were adopted to mitigate the risk of exposure to changes in future expected cash flows attributable to adverse movements of the interest rate curve (so-called Cash Flow Hedge), covering floating rate bonds of Intesa Sanpaolo. The Risk Management Unit is responsible for assessing hedge effectiveness, carrying out prior assessments of the conditions that make hedge accounting applicable and formally documenting each hedging relationship. These assessments use the “initial prospective tests,” which is performed at the hedge designation date, followed by ongoing retrospective and prospective tests at monthly intervals until maturity or the premature termination of the



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

hedge. The process of testing macro fair value hedges entails not only retrospective and prospective accounting tests, but also sensitivity and fair value tests as a preliminary check before the previously mentioned accounting tests, which is necessary due to the failure to identify exactly the individual underlying hedged assets.

QUANTITATIVE INFORMATION

A.4.5 FAIR VALUE HIERARCHY

A.4.5.1 Assets and liabilities measured at fair value on a recurring basis: analysis by fair value level

FINANCIAL ASSETS/LIABILITIES MEASURED AT FAIR VALUE	31.12.2024			31.12.2023		
	LEVEL 1	LEVEL 2	LEVEL 3	LEVEL 1	LEVEL 2	LEVEL 3
1. Financial assets measured at fair value through profit or loss	136	797	8	92	618	9
a) financial assets held for trading	-	31	-	-	46	-
b) financial assets measured at fair value	-	-	-	-	-	-
c) other financial assets mandatorily measured at fair value	136	766	8	92	572	9
2. Financial assets measured at fair value through other comprehensive income	3,332	6	-	3,354	6	-
3. Hedging derivatives	-	303	-	-	257	-
4. Property and equipment	-	-	50	-	-	51
5. Intangible assets	-	-	-	-	-	-
Total	3,468	1,106	58	3,446	881	60
1. Financial liabilities held for trading	-	32	-	-	52	-
2. Financial liabilities measured at fair value	-	-	-	-	-	-
3. Hedging derivatives	-	288	-	-	362	-
Total	-	320	-	-	414	-

A.4.5.2 Annual changes in assets measured at fair value on a recurring basis (Level 3)

	FINANCIAL ASSETS MEASURED AT FAIR VALUE THROUGH PROFIT OR LOSS				FINANCIAL ASSETS MEASURED AT FAIR VALUE THROUGH OTHER COMPREHENSIVE INCOME	HEDGING DERIVATIVES	PROPERTY AND EQUIPMENT	INTANGIBLE ASSETS
	TOTAL	OF WHICH: A) FINANCIAL ASSETS HELD FOR TRADING	OF WHICH: B) FINANCIAL ASSETS MEASURED AT FAIR VALUE	OF WHICH: C) OTHER FINANCIAL ASSETS MANDATORILY MEASURED AT FAIR VALUE				
1. Opening balance	9	-	-	9	-	-	51	-
2. Increases	-	-	-	-	-	-	-	-
2.1 Purchases	-	-	-	-	-	-	-	-
2.2 Profits recognised under:	-	-	-	-	-	-	-	-
2.2.1 Income statement	-	-	-	-	-	-	-	-
- including capital gains	-	-	-	-	-	-	-	-
2.2.2 Shareholders' equity	-	X	X	X	-	-	-	-
2.3 Transfers from other levels	-	-	-	-	-	-	-	-
2.4 Other increases	-	-	-	-	-	-	-	-
3. Decreases	1	-	-	1	-	-	1	-
3.1 Sales	-	-	-	-	-	-	-	-
3.2 Redemptions	1	-	-	1	-	-	-	-
3.3 Losses recognised under:	-	-	-	-	-	-	1	-
3.3.1 Income statement	-	-	-	-	-	-	1	-
- including losses	-	-	-	-	-	-	-	-
3.3.2 Shareholders' equity	-	X	X	X	-	-	-	-
3.4 Transfers to other levels	-	-	-	-	-	-	-	-
3.5 Other decreases	-	-	-	-	-	-	-	-
4. Closing balance	8	-	-	8	-	-	50	-

A.4.5.4 Assets and liabilities not measured at fair value or measured at fair value on a non-recurring basis: analysis by fair value level

ASSETS AND LIABILITIES NOT MEASURED AT FAIR VALUE OR MEASURED AT FAIR VALUE ON A NON-RECURRING BASIS	31.12.2024				31.12.2023			
	BOOK VALUE	LEVEL 1	LEVEL 2	LEVEL 3	BOOK VALUE	LEVEL 1	LEVEL 2	LEVEL 3
1. Financial assets measured at amortised cost	46,964	276	25,248	21,590	43,357	244	25,170	17,753
2. Investment property and equipment	-	-	-	-	-	-	-	-
3. Non-current assets held for sale and discontinued operations	-	-	-	-	-	-	-	-
Total	46,964	276	25,248	21,590	43,357	244	25,170	17,753
1. Financial liabilities measured at amortised cost	52,917	-	46,953	5,959	50,085	-	43,985	6,061
2. Liabilities associated with non-current assets held for sale and discontinued operations	-	-	-	-	-	-	-	-
Total	52,917	-	46,953	5,959	50,085	-	43,985	6,061



- ABOUT THIS REPORT
- OUR IDENTITY
- GROUP STRUCTURE
- HIGHLIGHTS
- KEY PERFORMANCE INDICATORS
- INTRODUCTORY NOTE
- CHAIRMAN'S STATEMENT
- CHIEF EXECUTIVE OFFICER'S STATEMENT
- 1. BUSINESS MODEL
- 2. EXTERNAL CONTEXT AND STRATEGIES
- 3. PERFORMANCE
- 4. GOVERNANCE
- 5. CONSOLIDATED FINANCIAL STATEMENTS
- 6. INDEPENDENT AUDITORS' REPORT
- 7. SCHEDULES
- 8. GLOSSARY
- 9. CONTACT US

PART B - NOTES TO THE CONSOLIDATED BALANCE SHEET

ASSETS

SECTION 1 - CASH AND CASH EQUIVALENTS - ITEM 10

1.1 Cash and cash equivalents: analysis

	31.12.2024	31.12.2023
a) Cash	53	59
b) Current accounts and sight deposits with Central Banks	3,673	2,513
c) Current accounts and sight deposits with banks	2,772	2,666
Total	6,498	5,238

SECTION 2 - FINANCIAL ASSETS MEASURED AT FAIR VALUE THROUGH PROFIT OR LOSS - ITEM 20

2.1 Financial assets held for trading: analysis

	31.12.2024			31.12.2023		
	LEVEL 1	LEVEL 2	LEVEL 3	LEVEL 1	LEVEL 2	LEVEL 3
A. Cash assets						
1. Debt securities	-	-	-	-	-	-
1.1 Structured securities	-	-	-	-	-	-
1.2 Other debt securities	-	-	-	-	-	-
2. Equities	-	-	-	-	-	-
3. Units in mutual funds	-	-	-	-	-	-
4. Loans	-	-	-	-	-	-
4.1 Repurchase agreement assets	-	-	-	-	-	-
4.2 Other	-	-	-	-	-	-
Total A	-	-	-	-	-	-
B. Derivatives						
1. Financial derivatives	-	31	-	-	46	-
1.1 Held for trading	-	31	-	-	46	-
1.2 Connected with fair value option	-	-	-	-	-	-
1.3 Other	-	-	-	-	-	-
2. Credit derivatives	-	-	-	-	-	-
2.1 Held for trading	-	-	-	-	-	-
2.2 Connected with fair value option	-	-	-	-	-	-
2.3 Other	-	-	-	-	-	-
Total B	-	31	-	-	46	-
Total (A+B)	-	31	-	-	46	-



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

2.2 Financial assets held for trading: analysis by debtor/issuer/counterparty

	31.12.2024	31.12.2023
A. Cash assets		
1. Debt securities	-	-
a) Central Banks	-	-
b) Public entities	-	-
c) Banks	-	-
d) Other financial institutions	-	-
of which: insurance companies	-	-
e) Non-financial companies	-	-
2. Equities	-	-
a) Banks	-	-
b) Other financial institutions	-	-
of which: insurance companies	-	-
c) Non-financial companies	-	-
d) Other issuers	-	-
3. Units in mutual funds	-	-
4. Loans	-	-
a) Central Banks	-	-
b) Public entities	-	-
c) Banks	-	-
d) Other financial institutions	-	-
of which: insurance companies	-	-
e) Non-financial companies	-	-
f) Households	-	-
Total A	-	-
B. Derivatives		
a) Central Counterparties	-	-
b) Other	31	46
Total B	31	46
Total (A+B)	31	46

2.5 Other financial assets mandatorily measured at fair value: analysis

	31.12.2024			31.12.2023		
	LEVEL 1	LEVEL 2	LEVEL 3	LEVEL 1	LEVEL 2	LEVEL 3
1. Debt securities	-	763	-	-	560	-
1.1 Structured securities	-	-	-	-	-	-
1.2 Other debt securities (*)	-	763	-	-	560	-
2. Equities	131	-	-	88	-	-
3. Units in mutual funds	5	1	8	4	11	9
4. Loans	-	2	-	-	1	-
4.1 Repurchase agreement	-	-	-	-	-	-
4.2 Other	-	2	-	-	1	-
Total	136	766	8	92	572	9

(*) The Level 2 debt securities regard the insurance policies that the Group took out to insure the market yields of the Personal Financial Adviser Networks' Loyalty Schemes.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

2.6 Other financial assets mandatorily measured at fair value: analysis by debtor/issuer

	31.12.2024	31.12.2023
1. Equities	131	88
of which: banks	131	88
of which: other financial institutions	-	-
of which: non-financial companies	-	-
2. Debt securities	763	560
a) Central Banks	-	-
b) Public entities	-	-
c) Banks	-	-
d) Other financial institutions	763	560
of which: insurance companies	763	560
e) Non-financial companies	-	-
3. Units in mutual funds	14	24
4. Loans	2	1
a) Central Banks	-	-
b) Public entities	-	-
c) Banks	2	1
d) Other financial institutions	-	-
of which: insurance companies	-	-
e) Non-financial companies	-	-
f) Households	-	-
Total	910	673

SECTION 3 - FINANCIAL ASSETS MEASURED AT FAIR VALUE THROUGH OTHER COMPREHENSIVE INCOME - ITEM 30

3.1 Financial assets measured at fair value through other comprehensive income: analysis

	31.12.2024			31.12.2023		
	LEVEL 1	LEVEL 2	LEVEL 3	LEVEL 1	LEVEL 2	LEVEL 3
1. Debt securities	3,326	-	-	3,351	-	-
1.1 Structured securities	-	-	-	-	-	-
1.2 Other debt securities	3,326	-	-	3,351	-	-
2. Equities	6	6	-	3	6	-
3. Loans	-	-	-	-	-	-
Total	3,332	6	-	3,354	6	-

3.2 Financial assets measured at fair value through other comprehensive income: analysis by debtor/issuer

	31.12.2024	31.12.2023
1. Debt securities	3,326	3,351
a) Central Banks	-	-
b) Public entities	962	1,041
c) Banks	1,205	1,137
d) Other financial institutions	265	339
of which: insurance companies	-	10
e) Non-financial companies	894	834
2. Equities	12	9
a) Banks	-	-
b) Other issuers:	12	9
- Other financial institutions	12	9
of which: insurance companies	-	-
- Non-financial companies	-	-
- Other	-	-
3. Loans	-	-
a) Central Banks	-	-
b) Public entities	-	-
c) Banks	-	-
d) Other financial institutions	-	-
of which: insurance companies	-	-
e) Non-financial companies	-	-
f) Households	-	-
Total	3,338	3,360

3.3. Financial assets measured at fair value through other comprehensive income: gross value and total net adjustments

	GROSS VALUE					TOTAL NET ADJUSTMENTS				TOTAL PARTIAL WRITE-OFFS
	FIRST STAGE	OF WHICH: INSTRUMENTS WITH LOW CREDIT RISK	SECOND STAGE	THIRD STAGE	IMPAIRED, PURCHASED OR ORIGINATED	FIRST STAGE	SECOND STAGE	THIRD STAGE	IMPAIRED, PURCHASED OR ORIGINATED	
Debt securities	3,317	-	10	-	-	(1)	-	-	-	-
Loans	-	-	-	-	-	-	-	-	-	-
Total 31.12.2024	3,317	-	10	-	-	(1)	-	-	-	-
Total 31.12.2023	3,303	70	49	-	-	(1)	-	-	-	-



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

SECTION 4 - FINANCIAL ASSETS MEASURED AT AMORTISED COST - ITEM 40

4.1 Financial assets measured at amortised cost - Loans and advances to banks: analysis

	31.12.2024						31.12.2023					
	BOOK VALUE			BOOK VALUE			BOOK VALUE			BOOK VALUE		
	FIRST AND SECOND STAGE	THIRD STAGE	IMPAIRED, PURCHASED OR ORIGINATED	LEVEL 1	LEVEL 2	LEVEL 3	FIRST AND SECOND STAGE	THIRD STAGE	IMPAIRED, PURCHASED OR ORIGINATED	LEVEL 1	LEVEL 2	LEVEL 3
A. Due from Central Banks	69	-	-	-	69	-	45	-	-	-	45	-
1. Term deposits	-	-	-	X	X	X	-	-	-	X	X	X
2. Statutory reserve	69	-	-	X	X	X	45	-	-	X	X	X
3. Repurchase agreement	-	-	-	X	X	X	-	-	-	X	X	X
4. Other	-	-	-	X	X	X	-	-	-	X	X	X
B. Loans and advances to banks	31,076	-	-	-	20,920	10,307	27,223	-	-	-	21,607	5,498
1. Loans	11,897	-	-	-	1,634	10,307	9,437	-	-	-	3,937	5,498
1.1 Current accounts and demand deposits	-	-	-	X	X	X	-	-	-	X	X	X
1.2 Term deposits	10,705	-	-	X	X	X	8,361	-	-	X	X	X
1.3 Other loans:	1,192	-	-	X	X	X	1,076	-	-	X	X	X
- Repurchase agreement assets	275	-	-	X	X	X	199	-	-	X	X	X
- Finance leases	-	-	-	X	X	X	-	-	-	X	X	X
- Other	917	-	-	X	X	X	877	-	-	X	X	X
2. Debt securities	19,179	-	-	-	19,286	-	17,786	-	-	-	17,670	-
2.1 Structured securities	-	-	-	-	-	-	-	-	-	-	-	-
2.2 Other debt securities	19,179	-	-	-	19,286	-	17,786	-	-	-	17,670	-
Total	31,145	-	-	-	20,989	10,307	27,268	-	-	-	21,652	5,498

Fair value - level 3 includes repos and deposits with a maturity of more than one year.
The sub-item “other loans” includes operating receivables, for total fees and commissions collectible of €132m.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

4.2 Financial assets measured at amortised cost - Loans and advances to customers: analysis

	31.12.2024						31.12.2023					
	BOOK VALUE			FAIR VALUE			BOOK VALUE			FAIR VALUE		
	FIRST AND SECOND STAGE	THIRD STAGE	IMPAIRED, PURCHASED OR ORIGINATED	LEVEL 1	LEVEL 2	LEVEL 3	FIRST AND SECOND STAGE	THIRD STAGE	IMPAIRED, PURCHASED OR ORIGINATED	LEVEL 1	LEVEL 2	LEVEL 3
1. Loans	13,918	104	-	-	2,783	11,283	14,304	66	1	-	2,114	12,255
1 Current accounts	10,321	28	-	X	X	X	10,437	25	1	X	X	X
2 Repurchase agreement assets	-	-	-	X	X	X	-	-	-	X	X	X
3 Loans	1,540	68	-	X	X	X	1,926	33	-	X	X	X
4 Credit cards, personal loans and loans with repayments deducted directly from wages	269	-	-	X	X	X	263	1	-	X	X	X
5 Finance leases	-	-	-	X	X	X	-	-	-	X	X	X
6 Factoring	-	-	-	X	X	X	-	-	-	X	X	X
7 Other transactions	1,788	8	-	X	X	X	1,678	7	-	X	X	X
2. Debt securities	1,797	-	-	276	1,476	-	1,718	-	-	244	1,404	-
2.1 Structured securities	-	-	-	-	-	-	-	-	-	-	-	-
2.2 Other debt securities	1,797	-	-	276	1,476	-	1,718	-	-	244	1,404	-
Total	15,715	104	-	276	4,259	11,283	16,022	66	1	244	3,518	12,255

Fair Value - level 3 mainly includes current accounts and non-performing loans.
The sub-item “other loans” includes operating receivables, for total fees and commissions collectible of €427m.



ABOUT THIS REPORT
OUR IDENTITY
GROUP STRUCTURE
HIGHLIGHTS
KEY PERFORMANCE INDICATORS
INTRODUCTORY NOTE
CHAIRMAN'S STATEMENT
CHIEF EXECUTIVE OFFICER'S STATEMENT
1. BUSINESS MODEL
2. EXTERNAL CONTEXT AND STRATEGIES
3. PERFORMANCE
4. GOVERNANCE
5. CONSOLIDATED FINANCIAL STATEMENTS
6. INDEPENDENT AUDITORS' REPORT
7. SCHEDULES
8. GLOSSARY
9. CONTACT US

4.3 Financial assets measured at amortised cost - Loans and advances to customers: analysis by debtor/issuer

	31.12.2024			31.12.2023		
	FIRST AND SECOND STAGE	THIRD STAGE	IMPAIRED, PURCHASED OR ORIGINATED	FIRST AND SECOND STAGE	THIRD STAGE	IMPAIRED, PURCHASED OR ORIGINATED
1. Debt securities	1,797	-	-	1,718	-	-
a) Public entities	1,797	-	-	1,718	-	-
b) Other financial institutions	-	-	-	-	-	-
of which: insurance companies	-	-	-	-	-	-
c) Non-financial companies	-	-	-	-	-	-
2. Loans to:	13,918	104	-	14,304	66	1
a) Public entities	15	-	-	15	-	-
b) Other financial institutions	2,323	72	-	2,257	36	-
of which: insurance companies	362	-	-	207	-	-
c) Non-financial companies	2,948	16	-	2,812	11	-
d) Households	8,632	16	-	9,220	19	1
Total	15,715	104	-	16,022	66	1

4.4 Financial assets measured at amortised cost: gross value and total net adjustments

	GROSS VALUE					TOTAL NET ADJUSTMENTS				TOTAL PARTIAL WRITE-OFFS
	FIRST STAGE	OF WHICH: INSTRUMENTS WITH LOW CREDIT RISK	SECOND STAGE	THIRD STAGE	IMPAIRED, PURCHASED OR ORIGINATED	FIRST STAGE	SECOND STAGE	THIRD STAGE	IMPAIRED, PURCHASED OR ORIGINATED	
1. Debt Securities	19,472	19,179	1,515	-	-	(3)	(8)	-	-	-
2. Loans	23,719	11,454	2,194	147	4	(7)	(22)	(43)	(4)	-
Total 31.12.2024	43,191	30,633	3,709	147	4	(10)	(30)	(43)	(4)	-
Total 31.12.2023	39,617	26,803	3,708	124	5	(10)	(25)	(58)	(4)	-

SECTION 5 - HEDGING DERIVATIVES - ITEM 50

5.1 Hedging derivatives: analysis by type of hedge and level

	31.12.2024				31.12.2023			
	FAIR VALUE			NOMINAL VALUE	FAIR VALUE			NOMINAL VALUE
	LEVEL 1	LEVEL 2	LEVEL 3		LEVEL 1	LEVEL 2	LEVEL 3	
A. Financial derivatives	-	303	-	10,052	-	257	-	6,102
1. Fair value	-	131	-	3,438	-	170	-	2,007
2. Financial flows	-	170	-	6,270	-	87	-	4,095
3. Investments outside Italy	-	2	-	344	-	-	-	-
B. Credit derivatives	-	-	-	-	-	-	-	-
1. Fair value	-	-	-	-	-	-	-	-
2. Financial flows	-	-	-	-	-	-	-	-
Total	-	303	-	10,052	-	257	-	6,102



5.2 Hedging derivatives: analysis by portfolio hedged and type of hedging

	FAIR VALUE						MACRO HEDGING	FINANCIAL FLOWS		INVESTMENTS OUTSIDE ITALY
	DEBT DERIVATIVES AND INTEREST RATES	EQUITY DERIVATIVES AND INDEX DERIVATIVES	CURRENCIES AND GOLD	LENDING	COMMODITIES	OTHER		MICROHEDGING	MACROHEDGING	
1. Financial assets measured at fair value through other comprehensive income	82	-	-	-	X	X	X	-	X	X
2. Financial assets measured at amortised cost	-	X	-	-	X	X	X	170	X	X
3. Portfolio	X	X	X	X	X	X	38	X	-	X
4. Other transactions	-	-	-	-	-	-	X	-	X	2
Total assets	82	-	-	-	-	-	38	170	-	2
1. Financial liabilities	-	X	-	-	-	-	X	-	X	X
2. Portfolio	X	X	X	X	X	X	11	X	-	X
Total liabilities	-	-	-	-	-	-	11	-	-	-
1. Anticipated transactions	X	X	X	X	X	X	X	-	X	X
2. Portfolio of financial assets and liabilities	X	X	X	X	X	X	-	X	-	-

SECTION 6 - ADJUSTMENTS TO FINANCIAL ASSETS SUBJECT TO MACRO-HEDGING -
ITEM 60

6.1 Adjustments to hedged assets: analysis by portfolio hedged

	31.12.2024	31.12.2023
1. Positive adjustment	-	-
1.1 of specific portfolios:	-	-
a) financial assets measured at amortised cost	-	-
b) financial assets measured at fair value through other comprehensive income	-	-
1.2 total	-	-
2. Negative adjustment	(40)	(45)
2.1 of specific portfolios:	(40)	(45)
a) financial assets measured at amortised cost	(40)	(45)
b) financial assets measured at fair value through other comprehensive income	-	-
2.2 total	-	-
Total	(40)	(45)



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

**5. CONSOLIDATED
FINANCIAL
STATEMENTS**

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

SECTION 7 - EQUITY INVESTMENTS - ITEM 70

7.1 Equity investments: information on equity relationships

COMPANY	REGISTERED OFFICE	OPERATIONAL HEAD OFFICE	TYPE OF RELATIONSHIP	OWNERSHIP		% VOTES
				ASSOCIATE COMPANY	% OWNED	
B. Companies subject to significant influence						
1. Asteria Investment Managers S.A.	Geneva	Geneva	2	Fideuram - Intesa Sanpaolo Private Banking	49.00	
2. 1875 Finance Holding AG	Sarnen	Sarnen	2	Reyl & Cie	40.00	
3. Fideuram Vita S.p.A.	Rome	Rome	2	Fideuram - Intesa Sanpaolo Private Banking	19.99	
4. Consorzio Studi e Ricerche Fiscali	Rome	Rome	2	Fideuram - Intesa Sanpaolo Private Banking	7.50	

Type of relationship:
1. Joint control
2. Companies subject to significant influence

7.3 Significant equity investments: accounting information

COMPANY	CASH AND CASH EQUIVALENTS	FINANCIAL ASSETS	NON-FINANCIAL ASSETS	FINANCIAL LIABILITIES	NON-FINANCIAL LIABILITIES	TOTAL REVENUES	NET INTEREST INCOME	DEPRECIATION AND AMORTISATION	PROFIT (LOSS) BEFORE TAX FROM CONTINUING OPERATIONS	PROFIT (LOSS) AFTER TAX FROM CONTINUING OPERATIONS	PROFIT (LOSS) AFTER TAX FROM DISCONTINUED OPERATIONS	NET PROFIT (LOSS) FOR THE YEAR (1)	OTHER COMPREHENSIVE INCOME AFTER TAX (2)	TOTAL COMPREHENSIVE INCOME(3)=(1)+(2)
B. Companies subject to significant influence														
1. Fideuram Vita S.p.A.	X	42,927	994	42,523	443	1,425	X	X	172	118	-	118	7	125
2. 1875 Finance Holding AG	X	25	-	12	-	34	X	X	4	3	-	3	-	3
3. Asteria Investment Managers S.A.	X	6	4	-	3	2	X	X	(3)	(3)	-	(3)	-	(3)

7.2 Significant equity investments: book value, fair value and dividends received

COMPANY	BOOK VALUE	FAIR VALUE	DIVIDENDS RECEIVED
B. Companies subject to significant influence			
1. Fideuram Vita S.p.A.	181		-
2. 1875 Finance Holding AG	25		-
3. Asteria Investment Managers S.A.	7		-

The book value also includes the following equity investments in subsidiaries, which are consolidated using the equity method due to their limited significance:

COMPANY	BOOK VALUE
Fideuram Asset Management UK Ltd	7
Reyl Singapore PTE Ltd	4
Alpian Technologies Ltd	3
Reyl & Co Holdings Ltd	1
Reyl Overseas S.A.	1



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Reconciliation of financial statement data and book value of the equity investment

COMPANY	TOTAL EQUITY	PRO RATA EQUITY	GOODWILL	OTHER CHANGES	CONSOLIDATED BOOK VALUE
B. Companies subject to significant influence					
1. Fideuram Vita S.p.A.	955	191	-	(10)	181
2. 1875 Finance Holding A.G.	13	6	19	-	25
3. Asteria Investment Managers S.A.	7	3	-	4	7

7.5 Equity investments: changes in the year

	31.12.2024	31.12.2023
A. Opening balance	247	232
B. Increases	28	66
B.1 Purchases	5	38
<i>of which business combination transactions</i>	3	-
B.2 Write-backs	-	-
B.3 Revaluations	23	22
B.4 Other increases	-	6
C. Decreases	46	51
C.1 Sales	-	3
C.2 Value adjustments	-	25
C.3 Write-downs	8	11
C.4 Other decreases	38	12
<i>of which business combination transactions</i>	38	-
D. Closing balance	229	247
E. Total revaluations	-	-
F. Total adjustments	25	25

The item purchases refers to the capital increase in Asteria and the acquisition of Alpian Technologies. Revaluations and Impairments include the profits and losses, respectively, of companies accounted for at equity. Other decreases refer to the reclassification of Alpian S.A. as a subsidiary following the capital increase that resulted in its control.

7.6 Significant judgements and assumptions made in determining joint control or significant influence

Companies are considered subject to significant influence if the Group holds 20% or more of the voting rights directly or indirectly, or if it is able to participate in determining the company’s financial and management policies due to special legal ties, even in the case of holding fewer voting rights.

7.10 Other information

Investments in companies subject to significant influence have been tested for impairment in order to verify whether there is evidence to believe that the carrying amount of the assets is not fully recoverable. In the presence of impairment indicators, the recoverable value is determined, represented by the greater of the fair value net of costs to sell and the value in use, and if the recoverable value is lower than the carrying amount, the impairment is recognised.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

SECTION 9 - PROPERTY AND EQUIPMENT - ITEM 90

9.1 Property and equipment used in operations: analysis of assets measured at cost

	31.12.2024	31.12.2023
1. Owned assets	21	22
a) land	-	-
b) buildings	-	-
c) furniture	16	15
d) electronic equipment	5	6
e) other	-	1
2. Assets purchased under financial leasing agreements	268	301
a) land	-	-
b) buildings	265	300
c) furniture	-	-
d) electronic equipment	1	1
e) other	2	-
Total	289	323
of which: obtained through execution of received guarantees	-	-

9.3 Property and equipment used in operations: analysis of revalued assets

	31.12.2024			31.12.2023		
	LEVEL 1	LEVEL 2	LEVEL 3	LEVEL 1	LEVEL 2	LEVEL 3
1. Owned assets	-	-	50	-	-	51
a) land (*)	-	-	21	-	-	21
b) buildings (*)	-	-	28	-	-	29
c) furniture (*)	-	-	1	-	-	1
d) electronic equipment	-	-	-	-	-	-
e) other	-	-	-	-	-	-
2. Assets purchased under financial leasing agreements	-	-	-	-	-	-
a) land	-	-	-	-	-	-
b) buildings	-	-	-	-	-	-
c) furniture	-	-	-	-	-	-
d) electronic equipment	-	-	-	-	-	-
e) other	-	-	-	-	-	-
Total	-	-	50	-	-	51
of which: obtained through execution of received guarantees	-	-	-	-	-	-

(*) The property used in operations and valuable art assets are measured according to the revaluation method. For more information see Part A - Accounting Policies.

9.5 Inventories of property and equipment covered by IAS 2: analysis

	31.12.2024	31.12.2023
1. Inventories of property and equipment obtained from the enforcement of guarantees received	2	-
a) land	-	-
b) buildings	2	-
c) forniture	-	-
d) electronic equipments	-	-
e) other	-	-
2. Other inventories of property and equipment	-	-
Total	2	-
of which: measured at fair value net of costs to sell	-	-



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

**5. CONSOLIDATED
FINANCIAL
STATEMENTS**

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

9.6 Property and equipment used in operations - Owned assets and Rights-of-use acquired under lease: changes in the year

	LAND	BUILDINGS	FURNITURE	ELECTRONIC EQUIPMENT	OTHER	TOTAL
A. Gross opening balance	21	577	65	61	45	769
A.1 Total net adjustments	-	(248)	(49)	(54)	(44)	(395)
A.2 Net opening balance	21	329	16	7	1	374
B. Increases	-	62	4	3	3	72
B.1 Purchases	-	19	4	2	-	25
<i>of which business combination transactions</i>	-	1	-	-	-	1
B.2 Expenditures for capitalised improvements	-	-	-	1	-	1
B.3 Write-backs	-	-	-	-	-	-
B.4 Increases in fair value recognised in	-	-	-	-	-	-
a) shareholders' equity	-	-	-	-	-	-
b) income statement	-	-	-	-	-	-
B.5 Positive exchange rate differences	-	-	-	-	-	-
B.6 Transfers from investment property	-	-	X	X	X	-
B.7 Other increases	-	43	-	-	3	46
C. Decreases	-	98	3	4	2	107
C.1 Sales	-	-	-	-	-	-
C.2 Amortisation	-	61	3	4	1	69
C.3 Impairment recognised in	-	-	-	-	-	-
a) shareholders' equity	-	-	-	-	-	-
b) income statement	-	-	-	-	-	-
C.4 Decreases in fair value recognised in	-	-	-	-	-	-
a) shareholders' equity	-	-	-	-	-	-
b) income statement	-	-	-	-	-	-
C.5 Negative exchange rate differences	-	-	-	-	-	-
C.6 Transfer to:	-	-	-	-	-	-
a) investment property and equipment	-	-	X	X	X	-
b) non-current assets held for sale and discontinued operations	-	-	-	-	-	-
C.7 Other decreases	-	37	-	-	1	38
D. Net closing balance	21	293	17	6	2	339
D.1 Total net adjustments	-	309	52	58	45	464
D.2 Gross closing balance	21	602	69	64	47	803
E. Valuation at cost (*)	12	9	1	-	-	22

(*) Valuable art assets, classified under furniture, were measured at their fair value. Their value at cost was €1m.
The depreciation rates applied to property and equipment were as follows (% range):
Buildings: from 3% to 5%
Furniture: 10%
Electronic and miscellaneous equipment: from 10% to 25%
Other: from 7% to 20%

9.6 of which Property and equipment used in operations - Rights-of-use acquired under lease: changes in the year

	LAND	ELECTRONIC EQUIPMENT	OTHER	TOTAL
A. Gross opening balance	541	2	1	544
A.1 Total net adjustments	(241)	(1)	(1)	(243)
A.2 Net opening balance	300	1	-	301
B. Increases	61	1	3	65
B.1 Purchases	18	1	-	19
<i>of which business combination transactions</i>	1	-	-	-
B.2 Expenditures for capitalised improvements	-	-	-	-
B.3 Write-backs	-	-	-	-
B.4 Increases in fair value recognised in	-	-	-	-
a) shareholders' equity	-	-	-	-
b) income statement	-	-	-	-
B.5 Positive exchange rate differences	-	-	-	-
B.6 Transfers from investment property	-	-	X	-
B.7 Other increases	43	-	3	46
C. Decreases	96	1	1	98
C.1 Sales	-	-	-	-
C.2 Amortisation	59	1	1	61
C.3 Impairment recognised in	-	-	-	-
a) shareholders' equity	-	-	-	-
b) income statement	-	-	-	-
C.4 Decreases in fair value recognised in	-	-	-	-
a) shareholders' equity	-	-	-	-
b) income statement	-	-	-	-
C.5 Negative exchange rate differences	-	-	-	-
C.6 Transfer to:	-	-	-	-
a) investment property and equipment	-	-	X	-
b) non-current assets held for sale and discontinued operations	-	-	-	-
C.7 Other decreases	37	-	-	37
D. Net closing balance	265	1	2	268
D.1 Total net adjustments	301	1	2	304
D.2 Gross closing balance	566	2	4	572
E. Valuation at cost	-	-	-	-



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

9.8 Inventories of property and equipment covered by IAS 2: changes in the year

	INVENTORIES OF PROPERTY AND EQUIPMENT OBTAINED FROM THE ENFORCEMENT OF GUARANTEES RECEIVED					OTHER INVENTORIES OF PROPERTY AND EQUIPMENT	TOTAL
	LAND	BUILDINGS	FURNITURE	ELECTRONIC EQUIPMENT	OTHER		
A. Initial balances	-	-	-	-	-	-	-
B. Increases	-	2	-	-	-	-	2
B.1 Purchases	-	2	-	-	-	-	2
B.2 Write-backs	-	-	-	-	-	-	-
B.3 Positive exchange rate differences	-	-	-	-	-	-	-
B.4 Other increases	-	-	-	-	-	-	-
C. Decreases	-	-	-	-	-	-	-
C.1 Sales	-	-	-	-	-	-	-
C.2 Value adjustments from impairment	-	-	-	-	-	-	-
C.3 Negative exchange rate differences	-	-	-	-	-	-	-
C.4 Other decreases	-	-	-	-	-	-	-
D. Closing balance	-	2	-	-	-	-	2

SECTION 10 - INTANGIBLE ASSETS - ITEM 100

10.1 Intangible assets: analysis by type of asset

	31.12.2024		31.12.2023	
	FINITE LIFE	INDEFINITE LIFE	FINITE LIFE	INDEFINITE LIFE
A.1 Goodwill	X	447	X	424
A.1.1 Group interests	X	447	X	424
A.1.2 Third party interests	X	-	X	-
A.2 Other intangible assets	435	-	422	-
of which: software	165	-	130	-
A.2.1 Assets valued at cost:	435	-	422	-
a) Internally generated intangible assets	124	-	98	-
b) Other assets (*)	311	-	324	-
A.2.2 Assets measured at fair value:	-	-	-	-
a) Internally generated intangible assets	-	-	-	-
b) Other assets	-	-	-	-
Total	435	447	422	424

(*) Other intangible assets also include €270m in intangible assets with a finite useful life relating to the valuation of Client Assets linked to the acquisition of Reyl & Cie (€86m), the UBI Top Private Unit (€68m), Intesa Sanpaolo Wealth Management (€61m) and IW Private Investments (€55m).



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

10.2 Intangible assets: changes in the year

	GOODWILL	OTHER INTANGIBLE ASSETS: GENERATED INTERNALLY		OTHER INTANGIBLE ASSETS: OTHER		TOTAL
		FINITE LIFE	INDEFINITE LIFE	FINITE LIFE	INDEFINITE LIFE	
A. Gross opening balance	424	145	-	537	-	1,106
A.1 Total net adjustments	-	(47)	-	(213)	-	(260)
A.2 Net opening balance	424	98	-	324	-	846
B. Increases	28	58	-	23	-	109
B.1 Purchases	28	58	-	23	-	109
of which business combination transactions	28	14	-	13	-	55
B.2 Increases in internally generated intangible assets	X	-	-	-	-	-
B.3 Write-backs	X	-	-	-	-	-
B.4 Increases in fair value recognised in:	-	-	-	-	-	-
- shareholders' equity	X	-	-	-	-	-
- income statement	X	-	-	-	-	-
B.5 Positive exchange rate differences	-	-	-	-	-	-
B.6 Other increases	-	-	-	-	-	-
C. Decreases	5	32	-	36	-	73
C.1 Sales	-	-	-	-	-	-
C.2 Value adjustments	-	32	-	34	-	66
- Depreciation and amortisation	X	32	-	34	-	66
- Write-downs	-	-	-	-	-	-
+ shareholders' equity	X	-	-	-	-	-
+ income statement	-	-	-	-	-	-
C.3 Decreases in fair value recognised in:	-	-	-	-	-	-
- shareholders' equity	X	-	-	-	-	-
- income statement	X	-	-	-	-	-
C.4 Transfers to non-current assets held for sale	-	-	-	-	-	-
C.5 Negative exchange rate differences	5	-	-	2	-	7
C.6 Other decreases	-	-	-	-	-	-
D. Net closing balance	447	124	-	311	-	882
D.1 Total net adjustments	-	79	-	247	-	326
E. Gross closing balance	447	203	-	558	-	1,208
F. Valuation at cost	-	-	-	-	-	-

The software amortisation rate falls in a range between 14.3% and 33%.

The amortisation rate applied to intangible assets with a finite useful life falls in a range between 3.7% and 7.1%.

10.3 Other information

Information on intangible assets and goodwill

The application of the IFRS3 accounting standard in the accounting treatment of business combinations may lead to the recognition of new intangible assets and goodwill.

In the Fideuram Group, the non-recurring transactions carried out in previous years resulted in the recognition in the consolidated financial statements of goodwill and intangible assets with a defined useful life linked to customers and represented by the valuation of client asset relationships.

It should also be noted that on 8 August 2024, Fideuram completed a capital increase in Alpian S.A. (a Swiss digital wealth bank in the start-up phase, which, at 31 December 2023 was 41.6% owned and recognised in the consolidated financial statements as an equity investment subject to significant influence) for CHF38.6m and, together with its subsidiary Reyl & Cie, exercised its anti-dilution option in the company's capital for CHF2.4m. At the end of the transaction, the Group's percentage of ownership increased to 61.6%, resulting in the acquisition of control of the company and its inclusion in line-by-line consolidation. From an accounting point of view, the transaction qualified as a business combination achieved in several stages. In the last quarter of the year, the Purchase Price Allocation process required by IFRS3 was completed, and a comparison between the acquisition cost and the company's pro-rata share of shareholders' equity at fair value revealed a residual difference of €28m, which was recognised as goodwill. For more details on the transaction, please refer to Part G – Business combinations.

The following table shows the values of goodwill and intangible assets recognised in the consolidated financial statements.

Goodwill and intangible assets

	31.12.2024	31.12.2023	CHANGE	
			ABSOLUTE	%
Goodwill	447	424	23	5
- Reyl & Cie (*)	237	242	(5)	-2
- Intesa Sanpaolo Private Banking	140	140	-	-
- Intesa Sanpaolo Wealth Management	42	42	-	-
- Alpian	28	-	28	n.s.
Intangible Assets Under Management	270	292	(22)	-8
- Reyl & Cie	86	95	(9)	-9
- Intesa Sanpaolo Private Banking	68	73	(5)	-7
- Intesa Sanpaolo Wealth Management	61	65	(4)	-6
- IW Private Investments	55	59	(4)	-7
Total	717	716	1	-

(*) Goodwill of Reyl & Cie amounted to CHF223m. The change from December 31, 2023, is attributable to the exchange rate effect.

n.s.: not significant



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

According to accounting standard IAS36, goodwill must be tested annually for impairment to verify the recoverability of its value. Its recoverable value is represented as the greater between the value in use and the fair value, net of any transaction costs; value in use essentially represents the present value of future net cash flows deriving from the asset being measured. In this regard, under IAS36, for the purpose of determining the value in use of intangible assets subject to impairment testing, reference must be made to the cash flows related to the intangible asset in its current condition (at the date of the impairment test), without distinction between the cash flows referring to the asset originally recognised when applying IFRS3 and those relating to the assets outstanding at the time of the impairment test. This concept can also be replicated for the determination, for the purpose of the impairment test of goodwill, of the value in use of the CGU, whose cash flows must be considered with reference to all the assets and liabilities included in the CGU and not only for the assets and liabilities against which goodwill was recognised when applying IFRS3.

In the case of intangible assets with finite useful life, the impairment test should only be carried out when the presence of impairment indicators is detected; from analyses of potential impairment indicators, there was no evidence that led to the need to proceed with impairment testing. The goodwill, on the other hand, must be subject to an annual impairment test regardless of whether or not impairment indicators are present.

Impairment testing of goodwill

The 2024 consolidated financial statements include goodwill of €447m, of which €237m relates to the acquisition of the Swiss banking group Reyl in 2021, €140m is attributable to Private business units acquired by the subsidiary Intesa Sanpaolo Private Banking in the period 2009-2013, €42m for the acquisition of Intesa Sanpaolo Wealth Management and €28m for the acquisition of control in Alpian.

As regards the goodwill relating to Reyl Group, Intesa Sanpaolo Wealth Management and Alpian, for the purposes of determining the recoverable value at 31 December 2024 reference was made to the value in use identified as the present value of future net cash flows deriving from the asset being measured. The estimate of the value in use, for the purpose of carrying out the impairment test, requires the preliminary attribution of goodwill to organisational units that are relatively autonomous in terms of their management profile, capable of generating cash flows that are largely independent of those generated by other business areas, but interdependent within the organisational unit that generates them. To this end, the recoverability of the value of goodwill was verified by applying the Discounted Cash Flow (DCF) model, applied by considering the Reyl Group, Intesa Sanpaolo Wealth Management and Alpian as a Cash Generating Unit (CGU) as it is identified as the smallest autonomous organisational unit for the purposes of generating cash flows. The methodology adopted is based on the determination of value in use, understood as the present value of future cash flows that the Reyl Group, Intesa Sanpaolo Wealth Management and Alpian are expected to generate in the future. To this end, analytical estimates prepared internally were used, taking into account a base scenario for the period 2025-2029, which does not include certain additional managerial actions to increase revenues and reduce costs. In particular, the cash flows used for the impairment test are based on reasonable and sustainable assumptions that represent management’s best estimate, and exclude the effects of any extraordinary restructuring or improvement operations, with the exception of those already initiated at the date of measurement. As part of the financial valuation criteria, such as the one used to determine value in use, the value of a company at the end of the period of analytical forecasting of cash flows (the so-called terminal value) is generally determined by capitalising, at an appropriate “g” rate, the ordinary cash flow achievable when the company is fully operational; specifically, the cash flow at 2029, the last year of the analytical forecasts, was taken as the basis for the cash flow.

The cash flows thus determined were discounted by determining a discount rate expressing the cost of capital. The rate was determined using the Capital Asset Pricing Model (CAPM) and is net of taxes, in order to be consist-

ent with the cash flows being discounted. Based on this model, the cost of capital is determined as the sum of the return on risk-free investments and a risk premium, which in turn depends on the specific risk of the activity (meaning both the risk of the operating segment and the geographical risk represented by the so-called “country risk”). The rates used to discount cash flows for the purpose of determining the value in use are as follows:

- 5.26% for the Reyl Group’s cash flow;
- 4.23% for the Reyl Group’s terminal value;
- 7.12% for Intesa Sanpaolo Wealth Management’s cash flows;
- 4.18% for Intesa Sanpaolo Wealth Management’s terminal value;
- 8.08% for Alpian’s cash flow;
- 7.05% for Alpian’s terminal value.

The values in use of the Reyl Group, Intesa Sanpaolo Wealth Management and Alpian to which the goodwill was allocated at 31 December 2024 was higher than the related carrying amount, and therefore the outcome of the impairment test did not result in the need to make adjustments to the goodwill recorded in the consolidated financial statements. Although the initial assumptions are to be considered reasonable and prudent, as provided for by IAS36, the impact of adverse scenarios on cash flows was assumed. Even in this case, the test would be passed.

Since the value in use is determined by estimates and assumptions that may present elements of uncertainty, the sensitivity analyses required by the IAS/IFRS standards have been carried out to verify the sensitivity of the results obtained to changes in certain parameters and underlying assumptions of the DCF method.

It was therefore analysed what were the limit values of the main inputs which would give rise to impairment if exceeded during the impairment testing on goodwill relating to the Reyl Group, Intesa Sanpaolo Wealth Management and Alpian. The table shows the growth rates “G” and the discount rates that would produce values in use that are in line with the values recorded in the financial statements if the discountable cash flows remained unchanged.

CGU	GROWTH RATE "G"	DIFFERENCE FROM THE "G" RATE USED	DISCOUNT RATE OF THE TERMINAL VALUE	DIFFERENCE WITH RESPECT TO THE DISCOUNT RATE OF THE TERMINAL VALUE USED
Intesa Sanpaolo Wealth Management	3.71%	-54 bps	10.41%	199 bps
Reyl Group	1.96%	-36 bps	9.45%	291 bps
Alpian	2.18%	-14 bps	11.41%	205 bps

With regard to the goodwill of €140m from the acquisition of Private Business Units by Intesa Sanpaolo Private Banking, the value configuration used to determine the recoverable value of the Cash Generating Unit to which the goodwill was allocated is the fair value less cost to sell obtained based on the market multiples method, developed based on the goodwill/client assets (GW/CA) and price/earnings (P/E) multiples recorded in relation to listed companies (stock market multiples) and market transactions (transaction multiples). The impairment test was widely passed.

	
ABOUT THIS REPORT	
OUR IDENTITY	
GROUP STRUCTURE	
HIGHLIGHTS	
KEY PERFORMANCE INDICATORS	
INTRODUCTORY NOTE	
CHAIRMAN'S STATEMENT	
CHIEF EXECUTIVE OFFICER'S STATEMENT	
1. BUSINESS MODEL	
2. EXTERNAL CONTEXT AND STRATEGIES	
3. PERFORMANCE	
4. GOVERNANCE	
5. CONSOLIDATED FINANCIAL STATEMENTS	
6. INDEPENDENT AUDITORS' REPORT	
7. SCHEDULES	
8. GLOSSARY	
9. CONTACT US	

SECTION 11 - TAX ASSETS AND TAX LIABILITIES - ASSETS ITEM 110 AND LIABILITIES ITEM 60

11.1 Deferred tax assets: analysis

Deferred tax assets, which are recognised in reference to temporary deductible differences, totalled €168m and consist of €157m for taxes recognised with a balancing entry in profit or loss and €11m for taxes recognised with a balancing entry in shareholders’ equity. The former mainly refer to provisions for future charges, losses carried forward, adjustments to loans and deferred taxation recognised as a result of the realignment of goodwill and intangible assets. Deferred tax assets with a balancing entry in shareholders’ equity mainly refer to taxes on negative valuation reserves relative to hedges on foreign investments and actuarial losses on personnel funds.

11.2 Deferred tax liabilities: analysis

Deferred tax liabilities totalled €90m and include €48m for taxes recognised with a balancing entry in profit or loss and €42m for taxes recognised with a balancing entry in shareholders’ equity. The former are mainly attributable to deferred taxation on intangible assets recognised as a result of business combinations. The deferred tax liabilities with a balancing entry in shareholders’ equity refer to the tax effect recognised for the increased value of property used in operations after the adoption of the revaluation method and taxes on the positive valuation reserves relative to exchange differences and cash flow hedges.

11.3 Changes in deferred tax assets (balancing entry in income statement)

	31.12.2024	31.12.2023
1. Opening balance	169	185
2. Increases	55	32
2.1 Deferred tax liabilities recognised in the year	46	29
a) from prior years	-	4
b) due to changes in accounting policies	-	-
c) write-backs	-	-
d) other	46	25
2.2 New taxes or increases in tax rates	-	-
2.3 Other increases	9	3
3. Decreases	67	48
3.1 Deferred tax liabilities reversed in the year	65	39
a) reversals	47	35
b) write-downs for uncollectibility	14	1
c) changes in accounting policies	-	-
d) other	4	3
3.2 Reduction in tax rates	-	-
3.3 Other decreases	2	9
a) conversion to tax credits in accordance with Italian law no. 214/2011	-	-
b) other	2	9
4. Closing balance	157	169



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

11.4 Changes in deferred tax assets pursuant to law 214/2011

	31.12.2024	31.12.2023
1. Opening balance	29	35
2. Increases	-	-
3. Decreases	7	6
3.1 Reversals	7	6
3.2 Conversion to tax credits	-	-
a) from operating losses	-	-
b) from tax losses	-	-
3.3 Other decreases	-	-
4. Closing balance	22	29

11.5 Changes in deferred tax liabilities (balancing entry in income statement)

	31.12.2024	31.12.2023
1. Opening balance	79	100
2. Increases	-	15
2.1 Deferred tax liabilities recognised in the year	-	14
a) from prior years	-	-
b) due to changes in accounting policies	-	-
c) other	-	14
2.2 New taxes or increases in tax rates	-	-
2.3 Other increases	-	1
3. Decreases	31	36
3.1 Deferred tax liabilities reversed in the year	3	4
a) reversals	-	1
b) due to changes in accounting policies	-	-
c) other	3	3
3.2 Reductions in tax rates	-	-
3.3 Other decreases	28	32
4. Closing balance	48	79

11.6 Changes in deferred tax assets (balancing entry in shareholders’ equity)

	31.12.2024	31.12.2023
1. Opening balance	20	57
2. Increases	2	3
2.1 Deferred tax liabilities recognised in the year	1	3
a) from prior years	-	-
b) due to changes in accounting policies	-	-
c) other	1	3
2.2 New taxes or increases in tax rates	-	-
2.3 Other increases	-	-
2.4 Business combination transactions	1	-
3. Decreases	11	40
3.1 Deferred tax liabilities reversed in the year	4	40
a) reversals	1	6
b) write-downs for uncollectibility	-	-
c) due to changes in accounting policies	-	-
d) other	3	34
3.2 Reductions in tax rates	-	-
3.3 Other decreases	7	-
4. Closing balance	11	20



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

11.7 Changes in deferred tax liabilities (balancing entry in shareholders’ equity)

	31.12.2024	31.12.2023
1. Opening balance	16	22
2. Increases	31	1
2.1 Deferred tax liabilities recognised in the year	29	1
a) from prior years	-	-
b) due to changes in accounting policies	-	-
c) other	29	1
2.2 New taxes or increases in tax rates	-	-
2.3 Other increases	-	-
2.4 Business combination transactions	2	-
3. Decreases	5	7
3.1 Deferred tax liabilities reversed in the year	4	7
a) reversals	1	-
b) due to changes in accounting policies	-	-
c) other	3	7
3.2 Reductions in tax rates	-	-
3.3 Other decreases	1	-
4. Closing balance	42	16

11.8 Other information

The Italian companies in the Fideuram Group availed themselves of the “Istituto del Consolidato Fiscale Nazionale” tax consolidation regime as subsidiaries of Intesa Sanpaolo. This tax consolidation regime, which is governed by special regulations, provides for the aggregation of the taxable income of all the Group companies involved, and a single payment of IRES corporate income tax by Intesa Sanpaolo in its role as consolidating company. The check of whether the assumption of the “probability” of recovering deferred tax assets at 31 December 2024 (the so-called “probability test”) subsists is carried out considering the benefits arising from the participation of the Italian companies of the Fideuram Group in the tax consolidation regime as subsidiaries of Intesa Sanpaolo. For these purposes, the tax consolidating company developed the specific recoverability test provided for by IAS12, confirming the forecast of recovering the aforementioned deferred tax assets at 31 December 2024 based on the Group’s prospective income capacity. With regard to the recoverability of deferred tax assets relating to the IRES surcharge (where applicable) and IRAP, pertaining to the Italian companies of the Fideuram Group, a check was conducted based on the expected income for the reporting periods in which these deferred tax assets are expected to be reversed and it showed that they are fully recoverable. The Group’s foreign companies carry out independent audits of the deferred tax assets recognised in their financial statements on the basis of expected income. It should be noted that the Swiss subsidiary Reyl & Cie wrote down deferred tax assets of €14 million during the year.

SECTION 13 - OTHER ASSETS - ITEM 130

13.1 Other assets: analysis

	31.12.2024	31.12.2023
Prepaid expenses relating to Network incentives (*)	691	604
Due from tax authorities (**)	547	493
Due from Personal Financial Advisers (***)	429	388
Loans and advances to customers for stamp duty	188	166
Clearing accounts and other receivables	107	103
Other accrued income and prepaid expenses	32	22
Leasehold improvements	21	19
Due from Intesa Sanpaolo under Italy's tax consolidation regime	15	10
Other receivables	76	42
Total	2,106	1,847

- (*) The item refers to the prepaid expenses regarding the bonuses for meeting net inflow targets, linked to the duration of contractual relationships with customers. The cost of such incentives, linked to client collection, is allocated to the income statement over a duration correlated to the estimated useful life of the underlying collection and the economic benefits derived from it. These are determined by considering the attrition of the net collections generated and the impact of expected net revenue on the assets, based on a statistical trend analysis of previous fiscal years.
- (**) The item includes €333m for prepayments of the stamp duty on non-managed financial products in accordance with Article 13, paragraph 2-ter, of the table of rates annexed to Italian Presidential Decree no. 642/72.
- (***) Mainly advances on bonuses to Personal Financial Advisers already accrued but subject to verification of continued attainment of inflow targets. Also includes advances on indemnities, loyalty schemes and other lesser items.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

LIABILITIES

SECTION 1 - FINANCIAL LIABILITIES MEASURED AT AMORTISED COST - ITEM 10

1.1 Financial liabilities measured at amortised cost - Due to banks: analysis

	31.12.2024				31.12.2023			
	BOOK VALUE	FAIR VALUE			BOOK VALUE	FAIR VALUE		
		LEVEL 1	LEVEL 2	LEVEL 3		LEVEL 1	LEVEL 2	LEVEL 3
1. Due to Central Banks	-	X	X	X	-	X	X	X
2. Due to banks	4,719	X	X	X	3,955	X	X	X
2.1 Current accounts and demand deposits	902	X	X	X	295	X	X	X
2.2 Term deposits	1,306	X	X	X	1,516	X	X	X
2.3 Loans	2,178	X	X	X	1,856	X	X	X
2.3.1 Repurchase agreement liabilities (*)	584	X	X	X	1,548	X	X	X
2.3.2 Other	1,594	X	X	X	308	X	X	X
2.4 Debts from commitments to repurchase own equity instruments	-	X	X	X	-	X	X	X
2.5 Debt for leases	95	X	X	X	105	X	X	X
2.6 Other debts	238	X	X	X	183	X	X	X
Total	4,719	-	2,679	2,035	3,955	-	998	2,918

(*) The item mainly includes repurchase agreements with Intesa Sanpaolo.
Fair Value – level 3 includes lease liabilities, deposits and repurchase agreements maturing in more than one year.

1.2 Financial liabilities measured at amortised cost - Due to customers: analysis

	31.12.2024				31.12.2023			
	BOOK VALUE	FAIR VALUE			BOOK VALUE	FAIR VALUE		
		LEVEL 1	LEVEL 2	LEVEL 3		LEVEL 1	LEVEL 2	LEVEL 3
1. Current accounts and demand deposits	38,662	X	X	X	35,399	X	X	X
2. Term deposits	9,195	X	X	X	10,286	X	X	X
3. Loans	5	X	X	X	6	X	X	X
3.1 Repurchase agreement liabilities	5	X	X	X	6	X	X	X
3.2 Other	-	X	X	X	-	X	X	X
4. Debts from commitments to repurchase own equity instruments	106	X	X	X	128	X	X	X
5. Debt for leases	171	X	X	X	196	X	X	X
6. Other debts	59	X	X	X	115	X	X	X
Total	48,198	-	44,274	3,924	46,130	-	42,987	3,143

Fair Value - level 3 mainly includes term deposits maturing in more than one year and lease liabilities.

1.6 Lease liabilities

Analysis of lease liabilities by remaining contractual term

	NOT LATER THAN ONE YEAR	BETWEEN 1 AND 5 YEARS	OVER 5 YEARS	31.12.2024
Debts to banks for leases	26	68	1	95
Debts to customers for leases	27	91	53	171

The cash outflows during the period to cover lease liabilities totalled €69m.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

SECTION 2 - FINANCIAL LIABILITIES HELD FOR TRADING - ITEM 20

2.1 Financial liabilities held for trading: analysis

	31.12.2024					31.12.2023				
	NOMINAL VALUE	FAIR VALUE			FV*	NOMINAL VALUE	FAIR VALUE			FV*
		LEVEL 1	LEVEL 2	LEVEL 3			LEVEL 1	LEVEL 2	LEVEL 3	
A. Cash Liabilities										
1. Due to banks	-	-	-	-	-	-	-	-	-	-
2. Due to customers	-	-	-	-	-	-	-	-	-	-
3. Debt securities	-	-	-	-	-	-	-	-	-	-
3.1 Bonds	-	-	-	-	-	-	-	-	-	-
3.1.1 Structured	-	-	-	-	X	-	-	-	-	X
3.1.2 Other bonds	-	-	-	-	X	-	-	-	-	X
3.2 Other securities	-	-	-	-	-	-	-	-	-	-
3.2.1 Structured	-	-	-	-	X	-	-	-	-	X
3.2.2 Other	-	-	-	-	X	-	-	-	-	X
Total A	-	-	-	-	-	-	-	-	-	-
B. Derivatives										
1. Financial derivatives	-	-	32	-	-	-	-	52	-	-
1.1 Held for trading	X	-	32	-	X	X	-	52	-	X
1.2 Connected with fair value option	X	-	-	-	X	X	-	-	-	X
1.3 Other	X	-	-	-	X	X	-	-	-	X
2. Credit derivatives	-	-	-	-	-	-	-	-	-	-
2.1 Held for trading	X	-	-	-	X	X	-	-	-	X
2.2 Connected with fair value option	X	-	-	-	X	X	-	-	-	X
2.3 Other	X	-	-	-	X	X	-	-	-	X
Total B	X	-	32	-	X	X	-	52	-	X
Total (A+B)	X	-	32	-	X	X	-	52	-	X

FV*: fair value calculated excluding any changes in value due to changes in the credit rating of the issuer with respect to the issue date.

SECTION 4 - HEDGING DERIVATIVES - ITEM 40

4.1 Hedging derivatives: analysis by type of hedge and level

	31.12.2024				31.12.2023			
	FAIR VALUE			NOMINAL VALUE	FAIR VALUE			NOMINAL VALUE
	LEVEL 1	LEVEL 2	LEVEL 3		LEVEL 1	LEVEL 2	LEVEL 3	
A. Financial derivatives	-	288	-	4,051	-	362	-	4,199
1) Fair value	-	280	-	3,171	-	322	-	2,811
2) Financial flows	-	8	-	880	-	30	-	1,080
3) Investments outside Italy	-	-	-	-	-	10	-	308
B. Credit derivatives	-	-	-	-	-	-	-	-
1) Fair value	-	-	-	-	-	-	-	-
2) Financial flows	-	-	-	-	-	-	-	-
Total	-	288	-	4,051	-	362	-	4,199

4.2 Hedging derivatives: analysis by portfolio hedged and type of hedging

	FAIR VALUE						FINANCIAL FLOWS			INVESTMENTS OUTSIDE ITALY
	MICRO-HEDGING						MACRO- HEDGING	MICRO- HEDGING	MACRO- HEDGING	
	DEBT DERIVATIVES AND INTEREST RATES	EQUITY DERIVATIVES AND INDEX DERIVATIVES	CURRENCIES AND GOLD	LENDING	COMMODITIES	OTHER				
1. Financial assets measured at fair value through other comprehensive income	19	-	-	-	X	X	X	-	X	X
2. Financial assets measured at amortised cost	250	X	-	-	X	X	X	8	X	X
3. Portfolio	X	X	X	X	X	X	-	X	-	X
4. Other transactions	-	-	-	-	-	-	X	-	X	-
Total assets	269	-	-	-	-	-	-	8	-	-
1. Financial liabilities	-	X	-	-	-	-	X	-	X	X
2. Portfolio	X	X	X	X	X	X	11	X	-	X
Total liabilities	-	-	-	-	-	-	11	-	-	-
1. Anticipated transactions	X	X	X	X	X	X	X	-	X	X
2. Portfolio of financial assets and liabilities	X	X	X	X	X	X	-	X	-	-



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

SECTION 5 - ADJUSTMENTS TO FINANCIAL LIABILITIES SUBJECT TO MACRO-HEDGING - ITEM 50

5.1 Adjustments to hedged financial liabilities

	31.12.2024	31.12.2023
1. Positive adjustment of financial liabilities	1	-
2. Negative adjustment of financial liabilities	-	(21)
Total	1	(21)

SECTION 6 - TAX LIABILITIES - ITEM 60

Please see section 11 of the assets.

SECTION 8 - OTHER LIABILITIES - ITEM 80

8.1 Other liabilities: analysis

	31.12.2024	31.12.2023
Due to Personal Financial Advisers	857	740
Clearing accounts and other payables	322	139
Due to suppliers	231	217
Due to tax authorities	182	207
Due under past Loyalty Schemes	66	61
Payroll and social security payables	46	46
Due to Intesa Sanpaolo under Italy's tax consolidation regime	26	390
Due to pension and social security institutions	25	25
Amounts to be collected by customers	17	8
Insurance guarantee fund	7	-
Other debts	77	116
Total	1,856	1,949

Amounts due to Personal Financial Advisers mainly refer to fees and commissions payable to the Financial Advisers networks.

SECTION 9 - PROVISION FOR EMPLOYMENT TERMINATION INDEMNITIES - ITEM 90

9.1 Provision for employment termination indemnities: changes in the year

	31.12.2024	31.12.2023
A. Opening balance	34	38
B. Increases	2	4
B.1 Provisions for the year	1	1
B.2 Other increases	1	3
C. Decreases	4	8
C.1 Indemnities paid	4	4
C.2 Other decreases	-	4
D. Closing balance	32	34
Total	32	34

The main actuarial criteria and benchmark rates used to determine the provision for employment termination indemnities were as follows:

- Discount rate: 2.91%
- Anticipated rate of increase in remuneration: 2.58%
- Annual inflation rate: 1.90%

SECTION 10 - PROVISIONS FOR RISKS AND CHARGES - ITEM 100

10.1 Provisions for risks and losses: analysis

	31.12.2024	31.12.2023
1. Provisions for credit risk associated with commitments and financial guarantees issued	4	4
2. Provisions for other commitments and guarantees issued	-	-
3. Company pension funds	34	18
4. Other provisions for risks and charges	672	568
4.1 Lawsuits and tax disputes	73	79
4.2 Personnel expenses	148	128
4.3 Other	451	361
Total	710	590



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

10.2 Provisions for risks and charges: changes in the year

	PROVISIONS FOR OTHER COMMITMENTS AND GUARANTEES ISSUED	PENSION FUNDS	OTHER PROVISIONS FOR RISKS AND CHARGES	TOTAL
A. Opening balance	-	18	568	586
B. Increases	-	24	229	253
B.1 Provisions for the year	-	6	218	224
B.2 Changes due to the passage of time	-	-	10	10
B.3 Changes due to fluctuations in the discount rate	-	-	-	-
B.4 Other increases	-	18	1	19
of which business combination transactions	-	2	-	2
C. Decreases	-	8	125	133
C.1 Utilisation in the year	-	8	110	118
C.2 Changes due to fluctuations in the discount rate	-	-	-	-
C.3 Other decreases	-	-	15	15
D. Closing balance	-	34	672	706

10.3 Provisions for credit risk associated with commitments and financial guarantees issued

	PROVISIONS FOR CREDIT RISK ASSOCIATED WITH COMMITMENTS AND FINANCIAL GUARANTEES ISSUED				TOTAL
	FIRST STAGE	SECOND STAGE	THIRD STAGE	IMPAIRED, PURCHASED OR ORIGINATED	
Commitments to grant finance	1	3	-	-	4
Financial guarantees issued	-	-	-	-	-
Total	1	3	-	-	4

10.5 Defined-benefit company pension funds

The actuarial values required by IAS19 - Employee benefits for the defined-benefit complementary social security funds were calculated by an independent actuary using the projected unit credit method. The item balance of €34m is for the funds of Reyl & Cie (€31m), Alpien (€2m) and Intesa Sanpaolo Private Banking (€1m) and includes:

- the Defined Performance Pension Fund of the Intesa Sanpaolo Group (an entity with its own legal personality and independent asset management);
- the Reyl & Cie and Alpien employee pension plan, which guarantees top-ups when pension requirements are accrued under local pension legislation or in the event of an adverse event (disability and death); obligations are met by dedicated assets managed under contract between the two Swiss companies and La Collective de Prévoyance - Copré.

For the purposes of the actuarial measurements under IAS19, the Group uses the Euro Composite AA interest rate curve as the discount rate for Italian companies. this is a basket of securities issued by “investment grade” corporate issuers included in the “AA” class of ratings resident in the euro area and belonging to various sectors. For Swiss companies, the SBI Basket AA yield curve of the Swiss bond market is used with maturities of between 10 and 25 years.

The main actuarial criteria and benchmark rates used to determine the provision for employment termination indemnities of Reyl & Cie and Alpien were as follows:

- discount rate: 0.80%;
- anticipated rate of increase in remuneration: 0.00%;
- inflation rate 1.00%.

More information on the third-party funds and operations for their pension plans are reported in those companies’ financial statements.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

10.6 Provisions for risks and charges - Other provisions

Other provisions for risks and charges comprised the following:

- Lawsuits and tax disputes: these include the accruals for lawsuits against the company, tax disputes, clawback actions, and provisions for defaulted corporate bonds.
- Personnel expenses: this includes provision for the variable component of remuneration, the provisions for voluntary redundancy expenses and the provisions set aside to pay employees’ seniority bonuses.
- Provision for contractual indemnities due to Personal Financial Advisers: this provision comprises the estimated amount of costs for the contractual indemnities to be paid to the Group’s Personal Financial Advisers. The total amount of the provision was determined using actuarial valuations that take the indemnities actually accrued into account, of the probability of payment, of the average duration and the composition of the Network and the indemnities paid.
- Network Loyalty Schemes: this provision, calculated on the basis of actuarial methods, comprises the estimate of costs connected with the Retention Plans of the Group’s personal financial advisers.

Other provisions for risks and charges: changes in the year

	LAWSUITS AND TAX DISPUTES	PERSONNEL EXPENSES	PROVISION FOR CONTRACTUAL INDEMNITIES DUE TO PERSONAL FINANCIAL ADVISERS	NETWORK LOYALTY SCHEMES	OTHER	TOTAL
A. Opening balance	79	128	263	98	-	568
B. Increases	5	105	42	77	-	229
B.1 Provisions for the year	5	104	33	76	-	218
B.2 Changes due to the passage of time	-	-	9	1	-	10
B.3 Changes due to fluctuations in the discount rate	-	-	-	-	-	-
B.4 Other increases	-	1	-	-	-	1
C. Decreases	11	85	21	8	-	125
C.1 Utilisation in the year	6	75	21	8	-	110
C.2 Changes due to fluctuations in the discount rate	-	-	-	-	-	-
C.3 Other decreases	5	10	-	-	-	15
D. Closing balance	73	148	284	167	-	672

SECTION 13 - EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT COMPANY - ITEMS 120, 130, 140, 150, 160, 170 AND 180

13.1 “Share capital” and “Treasury shares”: analysis

The share capital and share premium reserve were the same as the amounts for the corresponding items in the shareholders’ equity of Fideuram - Intesa Sanpaolo Private Banking S.p.A.
At 31 December 2024, the share capital totalled €300,000,000 divided into 1,500,000,000 ordinary shares with no par value.
At 31 December 2024, the Group held treasury shares for €2m, referring to shares in the Swiss subsidiary Alpi-an S.A. held by the same.

13.2 Share capital – Parent Company’s number of shares: changes in the year

	ORDINARY	OTHER
A. Shares at beginning of financial year		
- full paid-up	1,500,000,000	-
- partially paid-up	-	-
A.1 Treasury shares (-)	-	-
A.2 Outstanding shares: opening balance	1,500,000,000	-
B. Increases	-	-
B.1. New issues	-	-
- Cash issues:	-	-
- business combination transactions	-	-
- conversion of bonds	-	-
- exercise of warrants	-	-
- other	-	-
- Free issues:	-	-
- for employees	-	-
- for directors	-	-
- other	-	-
B.2 Sale of treasury shares	-	-
B.3 Other increases	-	-
C. Decreases	-	-
C.1 Cancellation	-	-
C.2 Purchase of treasury shares	-	-
C.3 Company sale transactions	-	-
C.4 Other decreases	-	-
D. Outstanding shares: closing balance	1,500,000,000	-
D.1 Treasury shares (+)	-	-
D.2 Shares at end of financial year	1,500,000,000	-
- full paid-up	1,500,000,000	-
- partially paid-up	-	-



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

13.5 Equity instruments: analysis and changes in the year

GRANTING ISSUER	INTEREST RATE	ISSUE DATE	MATURITY	EARLY REPAYMENT FROM	CURRENCY	ORIGINAL AMOUNT IN CURRENCY UNITS	SHEET VALUE (MILLION EURO)
Reyl & Cie	4.75% fixed	30.11.2018	indeterminate	30.11.2023	CHF	6,000,000	5
Reyl & Cie	4.75% fixed	30.11.2019	indeterminate	30.11.2024	CHF	13,110,000	13
Total						19,110,000	18

13.6 Other information

Reserves amounted to €3,614m and included Fideuram’s legal reserve, the extraordinary reserve, the consoli-
dation reserve and other reserves. The legal reserve, established in accordance with the law, is required to total
at least one fifth of the share capital. In the past it was made up of retained annual net profit in the amount
of one twentieth. The item other reserves comprises Fideuram’s remaining reserves and Group changes in the
shareholders’ equity of the companies included in the consolidation. Consolidation reserves were created fol-
lowing the elimination of the book value of equity investments as a balancing entry for the relevant fraction of
the shareholders’ equity of each investee.

The Group valuation reserves total a positive €128m, and include:

- the revaluation reserve related to recalculation of the value of property used in operations totalling €15m;
- the valuation reserve for foreign investment hedges, which was negative at -€13m;
- the valuation reserve for cash flow hedges, which was positive at €55m;
- the foreign exchange difference valuation reserve, which was positive at €72m;
- the valuation reserve for actuarial gains and losses on defined benefit plans, which was negative at -€1m;
- the reserves stemming from special revaluation laws, positive at €6m;
- the portion of valuation reserves related to investments consolidated using the equity method, which was
negative at -€6m.

SECTION 14 - EQUITY ATTRIBUTABLE TO NON-CONTROLLING INTERESTS - ITEM 190

14.1 Detail of item 210 “Equity attributable to non-controlling interests”

	31.12.2024	31.12.2023
Company name		
Equity investments in consolidated companies with significant non-controlling interests	19	-
1. Alpian S.A.	19	-
Other equity investments	-	1
Total	19	1



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

OTHER INFORMATION

1. Commitments and financial guarantees issued

	NOMINAL VALUE OF COMMITMENTS AND FINANCIAL GUARANTEES ISSUED				31.12.2024	31.12.2023
	FIRST STAGE	SECOND STAGE	THIRD STAGE	IMPAIRED, PURCHASED OR ORIGINATED		
1. Commitments to grant finance	7,200	781	10	-	7,991	8,173
a) Central Banks	-	-	-	-	-	-
b) Public entities	-	-	-	-	-	-
c) Banks	958	-	-	-	958	980
d) Other financial institutions	361	129	-	-	490	589
e) Non-financial companies	1,352	445	7	-	1,804	1,725
f) Households	4,529	207	3	-	4,739	4,879
2. Financial guarantees issued	723	47	-	-	770	671
a) Central Banks	-	-	-	-	-	-
b) Public entities	-	-	-	-	-	-
c) Banks	306	-	-	-	306	286
d) Other financial institutions	25	8	-	-	33	33
e) Non-financial companies	94	29	-	-	123	133
f) Households	298	10	-	-	308	219

3. Assets pledged as security for own liabilities and commitments

	31.12.2024	31.12.2023
1. Financial assets measured at fair value through profit or loss	-	-
2. Financial assets measured at fair value through other comprehensive income	275	597
3. Financial assets measured at amortised cost	1,878	1,284
4. Property and equipment	-	-
of which: property and equipment constituting inventory	-	-

5. Administration and trading on behalf of third parties

	31.12.2024
1. Execution of customer instructions	1,415
a) purchases	668
1. settled	668
2. not settled	-
b) sales	747
1. settled	747
2. not settled	-
2. Portfolio management	139,657
a) individual	81,937
b) collective	57,720
3. Custody and administration of securities	
a) third-party securities held on deposit: connected with activities as depositary bank (excluding portfolio management)	168
1. securities issued by companies included in the consolidation	-
2. other securities	168
b) third-party securities held on deposit (excluding portfolio management): other	81,490
1. securities issued by companies included in the consolidation	-
2. other securities	81,490
c) third-party securities deposited with third parties	69,319
d) portfolio securities deposited with third parties	24,347
4. Other transactions	233,573



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

6. Financial assets subject to offsetting, master netting arrangements or similar agreements

	GROSS FINANCIAL ASSETS	FINANCIAL LIABILITIES SET OFF IN THE FINANCIAL STATEMENTS	NET FINANCIAL ASSETS RECOGNISED IN THE FINANCIAL STATEMENTS	RELATED AMOUNTS NOT SET OFF IN THE FINANCIAL STATEMENTS		NET AMOUNT AT 31.12.2024	NET AMOUNT AT 31.12.2023
				FINANCIAL INSTRUMENTS	CASH DEPOSITS HELD AS COLLATERAL		
1. Derivatives	313	-	313	200	3	110	-
2. Repurchase agreement	275	-	275	275	-	-	-
3. Securities lending	-	-	-	-	-	-	-
4. Other	-	-	-	-	-	-	-
Total 31.12.2024	588	-	588	475	3	110	X
Total 31.12.2023	495	1	494	454	34	X	6

7. Financial liabilities subject to offsetting, master netting arrangements or similar agreements

	GROSS FINANCIAL LIABILITIES	FINANCIAL ASSETS SET OFF IN THE FINANCIAL STATEMENTS	NET FINANCIAL LIABILITIES SET OFF IN THE FINANCIAL STATEMENTS	RELATED AMOUNTS NOT SET OFF IN THE FINANCIAL STATEMENTS		NET AMOUNT AT 31.12.2024	NET AMOUNT AT 31.12.2023
				FINANCIAL INSTRUMENTS	CASH DEPOSITS PLEGDED AS COLLATERAL		
1. Derivatives	307	-	307	203	95	9	-
2. Repurchase agreement	509	-	509	509	-	-	-
3. Securities lending	-	-	-	-	-	-	-
4. Other transactions	-	-	-	-	-	-	-
Total 31.12.2024	816	-	816	712	95	9	X
Total 31.12.2023	1,822	2	1,820	1,700	108	X	12

The Group subordinates Over The Counter (OTC) derivatives transactions and most of its repurchase and reverse repurchase agreement transactions to ISDA Master Agreements and Global Master Repurchase Agreements (GMRA) respectively.

These agreements enable the Group to reduce counterparty risk using what are known as close-out netting clauses under which the agreement is terminated, and the net amount owing is settled. Pursuant to these clauses, when certain termination events occur – including non-performance of the contract, failure to deliver collateral and the insolvency of one of the parties – the contractual obligations arising from the individual transactions are terminated and replaced by a single obligation to pay the creditor the global net amount resulting from offsetting the current market values of the previous obligations, with which the parties settle their mutual accounts.

The Group enters into financial guarantee agreements in accordance with the ISDA Credit Support Annex (CSA) standard for OTC derivatives and in accordance with the GMRA standard for repurchase and reverse repurchase agreement transactions, which provide for the bilateral exchange of collateral in the form of cash and/or government securities. In accordance with the terms of the CSA and GMRA, the Group is able to make use of the assets held as collateral, including thorough disposal and transfers to third parties as collateral. Information on the measurement criteria adopted for the above financial assets and liabilities is provided in Part A - Accounting Policies.

Schedule 6 presents the financial derivatives recognised in balance sheet liabilities and the repurchase agreements recognised in Due from banks subject to netting agreements.
Schedule 7 presents the financial derivatives recognised in balance sheet liabilities and the repurchase agreements recognised in Due to banks and Due to customers subject to netting agreements.

8. Securities lending transactions

An optional bank service for securities lending transactions is offered by Fideuram, Intesa Sanpaolo Private Banking and Intesa Sanpaolo Wealth Management to their customers (individuals, legal entities and commercial entities). The agreement entails the transfer of ownership of a certain quantity of securities of a given kind with the obligation to return them, in exchange for a consideration as remuneration for use of those securities.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

PART C - NOTES TO THE CONSOLIDATED INCOME STATEMENT

SECTION 1 - INTEREST - ITEMS 10 AND 20

1.1 Interest income and similar income: analysis

	DEBT SECURITIES	LOANS	OTHER TRANSACTIONS	2024	2023
1. Financial assets measured at fair value through profit or loss	-	-	-	-	-
1.1 Financial assets held for trading	-	-	-	-	-
1.2 Financial assets measured at fair value	-	-	-	-	-
1.3 Other financial assets mandatorily measured at fair value	-	-	-	-	-
2. Financial assets measured at fair value through other comprehensive income	65	-	X	65	55
3. Financial assets measured at amortised cost	819	1,117	-	1,936	1,709
3.1 Loans and advances to banks	746	563	X	1,309	1,107
3.2 Loans and advances to customers	73	554	X	627	602
4. Hedging derivatives	X	X	(29)	(29)	(9)
5. Other assets	X	X	5	5	1
6. Financial liabilities	X	X	X	-	-
Total	884	1,117	(24)	1,977	1,756
of which: interest income on impaired financial assets	-	3	-	3	2
of which: interest income on finance leases	X	-	X	-	-

1.2 Interest income and similar income: other information

1.2.1 Interest income on financial assets denominated in foreign currencies

	2024	2023
On financial assets denominated in foreign currencies	98	60

1.3 Interest expense and similar expense: analysis

	DEBTS	SECURITIES	OTHER TRANSACTIONS	2024	2023
1. Financial liabilities measured at amortised cost	768	-	-	768	476
1.1 Due to Central Banks	-	X	X	-	-
1.2 Due to banks	187	X	X	187	113
1.3 Due to customers	581	X	X	581	363
1.4 Debt on issue	X	-	X	-	-
2. Financial liabilities held for trading	-	-	-	-	-
3. Financial liabilities measured at fair value	-	-	-	-	-
4. Other liabilities and provisions	X	X	2	2	2
5. Hedging derivatives	X	X	20	20	12
6. Financial assets	X	X	X	-	-
Total	768	-	22	790	490
of which: interest expense on debts for leases	6	X	X	6	5

1.4 Interest expense and similar expense: other information

1.4.1 Interest expenses on liabilities denominated in foreign currencies

	2024	2023
On liabilities denominated in foreign currencies	42	16

1.5 Hedging gains and losses

	2024	2023
A. Hedging gains	303	267
B. Hedging losses	352	288
C. Net gains / losses (A-B)	(49)	(21)



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

2.1 Fee and commission income: analysis

	2024	2023
a) Financial instruments	1,035	932
1. Securities placement	125	122
1.1 On a firm and/or irrevocable commitment basis	-	-
1.2 Without irrevocable commitment	125	122
2. Receiving and transmitting orders and executing orders on behalf of customers	107	85
2.1 Receiving and transmitting orders for one or more financial instruments	88	72
2.2 Executing orders on behalf of customers	19	13
3. Other fees and commissions related to financial instrument activities	803	725
of which: proprietary trading	-	-
of which: individual portfolio management	803	725
b) Corporate Finance	4	5
1. Advice on mergers and acquisitions	4	5
2. Treasury services	-	-
3. Other fees and commission related to corporate finance services	-	-
c) Investment advisory activities	131	113
d) Clearing and settlement	-	-
e) Collective portfolio management	705	642
f) Custody and administration	59	61
1. Depository bank	3	2
2. Other fees and commission related to custody and administration activities	56	59
g) Central administrative services for collective portfolio management	-	-
h) Trust activity	11	10
i) Payment Services	38	33
1. Current accounts	10	9
2. Credit Cards	20	16
3. Debit cards and other payment cards	1	1
4. Bank transfers and other payment orders	4	4
5. Other fees and commission related to payment services	3	3
j) Distribution of third-party services	1,323	1,203
1. Collective portfolio management	609	521
2. Insurance products	699	667
3. Other products	15	15
of which: individual portfolio management	10	10
k) Structured finance	3	3
l) Servicing activities for securitisation transactions	-	-
m) Commitments to grant finance	-	-
n) Financial guarantees issued	3	3
of which: credit derivatives	-	-
o) Financing transactions	2	2
of which: for factoring transactions	-	-
p) Currency trading	3	2
q) Commodities	-	-
r) Other fees and commission income	31	27
of which: for management activities of multilateral trading systems	-	-
of which: for management activities of organised trading systems	-	-
Total	3,348	3,036

For more information on the breakdown of revenues from customer contracts, please refer to the information in the Report on Operations - Results by business segment.



[ABOUT THIS REPORT](#)

[OUR IDENTITY](#)

[GROUP STRUCTURE](#)

[HIGHLIGHTS](#)

[KEY PERFORMANCE INDICATORS](#)

[INTRODUCTORY NOTE](#)

[CHAIRMAN'S STATEMENT](#)

[CHIEF EXECUTIVE OFFICER'S STATEMENT](#)

[1. BUSINESS MODEL](#)

[2. EXTERNAL CONTEXT AND STRATEGIES](#)

[3. PERFORMANCE](#)

[4. GOVERNANCE](#)

[5. CONSOLIDATED FINANCIAL STATEMENTS](#)

[6. INDEPENDENT AUDITORS' REPORT](#)

[7. SCHEDULES](#)

[8. GLOSSARY](#)

[9. CONTACT US](#)

2.2 Fee and commission expense: analysis

	2024	2023
a) Financial instruments	30	26
of which: trading in financial instruments	30	26
of which: placement of financial instruments	-	-
of which: individual portfolio management	-	-
- Proprietary	-	-
- Delegated to third parties	-	-
b) Clearing and Settlement	-	-
c) Collective portfolio management	54	49
1. Proprietary	10	7
2. Delegated to third parties	44	42
d) Custody and administration	29	26
e) Collection and payment services	23	22
of which: credit cards, debit cards and other payment cards	14	14
f) Servicing activities for securitisation transactions	-	-
g) Commitments to receive funds	-	-
h) Financial guarantees received	8	8
of which: credit derivatives	-	-
i) Off-premises offer of financial instruments, products and services	1,057	977
j) Currency trading	-	-
k) Other fees and commission expenses	36	30
Total	1,237	1,138

SECTION 3 - DIVIDENDS AND SIMILAR INCOME - ITEM 70

3.1 Dividends and similar income: analysis

	2024		2023	
	DIVIDENDS	SIMILAR INCOME	DIVIDENDS	SIMILAR INCOME
A. Financial assets held for trading	-	-	-	-
B. Financial assets mandatorily measured at fair value	9	-	7	-
C. Financial assets measured at fair value through other comprehensive income	-	-	-	-
D. Equity investments	-	-	-	-
Total	9	-	7	-

SECTION 4 - NET PROFIT (LOSS) ON TRADING ACTIVITIES - ITEM 80

4.1 Net profit (loss) on trading activities: analysis

	PROFIT	TRADING PROFITS	LOSS	TRADING LOSSES	NET PROFITS (LOSSES)
1. Financial assets held for trading	-	1	-	-	1
1.1 Debt securities	-	1	-	-	1
1.2 Equities	-	-	-	-	-
1.3 Units in mutual funds	-	-	-	-	-
1.4 Loans	-	-	-	-	-
1.5 Other	-	-	-	-	-
2. Financial liabilities held for trading	-	-	-	-	-
2.1 Debt securities	-	-	-	-	-
2.2 Debts	-	-	-	-	-
2.3 Other	-	-	-	-	-
3. Other financial assets and liabilities: exchange rate differences	X	X	X	X	33
4. Derivatives	-	-	-	-	18
4.1 Financial derivatives:	-	-	-	-	18
- Debt derivatives and interest rate derivatives	-	-	-	-	-
- Equity derivatives and index derivatives	-	-	-	-	-
- Currencies and gold	X	X	X	X	18
- Other	-	-	-	-	-
4.2 Credit derivatives	-	-	-	-	-
of which: natural hedges connected with fair value option	X	X	X	X	-
Total	-	1	-	-	52



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

SECTION 5 - NET PROFIT (LOSS) ON HEDGING DERIVATIVES - ITEM 90

5.1 Net profit (loss) on hedging derivatives: analysis

	2024	2023
A. Profit on:		
A.1 Fair value hedge derivatives	51	781
A.2 Hedged financial assets (fair value)	52	3
A.3 Hedged financial liabilities (fair value)	2	32
A.4 Financial derivatives hedging financial flows	-	-
A.5 Assets and liabilities denominated in foreign currencies	-	-
Total profit on hedging derivatives (A)	105	816
B. Loss on:		
B.1 Fair value hedge derivatives	(48)	(47)
B.2 Hedged financial assets (fair value)	(22)	(774)
B.3 Hedged financial liabilities (fair value)	(23)	-
B.4 Financial derivatives hedging financial flows	-	-
B.5 Assets and liabilities denominated in foreign currencies	(13)	-
Total loss on hedging derivatives (B)	(106)	(821)
C. Net profit (loss) on hedging derivatives (A-B)	(1)	(5)
of which: net profit (loss) of hedges on net positions	-	-

SECTION 6 - NET PROFIT (LOSS) ON SALES/REPURCHASES - ITEM 100

6.1 Net profit (loss) on sales/repurchases: analysis

	2024			2023		
	PROFITS	LOSSES	NET PROFITS (LOSSES)	PROFITS	LOSSES	NET PROFITS (LOSSES)
Financial assets						
1. Financial assets measured at amortised cost	-	-	-	3	(3)	-
1.1 Loans and advances to banks	-	-	-	-	(3)	(3)
1.2 Loans and advances to customers	-	-	-	3	-	3
2. Financial assets measured at fair value through other comprehensive income	1	(2)	(1)	2	(13)	(11)
2.1 Debt securities	1	(2)	(1)	2	(13)	(11)
2.2 Loans	-	-	-	-	-	-
Total assets	1	(2)	(1)	5	(16)	(11)
Financial liabilities measured at amortised cost						
1. Due to banks	-	-	-	-	-	-
2. Due to customers	-	-	-	-	-	-
3. Debt on issue	-	-	-	-	-	-
Total liabilities	-	-	-	-	-	-

SECTION 7 - NET PROFIT (LOSS) ON OTHER FINANCIAL ASSETS AND LIABILITIES MEASURED AT FAIR VALUE THROUGH PROFIT OR LOSS - ITEM 110

7.2 Net change in the value of other financial assets and liabilities measured at fair value through profit or loss: analysis of the other financial assets mandatorily measured at fair value

	PROFIT	PROFIT ON DISPOSAL	LOSS	LOSS ON DISPOSAL	NET PROFITS (LOSSES)
1. Financial assets	106	10	-	-	116
1.1 Debt securities (*)	74	3	-	-	77
1.2 Equities	32	7	-	-	39
1.3 Units in mutual funds	-	-	-	-	-
1.4 Loans	-	-	-	-	-
2. Financial assets: exchange rate differences	X	X	X	X	-
Total	106	10	-	-	116

(*) The gains mainly regarded the insurance policies taken out as part of the Personal Financial Adviser loyalty schemes.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

SECTION 8 - NET IMPAIRMENT FOR CREDIT RISK - ITEM 130

8.1 Net impairment for credit risk related to financial assets measured at amortised cost: analysis

	WRITE-DOWNS				WRITE-BACKS				2024	2023
	FIRST STAGE	SECOND STAGE	THIRD STAGE	PURCHASED OR ORIGINATED IMPAIRED	FIRST STAGE	SECOND STAGE	THIRD STAGE	PURCHASED OR ORIGINATED IMPAIRED		
			WRITE-OFF	OTHER	WRITE-OFF	OTHER				
A. Loans and advances to banks	(4)	-	-	-	-	-	3	-	(1)	2
- Loans	(3)	-	-	-	-	-	3	-	-	1
- Debt securities	(1)	-	-	-	-	-	-	-	(1)	1
B. Loans and advances to customers	(3)	(14)	-	(23)	-	-	5	7	(23)	(36)
- Loans	(3)	(14)	-	(23)	-	-	5	7	(23)	(39)
- Debt securities	-	-	-	-	-	-	-	-	-	3
Total	(7)	(14)	-	(23)	-	-	8	7	(24)	(34)

SECTION 12 - ADMINISTRATIVE EXPENSES - ITEM 190

12.1 Personnel expenses: analysis

	2024	2023
1) Employees	610	554
a) Wages and salaries	419	398
b) Social security contributions	89	86
c) Termination indemnities	5	5
d) Pension costs	3	5
e) Provision for employee termination indemnities	1	1
f) Provision for retirement benefits and similar obligations:	-	-
- defined contribution	-	-
- defined benefit	-	-
g) Payments to external supplementary pension funds:	30	26
- defined contribution	24	20
- defined benefit	6	6
h) Costs arising from payment agreement based on own equity instruments	-	-
i) Other employee benefits (*)	63	33
2) Other staff	3	4
3) Directors and auditors	3	4
4) Retired staff	-	-
Total	616	562

(*) In 2024, the item included €27m in expenses for leaving incentives (€5m in 2023).

12.2 Average number of employees by category

	2024	2023
Employees:	4,097	4,009
a) Directors	137	138
b) Executive Management	2,355	2,280
c) Other employees	1,605	1,591
Other staff	39	33



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

12.4 Other employee benefits

These mainly comprised the provisions accrued for seniority bonuses, the company contributions to the Health Fund, cafeteria contributions, provisions for indemnities relating to Personal Financial Advisers and provisions for redundancy incentives.

12.5 Other administrative expenses: analysis

	2024	2023
IT costs	57	53
Maintenance costs for IT services and electronic equipment	55	51
Telephone, broadcasting and data transmission costs	2	2
Property management costs	22	24
Property rent and building charges	7	7
Security	1	1
Cleaning	4	4
Building maintenance	4	3
Power	5	8
Miscellaneous building costs	1	1
General operating expenses	33	33
Printed material, stationery, consumables and publications	2	2
Transport and other related services (including counting of valuables)	3	3
Search and information services	24	24
Postage and telegraphic expenses	4	4
Professional and insurance costs	34	33
Professional advice	17	19
Legal advice and court fees	8	6
Bank and customer insurance premiums	9	8
Promotional and advertising expenses	12	8
Services by third parties	23	20
Expenses for outsourcing within the Group	151	131
Costs related to the banking and insurance system	37	46
Indirect personnel expenses	11	10
Other expenses	12	13
Indirect taxes	429	375
Recovery of sundry expenses	(3)	(4)
Total	818	742

SECTION 13 - NET PROVISIONS FOR RISKS AND CHARGES - ITEM 200

13.1 Net provisions for credit risk associated with commitments to grant funds and financial guarantees issued: analysis

	2024		
	PROVISIONS	REALLOCATIONS	TOTAL
Commitments to grant finance	(2)	3	1
Financial guarantees issued	-	-	-

13.3 Net provisions to other provisions for risks and charges: analysis

	2024		
	PROVISIONS	REALLOCATIONS	TOTAL
Lawsuits and tax disputes	(5)	5	-
Termination of Personal Financial Adviser agency agreements	(42)	-	(42)
Costs relating to the Personal Financial Adviser Networks' Loyalty Schemes	(77)	-	(77)
Total	(124)	5	(119)

SECTION 14 - DEPRECIATION OF PROPERTY AND EQUIPMENT - ITEM 210

14.1 Depreciation of property and equipment: analysis

	DEPRECIATION	NET ADJUSTMENTS FOR IMPAIRMENT LOSSES	WRITE- BACKS	NET PROFIT (LOSS)
A. Property and equipment				
1. Functional property and equipment	(69)	-	-	(69)
- Owned	(8)	-	-	(8)
- Rights of use acquired under lease	(61)	-	-	(61)
2. Investment property and equipment	-	-	-	-
- Owned	-	-	-	-
- Rights of use acquired under lease	-	-	-	-
3. Inventories	X	-	-	-
Total	(69)	-	-	(69)



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

SECTION 15 - AMORTISATION OF INTANGIBLE ASSETS - ITEM 220

15.1 Amortisation of intangible assets: analysis

	AMORTISATION	NET ADJUSTMENTS FOR IMPAIRMENT LOSSES	WRITE- BACKS	NET PROFIT (LOSS)
A. Intangible assets				
of which: software	(44)	-	-	(44)
A.1 Owned	(66)	-	-	(66)
- Generated internally	(32)	-	-	(32)
- Other	(34)	-	-	(34)
A.2 Rights of use acquired under lease	-	-	-	-
Total	(66)	-	-	(66)

SECTION 16 - OTHER INCOME (EXPENSE) - ITEM 230

16.1 Other expense: analysis

Depreciation of leasehold improvements	5
Charges related to Personal Financial Advisers	3
Consolidation charges	2
Other expenses	17
Total 2024	27
Total 2023	32

16.2 Other income: analysis

Recovery of indirect taxes	425
Non-recurring income	20
Income on leases	2
Other income	16
Total 2024	463
Total 2023	384

SECTION 17 - PROFIT (LOSS) ON EQUITY INVESTMENTS - ITEM 250

17.1 Profit (loss) on equity investments: analysis

	2024	2023
1) Jointly-controlled entities		
A. Income	-	-
1. Revaluations	-	-
2. Profit on sales	-	-
3. Write-backs	-	-
4. Other income	-	-
B. Expenses	-	-
1. Write-downs	-	-
2. Impairment	-	-
3. Losses from sales	-	-
4. Other	-	-
Net profit (loss)	-	-
2) Entities subject to significant influence		
A. Income	23	22
1. Revaluations	23	22
2. Profit on sales	-	-
3. Write-backs	-	-
4. Other income	-	-
B. Expenses	(8)	(36)
1. Write-downs	(8)	(11)
2. Impairment	-	(25)
3. Losses from sales	-	-
4. Other	-	-
Net profit (loss)	15	(14)
Total	15	(14)

The items “Revaluations” and “Write-downs” consist of the income and expenses, respectively, that derive from the equity investments carried at equity.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

SECTION 20 - GAIN (LOSS) ON DISPOSAL OF INVESTMENTS - ITEM 280

20.1 Gain (Loss) on disposal of investments: analysis

	2024	2023
A. Properties	-	8
- Gains on disposal	-	8
- Losses on disposal	-	-
B. Other assets	-	3
- Gains on disposal	-	3
- Losses on disposal	-	-
Net profits (losses)	-	11

SECTION 21 - INCOME TAXES FOR THE YEAR ON CONTINUING OPERATIONS - ITEM 300

21.1 Income taxes for the year on continuing operations: analysis

	2024	2023
1. Current taxes (-)	(697)	(644)
2. Changes to current taxes for prior years (+/-)	4	-
3. Reduction in current taxes (+)	-	-
3.bis Reduction in current taxes due to tax credit pursuant to Italian Law No. 214/2011 (+)	-	-
4. Change in deferred tax assets (+/-)	(19)	(10)
5. Change in deferred tax liabilities (+/-)	3	(10)
6. Taxes for the year (-)	(709)	(664)

21.2 Reconciliation of theoretical tax burden and actual financial statement tax burden

	2024
Taxable income	2,213
Standard tax rate applicable	33%
Theoretical tax burden	730
Tax impact with respect to:	
Different tax rates applying to foreign subsidiaries	(32)
IRAP regional business tax and minor effects	11
Actual tax burden	709

SECTION 23 - NET PROFIT (LOSS) FOR THE YEAR ATTRIBUTABLE TO NON-CONTROLLING INTERESTS - ITEM 340

23.1 Detail of item 340 “Profit (loss) for the year of non-controlling interests”

	2024	2023
1. Reyl & Cie S.A.	8	(2)
2. Alpian S.A.	6	-
3. Asteria Investment Managers S.A.	-	1
4. Intesa Sanpaolo Private Argentina S.A.	-	1
5. REYL Singapore Holding PTE Ltd	-	(1)
Other equity investments	(1)	(1)
Total	13	(2)

SECTION 25 - EARNINGS PER SHARE

Earnings per share

	2024		2023	
	ORDINARY SHARES	SAVINGS SHARES	ORDINARY SHARES	SAVINGS SHARES
Weighted average shares (number)	1,500,000,000	-	1,500,000,000	-
Income attributable to different share classes (€m)	1,517	-	1,403	-
Basic earnings per share (€)	1.011	-	0.936	-
Diluted earnings per share (€)	1.011	-	0.936	-



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

PART D - TOTAL COMPREHENSIVE INCOME

COMPONENTS OF TOTAL COMPREHENSIVE INCOME

	2024	2023
10. Net Profit (Loss) for the year	1,504	1,405
Other comprehensive income not transferred to the income statement:	(12)	(2)
20. Equity instruments measured at fair value through other comprehensive income:	3	4
a) changes in fair value	3	4
b) transfers to other components of shareholders' equity	-	-
30. Financial liabilities measured at fair value through profit or loss (changes in own credit rating):	-	-
a) changes in fair value	-	-
b) transfers to other components of shareholders' equity	-	-
40. Hedging of equity instruments measured at fair value through other comprehensive income:	-	-
a) changes in fair value (hedged instrument)	-	-
b) changes in fair value (hedging instrument)	-	-
50. Property and equipment	-	1
60. Intangible assets	-	-
70. Defined-benefit plans	(17)	(6)
80. Non-current assets held for sale and discontinued operations	-	-
90. Valuation reserves related to investments carried at equity	-	-
100. Revenues or costs of a financial nature relating to insurance contracts issued	-	-
110. Income tax on comprehensive income not transferred to the income statement	2	(1)
Other comprehensive income that may be transferred to the income statement	69	97
120. Hedging of net investments in foreign operations:	14	(16)
a) changes in fair value	-	-
b) transfers to income statement	-	-
c) other changes	14	(16)
130. Exchange rate differences:	(10)	35
a) changes in value	-	-
b) transfers to income statement	-	-
c) other changes	(10)	35
140. Cash flow hedges:	82	57
a) changes in fair value	82	57
b) transfers to income statement	-	-
c) other changes	-	-
of which: result of net positions	-	-
150. Hedging instruments (undesignated elements):	-	-
a) changes in value	-	-
b) transfers to income statement	-	-
c) other changes	-	-
160. Financial assets (other than equity instruments) measured at fair value through other comprehensive income:	9	33
a) changes in fair value	6	38
b) transfers to income statement	1	(1)
1. adjustments for credit risk	-	-
2. income/losses on disposal	1	(1)
c) other changes	2	(4)
170. Non-current assets held for sale and discontinued operations:	-	-
a) changes in fair value	-	-
b) transfers to income statement	-	-
c) other changes	-	-
180. Valuation reserves related to investments carried at equity:	6	(2)
a) changes in fair value	3	-
b) transfers to income statement	2	-
1. adjustments for impairment losses	-	-
2. income/losses on disposal	2	-
c) other changes	1	(2)
190. Revenues or costs of a financial nature relating to insurance contracts issued	-	-
a) changes in fair value	-	-
b) transfer to the income statement	-	-
c) other changes	-	-
200. Revenues or costs of a financial nature relating to reinsurance disposals	-	-
a) changes in fair value	-	-
b) transfer to the income statement	-	-
c) other changes	-	-
210. Income tax on comprehensive income transferred to the income statement	(32)	(10)
220. Total other comprehensive income	57	95
230. Total comprehensive income (Item 10+220)	1,561	1,500
240. Total comprehensive income attributable to non-controlling interests	(13)	2
250. Total comprehensive income attributable to parent company	1,574	1,498



[ABOUT THIS REPORT](#)

[OUR IDENTITY](#)

[GROUP STRUCTURE](#)

[HIGHLIGHTS](#)

[KEY PERFORMANCE INDICATORS](#)

[INTRODUCTORY NOTE](#)

[CHAIRMAN'S STATEMENT](#)

[CHIEF EXECUTIVE OFFICER'S STATEMENT](#)

[1. BUSINESS MODEL](#)

[2. EXTERNAL CONTEXT AND STRATEGIES](#)

[3. PERFORMANCE](#)

[4. GOVERNANCE](#)

[5. CONSOLIDATED FINANCIAL STATEMENTS](#)

[6. INDEPENDENT AUDITORS' REPORT](#)

[7. SCHEDULES](#)

[8. GLOSSARY](#)

[9. CONTACT US](#)

PART E - INFORMATION ON RISK AND RELATED HEDGING POLICIES

INTRODUCTION

The Fideuram Group considers the effective management and organisation of risk control essential for ensuring the dependable and sustainable creation of value in a context of controlled risk, in which adequate capital, stable profits, substantial liquidity and a strong reputation form the foundation for maintaining present and future profitability.

Our risk management strategy is based on a complete and coherent vision of risk, considering both the macroeconomic scenario and the specific risk profile of the Group, stimulating the growth of risk culture and strengthening our transparent presentation of portfolio risk.

The underlying principles of risk management and control organisation are as follows:

- clearly identify the responsibilities pertaining to the assumption of risks;
- implement measurement and control systems aligned with international best practice;
- maintain organisational separation of the departments responsible for management and the departments responsible for control.

The Fideuram Group has formulated various Regulations implementing the Guidelines issued by Intesa Sanpaolo. These documents specify the roles and responsibilities of the Company Bodies, departments and units, together with the methods and procedures required to ensure prudent corporate risk management.

The Company Bodies play a core role in the Group’s risk management and control, each of which has specified competencies for ensuring appropriate risk management, identifying strategic and management policies, continuously verifying their effectiveness and specifying the duties and responsibilities of the departments and units involved in the processes.

The following are involved in this work:

- the Company Bodies (Board of Directors and Board of Statutory Auditors);
- CEO and Joint General Managers;
- the Internal Audit Department;
- the Chief Risk Officer;
- the Chief Financial Officer;
- the Banking Services, Finance and Treasury departments, each in their respective areas of responsibility;
- Corporate Affairs.

Fideuram - Intesa Sanpaolo Private Banking has also established special committees, which have consultative roles and duties that include monitoring the risk management process and disseminating risk culture.

The Chief Risk Officer is responsible for the following in the risk management process:

- drawing up risk management guidelines and policies in line with the Group’s strategies and objectives as well as Intesa Sanpaolo’s guidelines, and coordinating their implementation;
- ensuring effective measurement and control of exposure to the various different types of risk.

The Chief Risk Officer is independent from the company units with operational management duties in risk areas, and reports hierarchically to the CEO and General Manager and functionally to Intesa Sanpaolo’s Chief Risk Officer.

The dissemination of risk culture is supported through the publication and constant updating of internal regulations and through special training and refresher training courses for the personnel involved, using training catalogue courses and dedicated class-based training courses.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

**5. CONSOLIDATED
FINANCIAL
STATEMENTS**

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

SECTION 1 - RISKS OF THE CONSOLIDATED BOOK

QUANTITATIVE INFORMATION

A. CREDIT QUALITY

A.1 Non-performing and performing credit exposures: amounts, adjustments, changes, and financial distribution

A.1.1 Analysis of financial assets by asset class and credit quality (book value)

ASSET CLASS/QUALITY	DOUBTFUL LOANS	UNLIKELY TO PAY	NON- PERFORMING PAST DUE EXPOSURES	PERFORMING PAST DUE EXPOSURES	PERFORMING EXPOSURES	TOTAL
1. Financial assets measured at amortised cost	42	55	7	56	46,804	46,964
2. Financial assets measured at fair value through other comprehensive income	-	-	-	-	3,326	3,326
3. Financial assets measured at fair value	-	-	-	-	-	-
4. Other financial assets mandatorily measured at fair value	-	-	-	-	765	765
5. Financial assets held for sale	-	-	-	-	-	-
Total 31.12.2024	42	55	7	56	50,895	51,055
Total 31.12.2023	26	28	12	74	47,129	47,269

A.1.2 Analysis of financial assets by asset class and credit quality (gross and net amounts)

ASSET CLASS/QUALITY	NON-PERFORMING				PERFORMING			TOTAL (NET EXPOSURE)
	GROSS EXPOSURE	TOTAL NET ADJUSTMENTS	NET EXPOSURE	TOTAL PARTIAL WRITE-OFFS	GROSS EXPOSURE	TOTAL NET ADJUSTMENTS	NET EXPOSURE	
1. Financial assets measured at amortised cost	151	(47)	104	-	46,900	(40)	46,860	46,964
2. Financial assets measured at fair value through other comprehensive income	-	-	-	-	3,327	(1)	3,326	3,326
3. Financial assets measured at fair value	-	-	-	-	X	X	-	-
4. Other financial assets mandatorily measured at fair value	-	-	-	-	X	X	765	765
5. Financial assets held for sale	-	-	-	-	-	-	-	-
Total 31.12.2024	151	(47)	104	-	50,227	(41)	50,951	51,055
Total 31.12.2023	128	(62)	66	-	46,678	(36)	47,203	47,269

ASSET CLASS/QUALITY	ASSETS WITH CLEARLY LOW CREDIT QUALITY		OTHER ASSETS
	ACCRUED LOSSES	NET EXPOSURE	NET EXPOSURE
1. Financial assets held for trading	-	-	31
2. Hedging derivatives	-	-	303
Total 31.12.2024	-	-	334
Total 31.12.2023	-	-	304



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

B. DISCLOSURES ON STRUCTURED ENTITIES (OTHER THAN SECURITISATION VEHICLES)

B.2 Unconsolidated structured entities

B.2.2 Other structured entities

QUANTITATIVE INFORMATION

BALANCE SHEET ITEMS / TYPE OF STRUCTURED ENTITY	ACCOUNTING PORTFOLIOS UNDER ASSETS	TOTAL ASSETS (A)	ACCOUNTING PORTFOLIOS UNDER LIABILITES	TOTAL LIABILITIES (B)	NET BOOK VALUE (C = A-B)	MAXIMUM EXPOSURE TO RISK OF LOSS (D)	DIFFERENCE BETWEEN EXPOSURE TO RISK OF LOSS AND BOOK VALUE (E = D - C)
	Other financial assets mandatorily measured at fair value						
UCITS		14		-	14	14	-

SECTION 2 - RISKS OF THE PRUDENTIAL CONSOLIDATION

1.1 CREDIT RISK

QUALITATIVE INFORMATION

1. GENERAL INFORMATION

The Fideuram Group’s lending activities support its core business of providing investment services to private customers. Loans and advances to customers principally consist of repayable-upon-demand current account overdrafts to counterparties who also receive investment services. Loans are mainly granted by agreeing a current account overdraft facility and are linked directly to the bank’s private banking business. Lines of credit granted are normally secured by collateral in the form of pledges on products distributed by the Group (mutual funds and discretionary accounts), or equities or bonds listed on major regulated markets, or to a marginal extent by irrevocable mandates to sell financial instruments selected from those distributed within the Group. Loans and advances to banks consist of short-term interbank loans, principally to Intesa Sanpaolo and leading banks in the eurozone.

Impacts of the Russia-Ukraine conflict

The Group’s Italian companies do not have significant exposures to Russian, Belarusian or Ukrainian clients or banks. The Swiss subsidiary Reyl & Cie has exposures to Russian clients for insignificant amounts that are amply guaranteed by the client assets deposited with the company. Total credit exposures to Russian and Belarusian counterparties amount to approximately €1m, with a negligible impact on the portfolio at Group level.

2. CREDIT RISK MANAGEMENT POLICIES

2.1 Organisational aspects

The credit risk management policy, which is integrated and consistent with the guidelines issued by Intesa Sanpaolo, is subject to approval by the Corporate Bodies of Fideuram, which have the prerogative of making strategic risk management decisions for the Fideuram Group. The Group’s credit risk policies are formulated by the Board of Directors and governed by internal lending regulations. These regulations ensure appropriate loan portfolio risk management, governing the authority to grant loans and specifying the company bodies so authorised, together with their related limits. The internal regulations also specify the organisational units responsible for managing credit risk, problem loans and non-performing loans. Credit risk management is carried out by a central unit that is separate from those in charge of granting and managing loans.

In line with the Intesa Sanpaolo Group framework, authorities and powers of resolution are determined based on the approach linked to the calculation of weighted assets (RWA). The components that contribute to determination of the Risk Weighted Assets (RWA) constitute the key elements for determining the authority to grant and manage loans, credit limit, pricing of the loan, calculation of the impairment on performing and non-performing exposures, and calculation of the economic and regulatory capital. The authority levels limit the decision-making authority at the time the loan is granted, by specifying the delegated professionals and the decision-making procedures for the loans made to individual counterparties. If the granted loan exceeds specific limits, a compliance opinion must be requested from the delegated bodies of Intesa Sanpaolo.

2.2 Management, measurement and control systems

The Group’s credit strategies are directed towards the efficient selection of individual borrowers. Irrespective of any collateral, the granting of any loan is subject to an appropriate analysis of the applicant’s creditworthiness and their current and prospective ability to generate adequate cash flows to repay the debt. The quality of the credit portfolio is ensured through the adoption of specific operating procedures, provided for in all phases of relationship management. Dedicated application procedures monitor any signs of non-performing loan positions. This monitoring is carried out during every stage in the loan management process (enquiry, granting and monitoring) and consists of a critical analysis of the relevant indicators and the periodic review of positions. Moreover, through specific monitoring systems, the Group is able to promptly detect any signs of deterioration in the guarantees supporting the credit line granted. Further controls are carried out by our central departments on both the nature and quality of the overall exposures. Specific checks are also carried out to limit the concentration of exposure. Risk monitoring and measurement tools and techniques developed within the Group are also used to this end.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

2.3 Methods for measuring expected losses

The expected loss is the product of the exposure, the probability of default and the Loss Given Default. In the Group, the probability of default is measured with rating models that differ according to the operating segment of the counterparty (Corporate, SME Retail, Retail, Sovereign States, Public Sector Entities and Banks). These models, developed by Intesa Sanpaolo, make it possible to summarise the counterparty's credit quality in a single measure, called the rating, which reflects the probability of default with a one-year horizon, calibrated to the average level of the business cycle. Moreover, the calculated rating are reconciled with the classifications of official rating agencies on the basis of a uniform reference scale.

The LGD models are based on the notion of “Economic LGD”, i.e. the discounted value of cash flows received during the various phases of the recovery process net of any directly applicable administrative costs and the indirect management costs borne by the Group. The calculation of the LGD relies on models that are differentiated according to operating segment (Corporate, SME Retail, Retail, Factoring, Leasing, Public Entities and Banks). For banks, the model used to determine the Loss Given Default (LGD) diverges partly from the models developed for the other segments insofar as the model used to make estimates is based on the prices of the debt instruments observed 30 days after the official default date and related to a sample of banks that have defaulted worldwide, acquired from an external source.

Calculation of the exposure at default (EAD) uses specialised models that differ according to the operating segment (Corporate, SME Retail, Retail, Factoring, Leasing, Public Entities and Banks) and also considers the percentage of available but unused margin of a certain credit line that will be transformed into an exposure over a given time horizon (so called Credit Conversion Factor - CCF).

The expected loss (EL) estimation process is implemented consistently with supervisory regulations and is based on the same risk parameters used for the AIRB models described above. When determining the impairment of credit exposures, these parameters are adapted to assure full compliance with the requirements imposed by IFRS9, which requires adoption of a point-in-time approach to incorporate in the calculation process all information available at the time of the measurement, including prospective information, such as macroeconomic scenarios and estimates, while the approach adopted in development of the internal models used to determine regulatory capital instead requires that the ratings be calibrated on the expected average level of the business cycle over the long-term (“Through the Cycle”), and thereby only partially reflecting current conditions.

The impairment of performing loans and past due loans is determined based on an expected loss impairment model to obtain more timely recognition of credit losses in profit or loss. IFRS9 requires entities to recognise expected credit losses in the 12 months (Stage 1) after initial recognition of a financial instrument, resulting from the product of PD, EAD and LGD. However, the time horizon for calculating expected loss becomes the entire

residual life of the asset when there has been any significant deterioration in the credit quality of the financial instrument since initial recognition (Stage 2) or if the financial instrument is impaired (Stage 3).

The illustrated measurement method is also extended to endorsement credit and commitments. In regard to the latter, the unused margins on irrevocable credit lines are not included in the calculation base.

Measurement of expected losses

In 2024, net impairment of loans to customers amounted to approximately €23m.

2.4 Credit risk mitigation techniques

In order to mitigate the credit risk of loans and advances to customers, collateral, and in particular pledges on securities, UCITS and managed assets, are usually obtained, as protection. The types of collateral obtained are principally products distributed by the Fideuram Group (mutual funds and asset management) or financial instruments listed on major regulated markets. The acquisition of bonds as collateral requires an appropriate rating.

The value of the financial instruments obtained as collateral is discounted differentially in relation to the type of product and technical form concerned, as a precautionary measure when calculating the credit limit to be granted, with a view to protecting the Group against any fluctuations in market value. The concentration of collateral in issuers is very low, except for mutual funds and other products distributed by the Fideuram Group. There were no encumbrances at the time this report was prepared capable of undermining the legal validity of any collateral, which is moreover subject to periodic verification.

The Group uses bilateral netting agreements, which offset creditor and debtor positions in the event of the default of one counterparty, to mitigate the counterparty risk in Security Financing Transactions (SFT), specifically Securities lending transactions and repurchase agreements. Aside from what has already been indicated (bilateral netting), when OTC (unregulated) derivatives are subject to a Clearing House, counterparty risk is mitigated through an additional level of collateralization represented by centralised margining. ISDA and ISMA/GMRA agreements are used to this end, which also allow to reduce the regulatory capital allocation while operating in accordance with the supervisory regulations.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

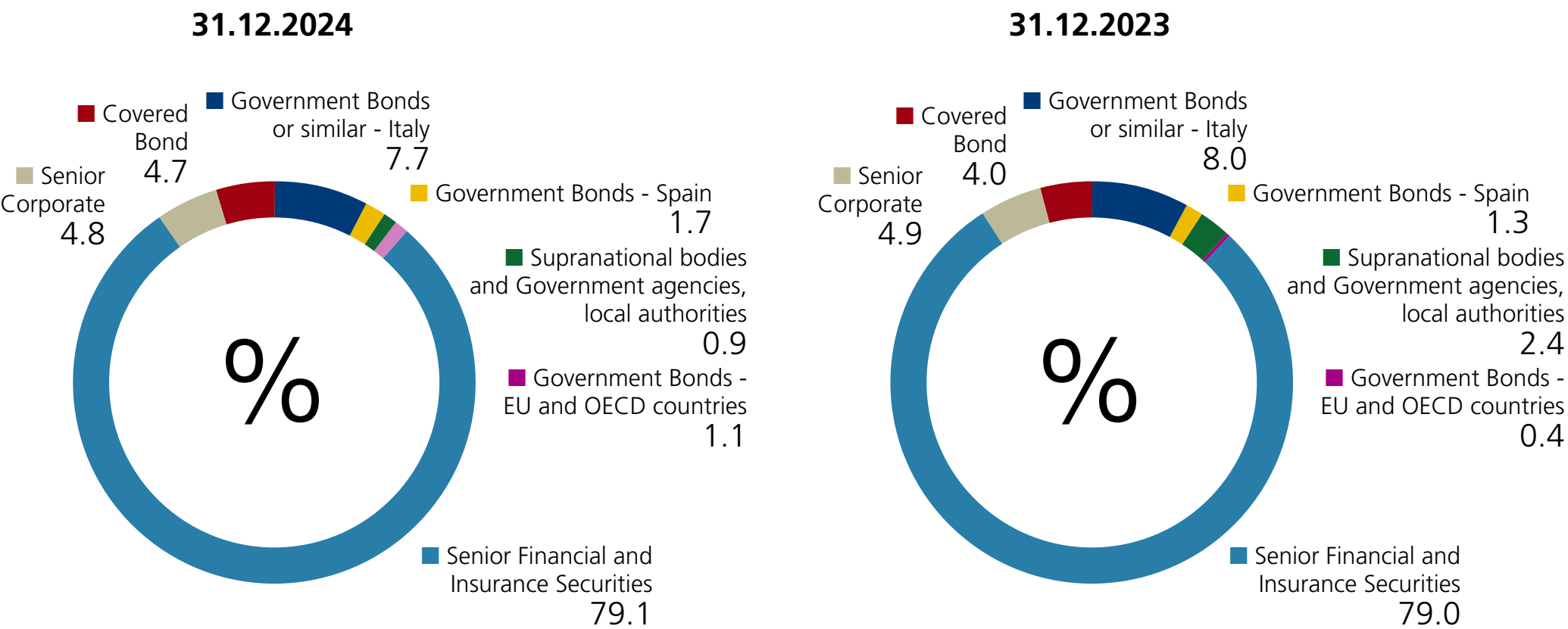
7. SCHEDULES

8. GLOSSARY

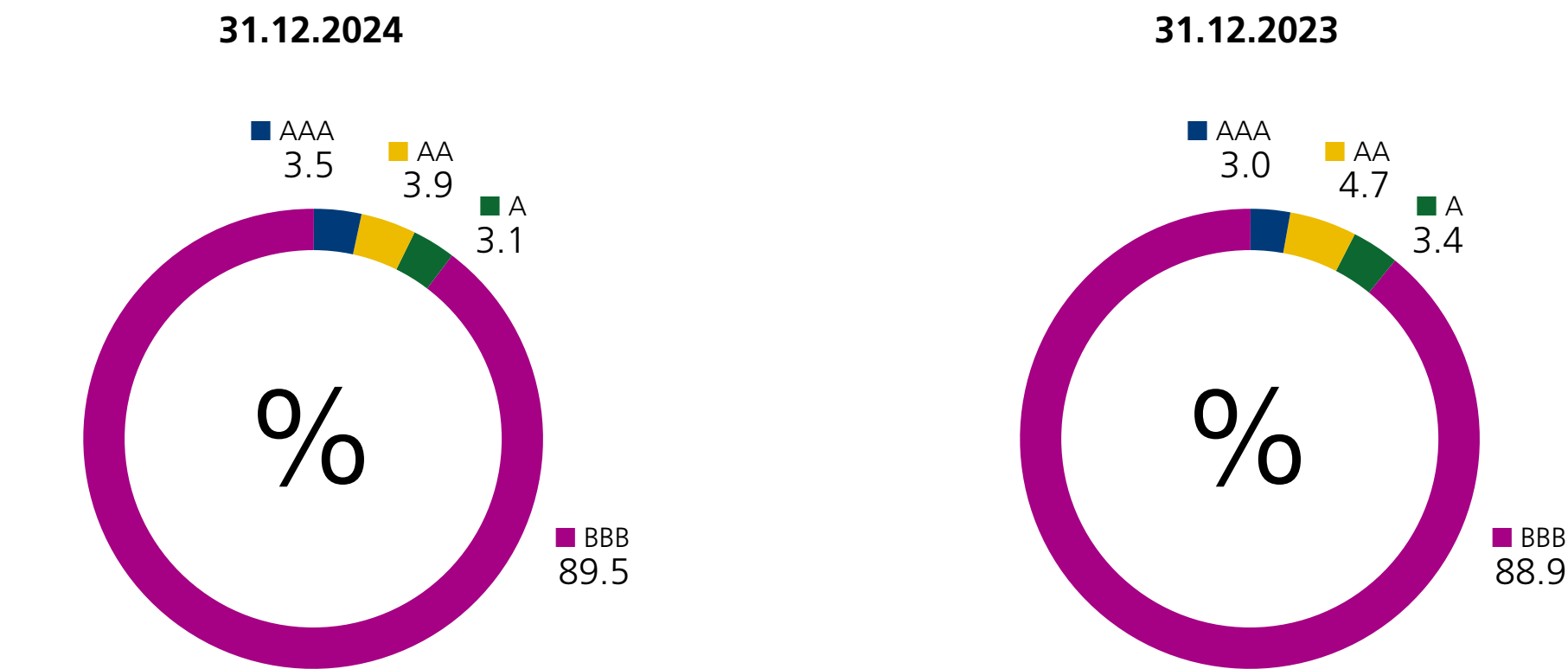
9. CONTACT US

At 31 December 2024, the Group portfolio was broken down as follows by product type and rating.

Analysis by product type



Analysis by rating class



3. NON-PERFORMING EXPOSURES

3.1 Management strategies and policies

The potential impairment of assets undergoes detailed ongoing monitoring, examining overdue/past due positions and carefully analysing all the other indicators available. Loans assessed as high risk, confirmed over time, are identified and allocated to different categories according to their risk profile.

Exposures to insolvent parties (even if insolvency has not been declared by court order) or parties in substantially equivalent situations are classified as doubtful loans, regardless of any loss estimates prepared by the intermediary.

Exposures where the borrower is assessed as being unlikely to meet their payment obligations in full (principal and/or interest) are classified as unlikely to pay loans.

Lastly, loans that are past due and/or overdue which have exceeded the objective overdue payment conditions specified by the Bank of Italy are also considered problem loans. The Group’s internal lending regulations govern the procedures for transferring performing positions to non-performing assets, and specify the different types of problem loans, their management and the company bodies empowered to authorise the transfer of positions between different classes of loans.

Doubtful loans, net of adjustments, accounted for a very small percentage of total loans (0.27% of loans to customers). Loss forecasts are formulated analytically for each individual loan based on all the relevant valuation factors (debtor assets, employment income and estimated recovery date etc.). The valuations are examined at regular intervals and revised if any significant new elements emerge.

3.2 Write-off

Then, we recall that in the case of non-performing loans, the Fideuram Group uses full or partial cancellation/removal of bad debts (write-off), and consequently recognises a loss on the remaining part that has not yet been adjusted in the following cases:

- a) irrecoverability of the loan, resulting from certain and precise elements (e.g. the debtor has disappeared and has no assets, failure to recover anything from forfeiture of assets and property, failed foreclosures, collective creditor actions that end without complete recovery, if there are no additional guarantees that can be effectively enforced, etc.);
- b) waiver of claim, consequent to unilateral forgiveness of the remaining debt when settlement agreements are made;
- c) assignments of loans.

Any recoveries from collection after the write-off are recognised under reversals of impairment on profit or loss.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

3.3 Purchased or originated credit-impaired financial assets

In accordance with IFRS9 the loans that are considered impaired from the very moment of their initial recognition in the balance sheet, due to the high credit risk associated with them, are defined as Purchased or Originated Credit-Impaired Asset (POCI). If they fall within the scope of application of impairment under IFRS9, these loans are measured by creating, from their initial recognition date, provisions to cover the losses that cover the entire remaining lifetime of the loan (Expected Credit Loss lifetime). Since these are impaired loans, they initially have to be recognised as Stage 3, notwithstanding the possibility of being moved during their lifetime to Stage 2 if, according to the credit risk analysis, they are no longer impaired.

4. FINANCIAL ASSETS SUBJECT TO COMMERCIAL RENEGOTIATION AND FORBORNE EXPOSURES

Forbearance measures represent the forbearance offered to a debtor who is facing, or is about to face difficulties in satisfying his own payment obligations (troubled debt). The term “forbearance” means both the contractual amendments that are accorded to the debtor in financial difficulty (modification) and the disbursement of a new loan so that the pre-existing obligation can be satisfied (refinancing). Forbearance also refers to the contractual modifications which the debtor may freely request under a contract that has already been signed, but only if the creditor believes that debtor is in financial difficulty (embedded forbearance clauses). Therefore, the notion of “forborne” has to exclude renegotiation of contracts for commercial reasons/practice that are made irrespective of the debtor’s financial difficulties.

The exposures subject to forbearance measures (“forborne assets” or “forborne exposures”) are necessarily identified on the basis of a “by transaction” approach, in accordance with the provisions of EBA regulations. In this context, “exposure” refers to the renegotiated contract and not to all of the exposures to the same debtor. Unlike the forbearance measures, which concern the outstanding loans to counterparties in financial difficulty, renegotiations for commercial reasons involve debtors who are not in financial difficulty and include all the transactions aimed at adjusting the cost of the debt to market conditions.

These commercial renegotiations of loans involve a change in the original conditions of the contract, usually requested by the borrower and generally relating to aspects concerning the cost of the debt (or its duration), with a consequent economic benefit for the borrower. In general, whenever the Group carries out a renegotiation to avoid losing its customer, that renegotiation should be considered as substantial because, if it were not carried out, the customer would borrow from another intermediary and the Group would incur a decrease in expected future revenues.

Under specific conditions, these transactions are similar in accounting terms to the premature repayment of the original debt and the opening of a new loan.

With regard to the impact of economic support measures on the SICR assessment processes and the measurement of expected losses, reference is made to what is published in Part A - Accounting policies.

Loans and advances to customers: credit quality (€m)

	31.12.2024		31.12.2023		CHANGE
	NET EXPOSURE	%	NET EXPOSURE	%	NET EXPOSURE
Doubtful loans	42	-	26	-	16
Unlikely to pay	55	-	28	-	27
Past due loans or overdue loans	7	-	12	-	(5)
Non-performing assets	104	-	66	-	38
Purchased or originated credit-impaired financial assets	-	-	1	-	(1)
Performing loans	13,918	89	14,304	89	(386)
Debt instruments	1,797	11	1,718	11	79
Loans and advances to customers	15,819	100	16,089	100	(270)



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

QUANTITATIVE INFORMATION

A. CREDIT QUALITY

A.1 NON-PERFORMING AND PERFORMING CREDIT EXPOSURES: AMOUNTS, ADJUSTMENTS, CHANGES AND FINANCIAL DISTRIBUTION

A.1.1 Prudential consolidation - Analysis of financial assets by past-due bands (book value)

PORTFOLIOS/RISK STAGES	FIRST STAGE			SECOND STAGE			THIRD STAGE			IMPAIRED PURCHASED OR ORIGINATED		
	BETWEEN 1 AND 30 DAYS	BETWEEN MORE THAN 30 DAYS AND 90 DAYS	OVER 90 DAYS	BETWEEN 1 AND 30 DAYS	BETWEEN MORE THAN 30 DAYS AND 90 DAYS	OVER 90 DAYS	BETWEEN 1 AND 30 DAYS	BETWEEN MORE THAN 30 DAYS AND 90 DAYS	OVER 90 DAYS	BETWEEN 1 AND 30 DAYS	BETWEEN MORE THAN 30 DAYS AND 90 DAYS	OVER 90 DAYS
1. Financial assets measured at amortised cost	29	2	1	7	16	1	-	-	104	-	-	-
2. Financial assets measured at fair value through other comprehensive income	-	-	-	-	-	-	-	-	-	-	-	-
3. Financial assets held for sale	-	-	-	-	-	-	-	-	-	-	-	-
Total 31.12.2024	29	2	1	7	16	1	-	-	104	-	-	-
Total 31.12.2023	41	13	5	5	9	1	-	39	26	-	-	1



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

A.1.2 Prudential consolidation - Financial assets, commitments to grant funds and financial guarantees issued: changes in comprehensive adjustments and comprehensive provisions

REASONS/RISK STAGES	TOTAL NET ADJUSTMENTS																					TOTAL PROVISIONS ON COMMITMENTS TO GRANT FUNDS AND FINANCIAL GUARANTEES ISSUED			TOTAL			
	ASSETS FALLING IN FIRST STAGE						ASSETS FALLING IN SECOND STAGE						ASSETS FALLING IN THIRD STAGE						PURCHASED OR ORIGINATED NON-PERFORMING FINANCIAL ASSETS									
	LOANS WITH CENTRAL BANKS ON DEMAND	FINANCIAL ASSETS MEASURED AT AMORTISED COST	FINANCIAL ASSETS MEASURED AT FAIR VALUE THROUGH OTHER COMPREHENSIVE INCOME	FINANCIAL ASSETS HELD FOR SALE	OF WHICH: INDIVIDUAL WRITE-DOWNS	OF WHICH: COLLECTIVE WRITE-DOWNS	LOANS WITH CENTRAL BANKS ON DEMAND	FINANCIAL ASSETS MEASURED AT AMORTISED COST	FINANCIAL ASSETS MEASURED AT FAIR VALUE THROUGH OTHER COMPREHENSIVE INCOME	FINANCIAL ASSETS HELD FOR SALE	OF WHICH: INDIVIDUAL WRITE-DOWNS	OF WHICH: COLLECTIVE WRITE-DOWNS	LOANS WITH CENTRAL BANKS ON DEMAND	FINANCIAL ASSETS MEASURED AT AMORTISED COST	FINANCIAL ASSETS MEASURED AT FAIR VALUE THROUGH OTHER COMPREHENSIVE INCOME	FINANCIAL ASSETS HELD FOR SALE	OF WHICH: INDIVIDUAL WRITE-DOWNS	OF WHICH: COLLECTIVE WRITE-DOWNS	FINANCIAL ASSETS MEASURED AT AMORTISED COST	FINANCIAL ASSETS MEASURED AT FAIR VALUE THROUGH OTHER COMPREHENSIVE INCOME	FINANCIAL ASSETS HELD FOR SALE	OF WHICH: INDIVIDUAL WRITE-DOWNS	OF WHICH: COLLECTIVE WRITE-DOWNS	FIRST STAGE		SECOND STAGE	THIRD STAGE COMMITMENTS TO GRANT FUNDS AND FINANCIAL GUARANTEES ISSUED IMPAIRED ACQUIRED OR ORIGINATED	
Total adjustments at beginning of period	-	10	1	-	11	-	-	25	-	-	25	-	-	58	-	-	58	-	4	-	-	4	-	1	3	-	-	102
Increases in purchased or originated financial assets	-	5	-	-	5	-	-	-	-	-	-	-	-	-	-	-	-	-	X	X	X	X	X	-	-	-	-	5
Cancellations other than write-offs	-	(1)	-	-	(1)	-	-	(2)	-	-	(2)	-	-	(1)	-	-	(1)	-	-	-	-	-	-	-	-	-	-	(4)
Net impairment for credit risk	-	(5)	-	-	(5)	-	-	-	-	-	-	-	-	19	-	-	19	-	-	-	-	-	-	-	-	-	-	14
Contractual changes without cancellation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Changes in estimation methodology	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Write-off	-	-	-	-	-	-	-	-	-	-	-	-	-	(33)	-	-	(33)	-	-	-	-	-	-	-	-	-	-	(33)
Other changes	-	1	-	-	1	-	-	7	-	-	7	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	8
Total adjustments at end of period	-	10	1	-	11	-	-	30	-	-	30	-	-	43	-	-	43	-	4	-	-	4	-	1	3	-	-	92
Recoveries from collection on financial assets subject to write-off	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Write-offs recognised directly in income statement	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

A.1.3 Prudential consolidation - Financial assets, commitments to grant funds and financial guarantees issued: transfers between different credit risk stages (gross and face values)

PORTFOLIOS/RISK STAGES	GROSS VALUES/FACE VALUE					
	TRANSFERS BETWEEN FIRST STAGE AND SECOND STAGE		TRANSFERS BETWEEN SECOND STAGE AND THIRD STAGE		TRANSFERS BETWEEN FIRST STAGE AND THIRD STAGE	
	TRANSFERS FROM FIRST STAGE TO SECOND STAGE	TRANSFERS FROM SECOND STAGE TO FIRST STAGE	TRANSFERS FROM SECOND STAGE TO THIRD STAGE	TRANSFERS FROM THIRD STAGE TO SECOND STAGE	TRANSFERS FROM FIRST STAGE TO THIRD STAGE	TRANSFERS FROM THIRD STAGE TO FIRST STAGE
1. Financial assets measured at amortised cost	703	462	49	4	41	1
2. Financial assets measured at fair value through other comprehensive income	-	-	-	-	-	-
3. Financial assets held for sale	-	-	-	-	-	-
4. Commitments to grant funds and financial guarantees issued	290	248	1	1	5	-
Total 31.12.2024	993	710	50	5	46	1
Total 31.12.2023	1,550	750	5	9	17	5

A.1.4 Prudential consolidation - On and off-balance-sheet exposures of loans and advances to banks: gross and net values

TYPE OF EXPOSURE/VALUE	GROSS EXPOSURE					TOTAL NET ADJUSTMENTS AND TOTAL PROVISIONS					NET EXPOSURE	TOTAL PARTIAL WRITE-OFFS
	FIRST STAGE	SECOND STAGE	THIRD STAGE	IMPAIRED PURCHASED OR ORIGINATED		FIRST STAGE	SECOND STAGE	THIRD STAGE	IMPAIRED PURCHASED OR ORIGINATED			
A. Cash exposure												
A.1 Demand deposits	6,445	6,443	2	-	-	-	-	-	-	-	6,445	-
a) Non-performing	-	X	-	-	-	-	X	-	-	-	-	-
b) Performing	6,445	6,443	2	X	-	-	-	-	X	-	6,445	-
A.2 Other	32,357	32,356	-	-	-	(5)	(5)	-	-	-	32,352	-
a) Doubtful loans	-	X	-	-	-	-	X	-	-	-	-	-
- of which: forborne exposures	-	X	-	-	-	-	X	-	-	-	-	-
b) Unlikely to pay	-	X	-	-	-	-	X	-	-	-	-	-
- of which: forborne exposures	-	X	-	-	-	-	X	-	-	-	-	-
c) Non-performing past due exposures	-	X	-	-	-	-	X	-	-	-	-	-
- of which: forborne exposures	-	X	-	-	-	-	X	-	-	-	-	-
d) Performing past due exposures	-	-	-	X	-	-	-	-	X	-	-	-
- of which: forborne exposures	-	-	-	X	-	-	-	-	X	-	-	-
e) Other performing exposures	32,357	32,356	-	X	-	(5)	(5)	-	X	-	32,352	-
- of which: forborne exposures	-	-	-	X	-	-	-	-	X	-	-	-
Total A	38,802	38,799	2	-	-	(5)	(5)	-	-	-	38,797	-
B. Off-balance-sheet exposures												
a) Non-performing	-	X	-	-	-	-	X	-	-	-	-	-
b) Performing	1,666	1,263	-	X	-	-	-	-	X	-	1,666	-
Total B	1,666	1,263	-	-	-	-	-	-	-	-	1,666	-
Total (A+B)	40,468	40,062	2	-	-	(5)	(5)	-	-	-	40,463	-



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

A.1.5 Prudential consolidation - On and off-balance-sheet exposures of loans and advances to customers: gross and net values

TYPE OF EXPOSURE/VALUE	GROSS EXPOSURE					TOTAL NET ADJUSTMENTS AND TOTAL PROVISIONS					NET EXPOSURE	TOTAL PARTIAL WRITE-OFFS
	FIRST STAGE	SECOND STAGE	THIRD STAGE	IMPAIRED PURCHASED OR ORIGINATED	FIRST STAGE	SECOND STAGE	THIRD STAGE	IMPAIRED PURCHASED OR ORIGINATED				
A. Cash exposure												
a) Doubtful loans	71	X	-	68	3	(29)	X	-	(26)	(3)	42	-
- of which: forborne exposures	1	X	-	1	-	(1)	X	-	(1)	-	-	-
b) Unlikely to pay	71	X	-	70	1	(16)	X	-	(15)	(1)	55	-
- of which: forborne exposures	2	X	-	2	-	(2)	X	-	(2)	-	-	-
c) Non-performing past due exposures	9	X	-	9	-	(2)	X	-	(2)	-	7	-
- of which: forborne exposures	-	X	-	-	-	-	X	-	-	-	-	-
d) Performing past due exposures	57	32	25	X	-	(1)	-	(1)	X	-	56	-
- of which: forborne exposures	3	-	3	X	-	(1)	-	(1)	X	-	2	-
e) Other performing exposures	18,578	14,121	3,694	X	-	(35)	(6)	(29)	X	-	18,543	-
- of which: forborne exposures	-	-	-	X	-	-	-	-	X	-	-	-
Total A	18,786	14,153	3,719	147	4	(83)	(6)	(30)	(43)	(4)	18,703	-
B. Off-balance-sheet exposures												
a) Non-performing	10	X	-	10	-	-	X	-	-	-	10	-
b) Performing	7,504	6,658	828	X	-	(3)	(1)	(2)	X	-	7,501	-
Total B	7,514	6,658	828	10	-	(3)	(1)	(2)	-	-	7,511	-
Total (A+B)	26,300	20,811	4,547	157	4	(86)	(7)	(32)	(43)	(4)	26,214	-



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

**5. CONSOLIDATED
FINANCIAL
STATEMENTS**

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

A.1.7 Prudential consolidation - On-balance sheet exposures of loans and advances to customers: changes in gross non-performing loans

REASONS/CATEGORIES	DOUBTFUL LOANS	UNLIKELY TO PAY	NON- PERFORMING PAST DUE EXPOSURES
A. Gross exposure at beginning of period	74	39	15
- of which: loans disposed of but not written off	-	-	-
B. Increases	32	65	20
B.1 Transfers from performing exposures	-	58	18
B.2 Transfers from impaired financial assets that are purchased or originated	-	-	-
B.3 Transfers from other categories of non-performing exposures	6	4	-
B.4 Contractual changes without cancellation	-	-	-
B.5 Other increases	26	3	2
C. Decreases	(35)	(33)	(26)
C.1 Transfers to performing exposures	-	(2)	(4)
C.1 Write-off	(32)	-	-
C.3 Collections	(3)	(26)	(15)
C.4 Disposals	-	-	-
C.5 Losses on sales	-	-	-
C.6 Transfers to other categories of non-performing exposures	-	(3)	(7)
C.7 Contractual changes without cancellation	-	-	-
C.8 Other decreases	-	(2)	-
D. Gross exposure at end of period	71	71	9
- of which: loans disposed of but not written off	-	-	-

A.1.7bis Prudential consolidation - On-balance sheet exposure of loans and advances to customers: changes in gross loans ranked by credit quality

REASONS/QUALITY	FORBORNE EXPOSURES: NON- PERFORMING	FORBORNE EXPOSURES: PERFORMING
A. Gross exposure at beginning of period	3	-
- of which: loans disposed of but not written off	-	-
B. Increases	-	3
B.1 Transfers from non-forborne performing exposures	-	3
B.2 Transfers from forborne performing exposures	-	X
B.3 Transfers from non-performing forborne exposures	X	-
B.4 Transfers from non-performing exposures	-	-
B.5 Other increases	-	-
C. Decreases	-	-
C.1 Transfers to non-forborne performing exposures	X	-
C.1 Transfers to forborne performing exposures	-	X
C.3 Transfers to forborne exposures	X	-
C.4 Write-off	-	-
C.5 Collections	-	-
C.6 Disposals	-	-
C.7 Losses on sales	-	-
C.8 Other decreases	-	-
D. Gross exposure at end of period	3	3
- of which: loans disposed of but not written off	-	-



ABOUT THIS REPORT
OUR IDENTITY
GROUP STRUCTURE
HIGHLIGHTS
KEY PERFORMANCE INDICATORS
INTRODUCTORY NOTE
CHAIRMAN'S STATEMENT
CHIEF EXECUTIVE OFFICER'S STATEMENT
1. BUSINESS MODEL
2. EXTERNAL CONTEXT AND STRATEGIES
3. PERFORMANCE
4. GOVERNANCE
5. CONSOLIDATED FINANCIAL STATEMENTS
6. INDEPENDENT AUDITORS' REPORT
7. SCHEDULES
8. GLOSSARY
9. CONTACT US

A.1.9 Prudential consolidation - On-balance sheet exposure of non-performing credit exposures to customers: changes in total adjustments

REASONS/CATEGORIES	DOUBTFUL LOANS		UNLIKELY TO PAY		NON-PERFORMING PAST DUE EXPOSURES	
	TOTAL	OF WHICH: FORBORNE EXPOSURES	TOTAL	OF WHICH: FORBORNE EXPOSURES	TOTAL	OF WHICH: FORBORNE EXPOSURES
A. Total adjustments at beginning of period	48	-	11	2	3	-
- of which: loans disposed of but not written off	-	-	-	-	-	-
B. Increases	14	-	10	-	3	-
B.1 Adjustments to impaired financial assets that are purchased or originated	-	X	-	X	-	X
B.2 Other adjustments	11	-	9	-	3	-
B.3 Losses on sales	-	-	-	-	-	-
B.4 Transfers from other categories of non-performing exposures	3	-	1	-	-	-
B.5 Contractual changes without cancellation	-	-	-	-	-	-
B.6 Other increases	-	-	-	-	-	-
C. Decreases	(33)	-	(5)	-	(4)	-
C.1 Write-backs from year-end valuations	-	-	(1)	-	(1)	-
C.2 Write-backs following collections	-	-	(3)	-	-	-
C.3 Profit on sales	-	-	-	-	-	-
C.4 Write-off	(32)	-	-	-	-	-
C.5 Transfers to other categories of non-performing exposures	-	-	(1)	-	(3)	-
C.6 Contractual changes without cancellation	-	-	-	-	-	-
C.7 Other decreases	(1)	-	-	-	-	-
D. Total adjustments at end of period	29	-	16	2	2	-
- of which: loans disposed of but not written off	-	-	-	-	-	-

A.2 CLASSIFICATION OF EXPOSURES BY EXTERNAL AND INTERNAL RATING

A.2.1 Prudential consolidation - Analysis of financial assets, commitments to grant funds and financial guarantees issued by external rating classes (gross values)

EXPOSURES	EXTERNAL RATING CLASS						NO RATING	TOTAL
	CLASS 1	CLASS 2	CLASS 3	CLASS 4	CLASS 5	CLASS 6		
A. Financial assets measured at amortised cost	89	1,619	30,567	-	-	-	14,776	47,051
- First stage	89	106	30,565	-	-	-	12,431	43,191
- Second stage	-	1,513	2	-	-	-	2,194	3,709
- Third stage	-	-	-	-	-	-	147	147
- Impaired financial assets that are purchased or originated	-	-	-	-	-	-	4	4
B. Financial assets measured at fair value through other comprehensive income	840	1,102	1,055	99	-	-	231	3,327
- First stage	840	1,102	1,045	99	-	-	231	3,317
- Second stage	-	-	10	-	-	-	-	10
- Third stage	-	-	-	-	-	-	-	-
- Impaired financial assets that are purchased or originated	-	-	-	-	-	-	-	-
C. Financial assets held for sale	-	-	-	-	-	-	-	-
- First stage	-	-	-	-	-	-	-	-
- Second stage	-	-	-	-	-	-	-	-
- Third stage	-	-	-	-	-	-	-	-
- Impaired financial assets that are purchased or originated	-	-	-	-	-	-	-	-
Total (A+B+C)	929	2,721	31,622	99	-	-	15,007	50,378
D. Commitments to grant funds and financial guarantees issued								
- First stage	1	12	1,262	-	-	-	6,648	7,923
- Second stage	-	-	-	-	-	-	828	828
- Third stage	-	-	-	-	-	-	10	10
- Impaired financial assets that are purchased or originated	-	-	-	-	-	-	-	-
Total (D)	1	12	1,262	-	-	-	7,486	8,761
Total (A+B+C+D)	930	2,733	32,884	99	-	-	22,493	59,139

Rating agency (ECAI)	CREDIT RATING						
	CLASS 1	CLASS 2	CLASS 3	CLASS 4	CLASS 5	CLASS 6	
S&P Global Ratings	da AAA a AA-	da A+ a A-	da BBB+ a BBB-	da BB+ a BB-	da B+ a B-	CCC+ or less	
Moody's	da Aaa a Aa3	da A1 a A3	da Baa1 a Baa3	da Ba1 a Ba3	da B1 a B3	Caa1 or less	
Fitch	da AAA a AA-	da A+ a A-	da BBB+ a BBB-	da BB+ a BB-	da B+ a B-	CCC+ or less	



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

A.3 ANALYSIS OF SECURED LOAN EXPOSURES BY TYPE OF GUARANTEE

A.3.1 Prudential consolidation - On and off-balance-sheet exposures of loans and advances to secured banks

	GROSS EXPOSURE	NET EXPOSURE	COLLATERAL				PERSONAL GUARANTEES								TOTAL	
			BUILDINGS - MORTGAGES	BUILDINGS - FINANCIAL LEASING	SECURITIES	OTHER COLLATERAL	CREDIT DERIVATIVES					ENDORSEMENT CREDIT				
							CREDIT LINKED NOTES	OTHER DERIVATIVES		PUBLIC ENTITIES	BANKS	OTHER FINANCIAL INSTITUTIONS	OTHER PARTIES			
								CENTRAL COUNTERPARTIES	BANKS							
1. Cash exposure of secured loans:	1,261	1,261	-	-	693	-	-	-	-	-	-	-	-	-	-	693
1.1 fully secured	693	693	-	-	693	-	-	-	-	-	-	-	-	-	-	693
- including impaired	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1.2 partially secured	568	568	-	-	-	-	-	-	-	-	-	-	-	-	-	-
- including impaired	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2. Off-balance-sheet exposures of secured loans:	3	3	-	-	-	3	-	-	-	-	-	-	-	-	-	3
2.1 fully secured	3	3	-	-	-	3	-	-	-	-	-	-	-	-	-	3
- including impaired	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2.2 partially secured	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
- including impaired	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

A.3.2 Prudential consolidation - On and off-balance-sheet exposures of loans and advances to secured customers

	GROSS EXPOSURE	NET EXPOSURE	COLLATERAL				PERSONAL GUARANTEES								TOTAL	
			BUILDINGS - MORTGAGES	BUILDINGS - FINANCIAL LEASING	SECURITIES	OTHER COLLATERAL	CREDIT DERIVATIVES					ENDORSEMENT CREDIT				
							CREDIT LINKED NOTES	OTHER DERIVATIVES			PUBLIC ENTITIES	BANKS	OTHER FINANCIAL INSTITUTIONS	OTHER PARTIES		
								CENTRAL COUNTERPARTIES	BANKS	OTHER FINANCIAL INSTITUTIONS						
1. Cash exposure of secured loans:	13,241	13,192	1,439	-	9,754	1,142	-	-	-	-	-	-	342	-	32	12,709
1.1 fully secured	12,085	12,061	1,288	-	9,608	1,125	-	-	-	-	-	-	12	-	28	12,061
- including impaired	23	18	3	-	15	-	-	-	-	-	-	-	-	-	-	18
1.2 partially secured	1,156	1,131	151	-	146	17	-	-	-	-	-	-	330	-	4	648
- including impaired	90	70	69	-	1	-	-	-	-	-	-	-	-	-	-	70
2. Off-balance-sheet exposures of secured loans:	6,412	6,410	-	-	5,490	780	-	-	-	-	-	-	1	-	48	6,319
2.1 fully secured	6,218	6,216	-	-	5,405	768	-	-	-	-	-	-	1	-	40	6,214
- including impaired	2	2	-	-	2	-	-	-	-	-	-	-	-	-	-	2
2.2 partially secured	194	194	-	-	85	12	-	-	-	-	-	-	-	-	8	105
- including impaired	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-



B. DISTRIBUTION AND CONCENTRATION OF LOANS

B.1 Prudential consolidation - Analysis of on and off-balance sheet exposure of loans and advances to customers by sector

EXPOSURES/COUNTERPARTIES	PUBLIC ENTITIES		FINANCIAL INSTITUTIONS		OTHER FINANCIAL INSTITUTION (OF WHICH: INSURANCE COMPANIES)		NON-FINANCIAL COMPANIES		HOUSEHOLDS	
	NET EXPOSURE	TOTAL NET ADJUSTMENTS	NET EXPOSURE	TOTAL NET ADJUSTMENTS	NET EXPOSURE	TOTAL NET ADJUSTMENTS	NET EXPOSURE	TOTAL NET ADJUSTMENTS	NET EXPOSURE	TOTAL NET ADJUSTMENTS
A. Cash exposure										
A.1 Doubtful loans	-	-	38	(15)	-	-	2	(2)	2	(12)
- of which: forborne exposures	-	-	-	-	-	-	-	-	-	(1)
A.2 Unlikely to pay	-	-	34	(4)	-	-	12	(4)	9	(8)
- of which: forborne exposures	-	-	-	-	-	-	-	-	-	(2)
A.3 Non-performing past due exposures	-	-	-	-	-	-	2	(1)	5	(1)
- of which: forborne exposures	-	-	-	-	-	-	-	-	-	-
A.4 Performing exposures	2,774	(8)	3,348	(13)	1,123	-	3,857	(10)	8,620	(5)
- of which: forborne exposures	-	-	2	(1)	-	-	-	-	-	-
Total A	2,774	(8)	3,420	(32)	1,123	-	3,873	(17)	8,636	(26)
B. Off-balance-sheet exposures										
B.1 Non-performing exposures	-	-	-	-	-	-	7	-	3	-
B.2 Performing exposures	2	-	537	-	34	-	1,918	(2)	5,044	(1)
Total B	2	-	537	-	34	-	1,925	(2)	5,047	(1)
Total (A+B) 31.12.2024	2,776	(8)	3,957	(32)	1,157	-	5,798	(19)	13,683	(27)
Total (A+B) 31.12.2023	2,774	(8)	3,785	(6)	949	-	5,547	(60)	14,338	(24)

B.2 Prudential consolidation - Analysis of territorial distribution of on and off-balance sheet exposure of loans and advances to customers

EXPOSURES/GEOGRAPHICAL AREAS	ITALY		OTHER EUROPEAN COUNTRIES		AMERICA		ASIA		REST OF THE WORLD	
	NET EXPOSURE	TOTAL NET ADJUSTMENTS	NET EXPOSURE	TOTAL NET ADJUSTMENTS	NET EXPOSURE	TOTAL NET ADJUSTMENTS	NET EXPOSURE	TOTAL NET ADJUSTMENTS	NET EXPOSURE	TOTAL NET ADJUSTMENTS
A. Cash exposure										
A.1 Doubtful loans	4	(9)	37	(19)	1	(1)	-	-	-	-
A.2 Unlikely to pay	30	(13)	25	(3)	-	-	-	-	-	-
A.3 Non-performing past due exposures	7	(2)	-	-	-	-	-	-	-	-
A.4 Performing exposures	14,601	(23)	2,633	(8)	377	(1)	151	(4)	837	-
Total A	14,642	(47)	2,695	(30)	378	(2)	151	(4)	837	-
B. Off-balance-sheet exposures										
B.1 Non-performing exposures	10	-	-	-	-	-	-	-	-	-
B.2 Performing exposures	7,326	(3)	62	-	107	-	3	-	3	-
Total B	7,336	(3)	62	-	107	-	3	-	3	-
Total (A+B) 31.12.2024	21,978	(50)	2,757	(30)	485	(2)	154	(4)	840	-
Total (A+B) 31.12.2023	22,146	(51)	3,519	(12)	439	(33)	122	(2)	218	-



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

B.2 bis Prudential consolidation - Breakdown by geographical area of business with customers domiciled in Italy (book value)

EXPOSURES/GEOGRAPHICAL AREAS	NORTH-WEST		NORTH-EAST		CENTRAL ITALY		SOUTH AND ISLANDS	
	NET EXPOSURE	TOTAL NET ADJUSTMENTS	NET EXPOSURE	TOTAL NET ADJUSTMENTS	NET EXPOSURE	TOTAL NET ADJUSTMENTS	NET EXPOSURE	TOTAL NET ADJUSTMENTS
A. Cash exposure								
A.1 Doubtful loans	2	(2)	-	(1)	2	(3)	-	(3)
A.2 Unlikely to pay	20	(6)	2	(3)	4	(2)	4	(2)
A.3 Non-performing past due exposures	5	(2)	1	-	-	-	1	-
A.4 Performing exposures	5,838	(6)	2,187	(3)	5,138	(11)	1,438	(3)
Total A	5,865	(16)	2,190	(7)	5,144	(16)	1,443	(8)
B. Off-balance-sheet exposures								
B.1 Non-performing exposures	8	-	-	-	1	-	1	-
B.2 Performing exposures	3,373	(1)	1,644	(1)	1,422	(1)	887	-
Total B	3,381	(1)	1,644	(1)	1,423	(1)	888	-
Total (A+B) 31.12.2024	9,246	(17)	3,834	(8)	6,567	(17)	2,331	(8)
Total (A+B) 31.12.2023	9,197	(16)	3,961	(8)	6,534	(16)	2,454	(11)

B.3 Prudential consolidation - Analysis of territorial distribution of on and off-balance sheet exposure of loans and advances to banks

EXPOSURES/GEOGRAPHICAL AREAS	ITALY		OTHER EUROPEAN COUNTRIES		AMERICA		ASIA		REST OF THE WORLD	
	NET EXPOSURE	TOTAL NET ADJUSTMENTS	NET EXPOSURE	TOTAL NET ADJUSTMENTS	NET EXPOSURE	TOTAL NET ADJUSTMENTS	NET EXPOSURE	TOTAL NET ADJUSTMENTS	NET EXPOSURE	TOTAL NET ADJUSTMENTS
A. Cash exposure										
A.1 Doubtful loans	-	-	-	-	-	-	-	-	-	-
A.2 Unlikely to pay	-	-	-	-	-	-	-	-	-	-
A.3 Non-performing past due exposures	-	-	-	-	-	-	-	-	-	-
A.4 Performing exposures	33,117	(5)	4,962	-	244	-	420	-	54	-
Total A	33,117	(5)	4,962	-	244	-	420	-	54	-
B. Off-balance-sheet exposures										
B.1 Non-performing exposures	-	-	-	-	-	-	-	-	-	-
B.2 Performing exposures	1,564	-	4	-	-	-	-	-	-	-
Total B	1,564	-	4	-	-	-	-	-	-	-
Total (A+B) 31.12.2024	34,681	(5)	4,966	-	244	-	420	-	54	-
Total (A+B) 31.12.2023	30,832	(4)	3,690	-	167	-	399	-	49	-



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

B.3 bis Prudential consolidation - Analysis of territorial distribution of on and off-balance sheet exposures of loans and advances to banks resident in Italy (book value)

EXPOSURES/GEOGRAPHICAL AREAS	NORTH-WEST		NORTH-EAST		CENTRAL ITALY		SOUTH AND ISLANDS	
	NET EXPOSURE	TOTAL NET ADJUSTMENTS	NET EXPOSURE	TOTAL NET ADJUSTMENTS	NET EXPOSURE	TOTAL NET ADJUSTMENTS	NET EXPOSURE	TOTAL NET ADJUSTMENTS
A. Cash exposure								
A.1 Doubtful loans	-	-	-	-	-	-	-	-
A.2 Unlikely to pay	-	-	-	-	-	-	-	-
A.3 Non-performing past due exposures	-	-	-	-	-	-	-	-
A.4 Performing exposures	32,909	(5)	119	-	89	-	-	-
Total A	32,909	(5)	119	-	89	-	-	-
B. Off-balance-sheet exposures								
B.1 Non-performing exposures	-	-	-	-	-	-	-	-
B.2 Performing exposures	1,564	-	-	-	-	-	-	-
Total B	1,564	-	-	-	-	-	-	-
Total (A+B) 31.12.2024	34,473	(5)	119	-	89	-	-	-
Total (A+B) 31.12.2023	30,669	(4)	72	-	91	-	-	-

D. DISPOSAL TRANSACTIONS

A. FINANCIAL ASSETS DISPOSED OF BUT NOT WRITTEN OFF

QUALITATIVE INFORMATION

The item Financial assets disposed of but not written off regarded repurchase agreements. In 2012, the Group entered into six repurchase agreements with the former Banca IMI (now Intesa Sanpaolo) in order to improve the overall risk/return ratio of the portfolio. The repurchase agreements had the same terms as the maturities of a number of BTP Italian government bonds with a total face value of €467.8m and maturities between 2019 and 2033 that Fideuram acquired from market counterparties in previous years.

These bonds were already recorded under financial assets available for sale and subsequently reclassified under financial assets measured at amortised cost, while maintaining the hedge against interest rate risk by using interest rate swaps. The liquidity obtained from this transaction was used to purchase bonds issued by Intesa Sanpaolo. The Group simultaneously entered into six financial guarantee contracts to cover the associated credit risk, again with Banca IMI, which on average expire three years before the maturities of the related bonds. At 31 December 2024, two contracts were active, with a residual notional value of €200m. The bank went through a rigorous process to determine how these repurchase agreements should be recognised, analysing the underlying aims of the contractual agreements in the light of the guidance provided by the Supervisory Authorities in document no. 6 of 8 March 2013 on the accounting treatment of long-term structured repurchase transactions, issued jointly by the Bank of Italy, the Italian National Commission for Listed

Companies and the Stock Exchange (CONSOB) and the Italian Insurance Regulator (IVASS). The analysis considered the structure, cash flows and risks connected with the transactions concerned to verify whether they could be considered term-structured repurchase transactions as described in this document and whether, in accordance with the principle of substance over form, they accord with the guidelines on the basis of which the transaction is substantially the same as a derivative contract and a credit default swap in particular. The aforementioned transactions clearly differ in certain respects from term-structured repurchase agreement transactions as described in the document. The differences are specifically as follows:

- the BTP Italian government bonds and the Interest Rate Swaps hedging interest rate risk were already held by the Bank through independent purchases made in prior years (between 2008 and 2010);
- said transactions were entered into with different market counterparties from the repurchase agreements;
- the cash flows from the transactions are not substantially the same as those of credit derivatives;
- the different management purpose of the transactions considered as a whole, which aim to cover counterparty risk through the purchase of a financial guarantee.

The transactions were therefore recognised separately depending on the type of contract concerned.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

QUANTITATIVE INFORMATION

D.1 Prudential consolidation - Financial assets disposed of recognised in full and associated financial liabilities: book value

	FINANCIAL ASSETS DISPOSED OF RECOGNISED IN FULL				ASSOCIATED FINANCIAL LIABILITIES		
	BOOK VALUE	OF WHICH: OBJECT OF SECURITISATIONS	OF WHICH: OBJECT OF SALES CONTRACTS WITH BUYBACK CLAUSE	OF WHICH: IMPAIRED	BOOK VALUE	OF WHICH: OBJECT OF SECURITISATIONS	OF WHICH: OBJECT OF SALES CONTRACTS WITH BUYBACK CLAUSE
A. Financial assets held for trading	-	-	-	X	-	-	-
1. Debt securities	-	-	-	X	-	-	-
2. Equities	-	-	-	X	-	-	-
3. Loans	-	-	-	X	-	-	-
4. Derivatives	-	-	-	X	-	-	-
B. Other financial assets mandatorily measured at fair value	-	-	-	-	-	-	-
1. Debt securities	-	-	-	-	-	-	-
2. Equities	-	-	-	X	-	-	-
3. Loans	-	-	-	-	-	-	-
C. Financial assets measured at fair value	-	-	-	-	-	-	-
1. Debt securities	-	-	-	-	-	-	-
2. Loans	-	-	-	-	-	-	-
D. Financial assets measured at fair value through other comprehensive income	275	-	275	-	(275)	-	(275)
1. Debt securities	275	-	275	-	(275)	-	(275)
2. Equities	-	-	-	X	-	-	-
3. Loans	-	-	-	-	-	-	-
E. Financial assets measured at amortised cost	252	-	252	-	(203)	-	(203)
1. Debt securities	252	-	252	-	(203)	-	(203)
2. Loans	-	-	-	-	-	-	-
Total 31.12.2024	527	-	527	-	(478)	-	(478)
Total 31.12.2023	1,600	-	1,600	-	(1,402)	-	(1,402)

D.3 Prudential consolidation - Disposal transactions with transfer of liabilities exclusively for assets disposed of and not entirely cancelled: fair value

	RECOGNISED IN FULL	PARTIALLY RECOGNISED	TOTAL	
			31.12.2024	31.12.2023
A. Financial assets held for trading	-	-	-	-
1. Debt securities	-	-	-	-
2. Equities	-	-	-	-
3. Loans	-	-	-	-
4. Derivatives	-	-	-	-
B. Other financial assets mandatorily measured at fair value	-	-	-	-
1. Debt securities	-	-	-	-
2. Equities	-	-	-	-
3. Loans	-	-	-	-
C. Financial assets measured at fair value	-	-	-	-
1. Debt securities	-	-	-	-
2. Loans	-	-	-	-
D. Financial assets measured at fair value through other comprehensive income	275	-	275	597
1. Debt securities	275	-	275	597
2. Equities	-	-	-	-
3. Loans	-	-	-	-
E. Financial assets measured at amortised cost (fair value)	233	-	233	969
1. Debt securities	233	-	233	969
2. Loans	-	-	-	-
Total financial assets	508	-	508	1,566
Total associated financial liabilities	(478)	-	(478)	1,402
Net value at 31.12.2024	30	-	30	X
Net value at 31.12.2023	164	-	X	164



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

1.2 MARKET RISK

1.2.1 INTEREST RATE RISK AND PRICE RISK - REGULATORY TRADING BOOK

QUALITATIVE INFORMATION

A. General information

The trading book mainly serves Group customers. The trading book also includes a securities component resulting from market transactions and foreign exchange and exchange rate derivative transactions, which are likewise aimed at meeting the needs of the Group’s customers and asset management companies.

1.2.2 - INTEREST RATE RISK AND PRICE RISK - BANKING BOOK

QUALITATIVE INFORMATION

A. General aspects, management procedures, and methods for measuring interest rate risk and price risk

Fideuram complies with the instructions of Intesa Sanpaolo concerning market risks and extends its governance and control role to the entire Fideuram Group with centralisation and monitoring functions. This governance and control role is based, among other things, on extending the Group Policies and Guidelines adopted by the Board of Directors to the entire Group and on the functional coordination provided by the Group’s related departments.

As a rule, the Risk Committee meets quarterly to analyse investment performance, proposing strategic guidelines to the CEO based on the risk situation identified. The CEO reports quarterly to the Board of Directors on the investment choices made and on the performance of the Group’s portfolios and risk management. The Chief Risk Officer continually monitors market risk exposure and compliance with the limits specified by the Financial Portfolio Policy, and periodically informs the CEO, Risk Committee and Finance and Treasury Manager regarding the levels of exposure to the different types of risk subject to operating limits. Similar information is presented to the Board of Directors on a quarterly basis.

The composition of the securities portfolio is governed by limits with respect to asset allocation, rating, currency area, geographical area, sector concentration and counterparty. Market risk limits are likewise specified. The Financial Portfolio Policy splits investments in securities into a liquidity portfolio, a stable investment portfolio and a service portfolio.

The liquidity portfolio is defined as a portfolio containing financial assets and liabilities held for the purpose of:

- providing a liquidity reserve through securities deemed eligible with central banks or readily liquidated;
- comply with/optimize regulatory liquidity ratios;
- invest any excess liquidity in anticipation of future investments with a short-term investment horizon or with a moderate risk profile;
- optimize the risk profile through the use of derivative trading and/or hedging instruments.

This portfolio has a prudent minimum limit of assets deemed eligible with the Central Bank, as determined on a prudent basis.

The size of the stable investment portfolio depends on the structure of the Group’s inflows, investments and shareholders’ equity. It is defined as the portfolio containing positions in financial assets with a minimum mandatory holding period of 30 days, save for exceptional market events that require their disposal.

In particular, it consists of financial investments acquired when there is excess structural liquidity and contains low risk positions acquired for the purpose of benefiting from the corresponding coupon flow, whose expected holding period is for the medium-long term at the time of purchase. Derivative instruments may be used to optimise the risk profile of this portfolio. Given the characteristics of the portfolio in question, the Hold to Collect business model is associated with the relevant securities.

The service portfolio mainly serves customers and includes:

- positions connected with the offer of products/services to customers, such as bonds to be offered as repurchase agreements, foreign currency and foreign exchange derivative trading, for intermediation purposes;
- a component resulting from market transactions aimed at meeting the needs of the Group’s asset management companies.

The Group has developed a pricing methodology for the measurement of financial instruments which rigorously implements the provisions of the IAS/IFRS international financial reporting standards. This measurement is based on the concept of Fair Value, which is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. In addition, the fair value measurement must incorporate a counterparty risk premium in the form of a Credit Value Adjustment (CVA) for assets and a Debit Value Adjustment (DVA) for liabilities.

The fair value of financial instruments is calculated directly from their market value. Wherever possible, the official prices on active markets are adopted as this market value, otherwise the value is obtained using pricing models based on the values of comparable securities and on market parameters. In situations where the market is not operating normally, which is to say when there is an insufficient number of continuous transactions and the bid/ask spread and volatility are not sufficiently narrow, it is however necessary to abandon the principle of obtaining the fair value directly from market prices and to apply models that mostly use market parameters to calculate an appropriate fair value for the financial instruments. The following are considered in assessing whether a market is operating normally:

- availability of price contributions;
- reliability of price contributions;
- size of the bid-ask spread.

In the absence of an active market, the fair value is determined using measurement techniques which ultimately aim to establish the price that the financial instrument would have had on the measurement date in an arm’s-length exchange motivated by normal business considerations. These techniques include:

- reference to market values that can be indirectly linked to the financial instrument being valued and that can be obtained from products with similar risk characteristics (Comparable Approach);
- valuations performed using – even only partially – inputs that are not obtained from observable market parameters, using estimates and assumptions formulated by the valuer (Mark-to-Model Approach).



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

The choice between these methods is not arbitrary since they have to be applied in hierarchical order and presented in the financial statements by level. Absolute priority is given to the quoted active market prices of the assets and liabilities being measured (Level 1 - Effective Market Quotes) or of similar assets and liabilities (Level 2 - Comparable Approach), and the lowest priority to unobservable inputs, which are accordingly more subjective (Level 3 - Mark-to-Model Approach).

The priority of market prices is put into practice through a process based on market-maker prices. The valuation price is calculated as the average of the prices available, selected using objectively identified criteria. The number of contributions, the bid/ask spread and the reliability of the contributors are monitored regularly, enabling the Group to keep market prices as the appropriate prime parameter for the determination of fair value.

The entire portfolio of financial assets measured at fair value through other comprehensive income was valued at market bid prices (mark to market) to ensure the maximum transparency of the values in the financial statements. This ensures the overall holdings meet the ready liquidity criteria for items in the financial statements.

The portfolio of Level 2 financial assets measured at fair value through profit or loss consisted of the insurance policies taken out to guarantee market yields to the Personal Financial Adviser Networks’ Loyalty Schemes. The fair value of Class I policies is determined using a prospective actuarial method based on the principle of the initial equivalence between the average present values of the contractual commitments of the insurer and the average present values of the contractual commitments of the policyholder/contracting party. The fair value of Class III policies is calculated as the value of the units at the reporting date plus any pure premiums not yet invested at the valuation date.

The derivatives in the banking book consisted principally of Interest Rate Swaps. As a rule, the Fideuram Group uses fair value hedge derivatives to reduce its exposure to adverse fair value movements due to interest rate risk. The Chief Risk Officer is responsible for assessing hedges effectiveness, carrying out prior assessments of the conditions that make hedge accounting applicable and formally documenting each hedging relationship. These assessments use prospective tests when the hedges are taken out, followed by retrospective tests at monthly intervals.

The Group uses derivatives (mainly interest rate swaps) to hedge interest rate risk following a strategy that involves buying swaps linked to the individual fixed-coupon bonds in the portfolio. This strategy has made the Group’s long-term securities holdings less sensitive to interest rate risk. Where risk concentration is concerned, the securities holdings are highly diversified as a result of the stringent limits specified by the Financial Portfolio Policy, which limits the maximum exposure to any single corporate Group to 5% of the total holdings, with the sole exception of Intesa Sanpaolo.

An approach consistent with fair value measurement hierarchy Level 2 is used for the measurement of derivatives, based on commonly accepted valuation processes and fed by market data providers. Hedging and treasury derivatives taken out in ordinary investment activities (interest and exchange rate derivatives in particular) that are not traded on regulated markets, but traded bilaterally with market counterparties or triangulated with Clearing Houses, are known as over the counter (OTC) instruments and valued using special pricing models.

The banking book comprises long-term investment securities, interest rate hedging derivatives and short and medium-long term loans. The banking book totalled €53.4bn at 31 December 2024.

QUANTITATIVE INFORMATION

Banking Book
(€m)

	31.12.2024	31.12.2023	CHANGE	
			AMOUNT	%
Financial assets measured at fair value through other comprehensive income	3,338	3,360	(22)	-1
Debt securities classified as loans to banks	19,179	17,786	1,393	8
Debt securities classified as loans to customers	1,797	1,718	79	5
Hedging derivatives	303	257	46	18
Total securities and derivatives	24,617	23,121	1,496	6
Sight deposit current accounts with banks	2,772	2,666	106	4
Loans to banks	11,966	9,482	2,484	26
Loans to customers	14,022	14,371	(349)	-2
Total loans	28,760	26,519	2,241	8
Total banking book	53,377	49,640	3,737	8

The internal system used to measure interest rate risk evaluates and describes the effect of changes in interest rates on the economic value and interest income and identifies all significant sources of risk that influence the banking book:

- repricing risk: risk originating from mismatches in due dates (for fixed rate positions) and the rate revision date (for floating rate positions) of the financial items due to parallel movements in the yield curve;
- yield curve risk: risk originating from mismatches in due dates and the rate revision date due to changes in the inclination and shape of the yield curve;
- basis risk: risk originating from the imperfect correlation in the adjustment of the interest income and interest expense rates of floating rate instruments, which may differ due to their indexing parameter, rate revision procedure, indexing algorithm, etc. This risk arises after non-parallel changes in market rates.

The interest rate risk of the banking book is measured using the following methods:

1. shift sensitivity of the economic value (Δ EVE);
2. net interest income:
 - margin shift sensitivity (Δ NI);
 - dynamic simulation of net interest income (NI);
3. Value at Risk (VaR).



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

The shift sensitivity of the economic value (or shift sensitivity of the fair value) measures the change in the economic value of the banking book and is calculated at the level of individual cash flow for each financial instrument, on the basis of different instantaneous rate shocks and reflects the changes in the discounted value of the cash flows of positions already carried on the balance sheet for the entire remaining duration until maturity (run-off balance sheet).

In the measurements, the balance sheet items are represented according to their contractual profile, with the exception of those categories of instruments that feature risk profiles different from the contractually envisaged ones. For these transactions, it was consequently decided to use a behavioural representation in order to calculate the risk measurements. In particular:

- for those items that are contractually payable on demand, a financial representation model is implemented to reflect the behavioural characteristics of stability of the assets and partial and delayed reaction to the changes in market rates, in order to stabilise net interest income both in absolute and variable terms over time;
- the cash flows used both for the contractual and the behavioural type are developed at the contractual rate, FTP and risk-free rate.

A multicurve system is used to determine the present value. This calls for the use of different discounting curves and “forwarding” according to the type of instrument and the tenor of its indexing. To determine the shift sensitivity, the shock standard to which all the curves are subject is defined as the parallel and uniform shift of the curves by +100 basis points. In addition to the +100 standard scenario, the measure of economic value (EVE) is also calculated on the basis of the six scenarios prescribed by the BCBS document and on the basis of historic stress simulations aimed at identifying the works and best cases.

The shift sensitivity of net interest income quantifies the impact on short-term net interest income of a parallel, instantaneous and permanent shock in the interest rate curve. The sensitivity of the margin is measured using a method that allows the expected change in the interest margin to be estimated, following a shock of the curves produced by the items susceptible to a revision of the rate within a gapping period fixed at 12 months from the date of analysis.

This measure highlights the effect of changes in market rates on the net interest income generated by the measured portfolio in the perspective of a constant balance sheet, excluding any potential effects deriving from the new transactions and from future changes in the mix of assets and liabilities. Therefore, it cannot be considered a forecasting indicator of the future level of net interest income.

To determine the changes in net interest income (Δ NII), the standard scenarios of a parallel rate shock of +/- 50 basis points are applied, referring to a time horizon of twelve months. Also in this case, besides the standard scenarios mentioned above, the sensitivity measurement of net interest income (NII) is also calculated based on the six scenarios in the BCBS document. Moreover, dynamic simulations are run on the net interest income that combine shifts in the yield curves with changes in the base and liquidity differentials, and the changes in behaviour of customers in different market scenarios.

The changes in net interest income and economic value are subject to monthly monitoring in accordance with the limits and sub-limits approved by the Group Financial Risk Committee. Accordingly, the measurements are shown according to the details used to run the test, in terms of credit limit and sub-credit limit, time buckets (short, medium, and long-term), company, and currency.

The scenarios used to check the limits are:

- to check exposure in terms of Δ EVE: instantaneous and parallel shock of +100 bps;
- to check exposure in terms of Δ NII: instantaneous and parallel shock of +/-50 bps.

The shift sensitivity of net interest income, assuming a -50 basis point fall in rates, stood at -€41m at the end of December 2024, while the shift sensitivity of the value for a +100 basis point shock in rates stood at -€182.5m (relative to both the HTC and HTCS portfolios). These measurements are only of management value, since the new regulatory framework, the Supervisory Outlier Test, requires their calculation at an individual level for all banking entities belonging to the Group as from September 2024, for regulatory purposes.

Value at Risk

Value at Risk is a probabilistic measurement and expresses the maximum potential loss of portfolio value that could be incurred within a given time horizon, given a fixed statistical confidence interval. The VaR is also used to consolidate the exposure to financial risks assumed after banking book activities, and thus also considering the benefits generated by the diversification effect. The VaR calculation models feature several limits, since they are based on the statistical assumption of a normal distribution of yields and on the observation of historic data, which might not be followed in future. Therefore, the results of the VaR do not guarantee that any possible future losses cannot exceed the calculated statistical estimates.

At the end of December 2024, the VaR, calculated over n a time horizon of one day and a 99% confidence interval determined by historical simulation (historical series scenarios: 1 year), taking into account the interest rate, credit spread and volatility components, was €1.9m, as a result of a downward trend in volatility recorded in the markets during the year.

1.2.3 EXCHANGE RATE RISK

QUALITATIVE INFORMATION

A. General aspects, management processes, and methods for measuring exchange rate risk
Exchange rate risk is defined as the possibility of fluctuations in market exchange rates generating either positive or negative changes in the value of the Group’s net assets.

The principle sources of exchange rate risk are:

- purchases of securities and other financial instruments in foreign currencies;
- buying and selling of foreign currencies;
- collection and/or payment of interest, commission, dividends or administrative expenses in foreign currencies.

Spot and forward transactions on foreign exchange markets were mainly entered into with the aim of optimising proprietary risk arising in relation to the buying and selling of foreign currencies to and from customers. EU legislation on own funds requirements in relation to exchange rate risk provides that, under Article 352(2)



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

of Regulation (EU) 575/2013 of 26 June 2013 (CRR – Capital Requirements Regulation), positions in currencies other than that of consolidated financial statements that are held in the form of equity investments (structural positions) are not subject to capital requirements. It is therefore possible, subject to authorisation by the competent authority, to neutralise.

The potential negative effects of exchange rates on capital ratios. In response to the waiver request, Intesa Sanpaolo received authorisation from the ECB to apply this approach under exemption, up to a maximum amount (optimal position) of the foreign currency position that would be capable of neutralising capital ratio sensitivity to exchange rate movements.

B. Hedging of exchange rate risk

Exchange rate risk is mitigated by the practice of funding in the same currency as the assets, while the residual exposures are included in the trading book.

QUANTITATIVE INFORMATION

1. Analysis of assets and liabilities and derivatives by currency of denomination

VOICES	CURRENCIES					
	US DOLLAR	STERLING	YEN	CANADIAN DOLLAR	SWISS FRANC	OTHER CURRENCIES
A. Financial assets	1,308	144	10	11	970	64
A.1 Debt securities	42	-	-	-	26	-
A.2 Equities	12	4	-	-	32	1
A.3 Loans to banks	598	36	3	8	708	37
A.4 Loans to customers	656	104	7	3	204	26
A.5 Other financial assets	-	-	-	-	-	-
B. Other assets	9	-	-	-	88	-
C. Financial liabilities	2,396	391	11	12	443	83
C.1 Due to banks	2,147	364	9	11	425	80
C.2 Due to customers	249	27	2	1	18	3
C.3 Debt securities	-	-	-	-	-	-
C.4 Other financial liabilities	-	-	-	-	-	-
D. Other liabilities	17	3	-	-	85	-
E. Financial derivatives	5,334	519	210	10	1,082	163
- Options						
+ Long positions	-	-	-	-	-	-
+ Short positions	-	-	-	-	-	-
- Other derivatives						
+ Long positions	3,423	387	107	6	153	98
+ Short positions	1,911	132	103	4	929	65
Total assets	4,740	531	117	17	1,211	162
Total liabilities	4,324	526	114	16	1,457	148
Balance (+/-)	416	5	3	1	(246)	14



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

1.3 DERIVATIVES AND HEDGING POLICIES

1.3.1 TRADING DERIVATIVES

A. FINANCIAL DERIVATIVES

A.1 Financial trading derivatives: notional values at the end of the period

UNDERLYING ASSETS/TYPES OF DERIVATIVES	31.12.2024				31.12.2023			
	OVER THE COUNTER			REGULATED MARKETS	OVER THE COUNTER			REGULATED MARKETS
	CENTRAL COUNTERPARTIES	WITHOUT CENTRAL COUNTERPARTIES			CENTRAL COUNTERPARTIES	WITHOUT CENTRAL COUNTERPARTIES		
		WITH NETTING AGREEMENTS	WITHOUT NETTING AGREEMENTS			WITH NETTING AGREEMENTS	WITHOUT NETTING AGREEMENTS	
1. Debt securities and interest rate derivatives	-	-	-	-	-	-	-	-
a) Options	-	-	-	-	-	-	-	-
b) Swap	-	-	-	-	-	-	-	-
c) Forward	-	-	-	-	-	-	-	-
d) Futures	-	-	-	-	-	-	-	-
e) Other	-	-	-	-	-	-	-	-
2. Equity derivatives and index derivatives	-	-	86	588	-	-	99	423
a) Options	-	-	86	584	-	-	99	402
b) Swap	-	-	-	-	-	-	-	-
c) Forward	-	-	-	-	-	-	-	-
d) Futures	-	-	-	-	-	-	-	-
e) Other	-	-	-	4	-	-	-	21
3. Currencies and gold	-	3,985	2,328	-	-	3,627	1,384	4
a) Options	-	-	-	-	-	-	-	4
b) Swap	-	1,717	212	-	-	588	-	-
c) Forward	-	2,268	2,116	-	-	3,039	1,384	-
d) Futures	-	-	-	-	-	-	-	-
e) Other	-	-	-	-	-	-	-	-
4. Commodities	-	-	-	-	-	-	-	-
5. Other	-	-	-	-	-	-	-	-
Total	-	3,985	2,414	588	-	3,627	1,483	427



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

A.2 Financial trading derivatives: gross positive and negative fair value - distribution by product

TYPES OF DERIVATIVES

TYPES OF DERIVATIVES	31.12.2024				31.12.2023			
	OVER THE COUNTER			REGULATED MARKETS	OVER THE COUNTER			REGULATED MARKETS
	CENTRAL COUNTERPARTIES	WITHOUT CENTRAL COUNTERPARTIES WITH NETTING AGREEMENTS	WITHOUT CENTRAL COUNTERPARTIES WITHOUT NETTING AGREEMENTS		CENTRAL COUNTERPARTIES	WITHOUT CENTRAL COUNTERPARTIES WITH NETTING AGREEMENTS	WITHOUT CENTRAL COUNTERPARTIES WITHOUT NETTING AGREEMENTS	
1. Positive fair value								
a) Options	-	-	-	5	-	-	-	-
b) Interest rate swap	-	-	-	-	-	-	-	-
c) Cross currency swap	-	-	1	-	-	-	-	-
d) Equity swaps	-	-	-	-	-	-	-	4
e) Forward	-	10	15	-	-	41	1	-
f) Futures	-	-	-	-	-	-	-	-
g) Other	-	-	-	-	-	-	-	-
Total	-	10	16	5	-	41	1	4
2. Negative fair value								
a) Options	-	-	-	5	-	-	-	-
b) Interest rate swap	-	-	-	-	-	-	-	-
c) Cross currency swap	-	2	-	-	-	-	-	-
d) Equity swaps	-	-	-	-	-	4	-	1
e) Forward	-	20	5	-	-	18	28	-
f) Futures	-	-	-	-	-	-	-	-
g) Other	-	-	-	-	-	1	-	-
Total	-	22	5	5	-	23	28	1



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

A.3 OTC financial trading derivatives: notional values, gross positive and negative fair value by counterparty

UNDERLYING ASSETS	CENTRAL COUNTERPARTIES	BANKS	OTHER FINANCIAL INSTITUTIONS	OTHER PARTIES
Contracts other than netting agreements				
1) Debt securities and interest rate derivatives				
- notional values	X	-	-	-
- positive fair value	X	-	-	-
- negative fair value	X	-	-	-
2) Equity derivatives and index derivatives				
- notional values	X	-	67	19
- positive fair value	X	-	-	-
- negative fair value	X	-	-	-
3) Currencies and gold				
- notional values	X	405	1,897	26
- positive fair value	X	-	16	-
- negative fair value	X	3	2	-
4) Commodities				
- notional values	X	-	-	-
- positive fair value	X	-	-	-
- negative fair value	X	-	-	-
5) Other				
- notional values	X	-	-	-
- positive fair value	X	-	-	-
- negative fair value	X	-	-	-
Netting agreements				
1) Debt securities and interest rate derivatives				
- notional values	-	-	-	-
- positive fair value	-	-	-	-
- negative fair value	-	-	-	-
2) Equity derivatives and index derivatives				
- notional values	-	-	-	-
- positive fair value	-	-	-	-
- negative fair value	-	-	-	-
3) Currencies and gold				
- notional values	-	3,702	137	146
- positive fair value	-	7	1	2
- negative fair value	-	19	2	1
4) Commodities				
- notional values	-	-	-	-
- positive fair value	-	-	-	-
- negative fair value	-	-	-	-
5) Other				
- notional values	-	-	-	-
- positive fair value	-	-	-	-
- negative fair value	-	-	-	-

A.4 Residual life of OTC financial hedging derivatives: notional values

UNDERLYING/RESIDUAL LIFE	UP TO 1 YEAR	OVER 1 YEAR AND UP TO 5 YEAR	OVER 5 YEARS	TOTAL
A.1 Debt derivatives and interest rate derivatives	-	-	-	-
A.2 Equity derivatives and index derivatives	-	86	-	86
A.3 Currency and gold derivatives	5,781	532	-	6,313
A.4 Commodity derivatives	-	-	-	-
A.5 Other financial derivatives	-	-	-	-
Total 31.12.2024	5,781	618	-	6,399
Total 31.12.2023	4,103	1,007	-	5,110

1.3.2 ACCOUNTING HEDGES

QUALITATIVE INFORMATION

Upon first-time adoption of IFRS9, the Group exercised the option allowed by the accounting standard to continue applying all the rules of IAS39 for all types of hedges (micro and macro). Therefore, the provisions of IFRS9 for hedging do not apply.

A. Fair value hedging

The Group engages in hedging to immunise its banking book from changes in the fair value of investments caused by movements in the interest rate curve (interest rate risk).

The Group adopts both specific hedges (micro fair value hedge) and generic hedges (macro fair value hedge). The micro fair value hedges mainly hedge bonds under assets. Macro fair value hedges of fixed rate loans were introduced. The hedges are characterised by the missing identification of the individual underlying assets that are hedged. This choice, determined by the natural fractioning (both in terms of number and amount) of the mortgage exposures, entails periodic checks that the sensitivity and fair value of the hedging derivative (or derivatives) are sufficient to cover the same measures calculated on the hedged assets. The type of hedge in question is implemented by purchasing amortizing Interest Rate Swaps with a long maturity date (usually 30 years), which require quarterly amortisation of the same amount for both the pay fixed and receive floating legs, with the latter being indexed to the 3-month Euribor benchmark. At the end of December 2024, the overall size of the existing hedges was approximately €300m in original notional value. All the macro fair value hedges that were subsequently completed are fully effective and efficient in terms of both sensitivity and fair value and in situations of capital gains and losses on the derivatives. The principal types of derivatives used are represented by interest rate swaps (IRS) that are plain bullet or have an accreting notional, overnight index swap (OIS), or cross currency swap (CCS) realised mainly with Intesa Sanpaolo or, on a residual basis, with independent counterparties or through Clearing Houses. In the case of hedges with intergroup counterparties, Intesa Sanpaolo transfers the related risk to the market by taking a mirror position to neutralise exposure.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

The derivatives are not listed on regulated markets, but traded on OTC circuits. The OTC contracts also include those that are intermediated through clearing houses.

Furthermore, the Group put in place metadeposit hedging, a representation of customer current accounts modelled on the basis of a behavioural model, aimed at identifying the stable component over time, to which a fixed rate and a periodically renewable maturity must be attributed. These hedges were completed by signing plain vanilla IRS derivative contracts, where variable is paid and fixed is received. (1-month Euribor). From the point of view of the accounting treatment of the effects of the hedge, these transactions are considered macro fair value hedges, as the management is linked to the application of a model that assembles individual customer current accounts, transforming them into macro metadeposits.

B. Cash flow hedging

The Group has long had hedges in place to mitigate the risk of exposure to changes in future cash flows attributable to movements of the interest rate curve (so-called Cash Flow Hedge). Specifically, the hedged flows are those associated with the coupons of a floating-rate Intesa Sanpaolo bond with a residual maturity of three years. The hedge was sized with reference to a notional value of €7.15bn by means of 23 IRS. The methods of performing effectiveness tests are similar to those relating to the hedging of micro fair value hedges, with some differences linked to the fact that the subject of the hedge are the cash flows and not the value of the hedged asset.

C. Foreign exchange hedging

As part of Intesa Sanpaolo’s FX Risk Capital Requirements project, a hedge accounting framework was defined for managing hedging operations with the aim of reducing structural foreign exchange risk exceeding the optimal position. As far as the Fideuram Group is concerned, the structural exchange rate risk is essentially represented by investments in Swiss francs relating to the Reyl Group. FX forward outright hedges have been identified, providing for the forward sale of CHF against the forward purchase of EUR, renewable approaching rollover, which varies between every 3 to 9 months. Fideuram began hedging the structural CHF position in March 2022; Fideuram is the holder of the hedged investments. The acquisition of the controlling stake in the Swiss company Alpian by Fideuram in August 2024 for approximately 67m at historical cost, led to the need to increase this type of hedging in CHF by €50m. Therefore, the overall notional hedge is equal to €349m in CHF equivalent, compared to a historic book value of equity investments of approximately €426m.

Hedge accounting requires periodic effectiveness testing at the individual, sub-consolidated and consolidated level, with trading impacts on the income statement in the form of the forward points differential of interest rates between the two currencies. With regard to the spot component – i.e. the change in the exchange rate from the designation date to the valuation date – this is treated as profit (loss) from hedging activities and has offsetting effects on equity.

D. Hedging instruments

The principal causes for the ineffectiveness of the model adopted by the Group to check the effectiveness of the hedges are attributable to the following phenomena:

- mismatching between the notional amount of the derivative and the underlying recognised at the time of initial designation or generated subsequently, as in the case of partial repayments of loans or the buyback of bonds;
- application of different curves on the hedging derivative and the hedged item. Derivatives, which are normally collateralised, are discounted on the €STR curve, while the hedged objects are discounted on the indexing curve of the hedging instrument;
- inclusion in the effectiveness test of the value of the variable leg of the hedging derivative, in the case of a fair value hedge.

The ineffectiveness of the hedge is promptly recognised in order to:

- determine the effect in profit or loss;
- assessment of the possibility of continuing to apply hedge accounting rules.

The Group does not use dynamic hedges, as defined in IFRS7, paragraph 23C.

E. Hedged items

The principal types of hedged items are:

- debt securities carried as assets;
- fixed rate loans;
- floating rate loans;
- fixed-rate short-term deposits with current coupon already fixed of floating-rate loans;
- modelled demand deposits;
- net foreign currency investments.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Debt securities carried as assets

These are hedged in micro fair value hedge relationships, using IRS, OIS and CCS as hedging instruments. Interest rate risk is hedged for the entire duration of the bond. The Dollar Offset Method is used to test the effectiveness of the hedge. This method is based on the relationship between the accumulated changes (since the beginning of the hedge) in fair value of the hedging instrument, attributable to the hedged risk, and the changes in fair value of the hedged item (delta fair value), net of accrued interest.

Fixed rate loans

The Group has designated micro fair value hedge or macro fair value hedge relationships, mainly using IRS as hedging instruments. Interest rate risk is hedged for the entire duration of the underlying. The Dollar Offset Method is used to test the effectiveness of the micro hedges. For macro hedges, the hedged loan portfolio is of the open type, i.e. it is composed of a changing bask of fixed rate instruments managed at the aggregate level through the hedging derivatives that are stipulated over time. The effectiveness of the macro hedges on fixed rate loans is periodically tested with capacity tests aimed at demonstrating that the portfolio subject to potential hedging contains an amount of assets whose sensitivity profile and changes in fair value for interest rate risk are adequate compared to those of the derivatives used for the hedge. Once the capacity has been verified, the accounting test is carried out, both prospectively and retrospectively, in a way similar to what is done for micro fair value hedges.

Variable rate loans

These hedges aimed at stabilising the cash flows of assets such as securities and floating-rate deposits over time. Intesa Sanpaolo’s floating-rate bonds are currently subject to this type of hedging.

Fixed-rate short-term deposits with coupon already fixed of floating-rate loans

Fixed rate deposits managed by Treasury and the fixed coupon of floating rate loans may be subject to a micro fair value hedge relationship, using OIS as hedging instruments. The purpose of this type of hedging is to immunise the interest rate risk determined by the fixed rate deposits or by the previously set coupons of floating rate loans. The Dollar Offset Method is used to test the effectiveness of the hedge.

Modelled demand deposits

On-demand liabilities are hedged using IRSs in which a floating rate is exchanged for a fixed rate. As mentioned above, these PAVs are represented by metadeposits; i.e. fictitious aggregates built according to a behavioural model aimed at identifying the stable part of rates over time and transforming it into fixed-rate deposit liabilities at maturity.

Net foreign currency investments

These hedges occur through FX outright forward derivatives aimed at immunising against the effects of changes in the exchange ratio that could impact the foreign exchange reserves in the Group’s consolidated shareholders’ equity.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

QUANTITATIVE INFORMATION

A. FINANCIAL HEDGING DERIVATIVES

A.1 Financial hedging derivatives: notional values at the end of the period

UNDERLYING ASSETS/TYPES OF DERIVATIVES	31.12.2024				31.12.2023			
	OVER THE COUNTER			REGULATED MARKETS	OVER THE COUNTER			REGULATED MARKETS
	CENTRAL COUNTERPARTIES	WITHOUT CENTRAL COUNTERPARTIES			CENTRAL COUNTERPARTIES	WITHOUT CENTRAL COUNTERPARTIES		
		WITH NETTING AGREEMENTS	WITHOUT NETTING AGREEMENTS			WITH NETTING AGREEMENTS	WITHOUT NETTING AGREEMENTS	
1. Debt securities and interest rate derivatives	-	13,759	-	-	-	9,925	-	-
a) Options	-	-	-	-	-	-	-	-
b) Swap	-	13,759	-	-	-	9,925	-	-
c) Forward	-	-	-	-	-	-	-	-
d) Futures	-	-	-	-	-	-	-	-
e) Other	-	-	-	-	-	-	-	-
2. Equity derivatives and index derivatives	-	-	-	-	-	-	-	-
a) Options	-	-	-	-	-	-	-	-
b) Swap	-	-	-	-	-	-	-	-
c) Forward	-	-	-	-	-	-	-	-
d) Futures	-	-	-	-	-	-	-	-
e) Other	-	-	-	-	-	-	-	-
3. Currencies and gold	-	344	-	-	-	376	-	-
a) Options	-	-	-	-	-	-	-	-
b) Swap	-	-	-	-	-	68	-	-
c) Forward	-	344	-	-	-	308	-	-
d) Futures	-	-	-	-	-	-	-	-
e) Other	-	-	-	-	-	-	-	-
4. Commodities	-	-	-	-	-	-	-	-
5. Other	-	-	-	-	-	-	-	-
Total	-	14,103	-	-	-	10,301	-	-



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

A.2 Financial hedging derivatives: gross positive and negative fair value - distribution by product

TYPES OF DERIVATIVES	POSITIVE AND NEGATIVE FAIR VALUE							CHANGE IN VALUE USED TO DETERMINE INEFFECTIVENESS OF HEDGE		
	31.12.2024				31.12.2023				31.12.2024 TOTAL	31.12.2023 TOTAL
	OVER THE COUNTER			REGULATED MARKETS	OVER THE COUNTER			REGULATED MARKETS		
	CENTRAL COUNTERPARTIES	WITHOUT CENTRAL COUNTERPARTIES WITH NETTING AGREEMENTS	WITHOUT NETTING AGREEMENTS		CENTRAL COUNTERPARTIES	WITHOUT CENTRAL COUNTERPARTIES WITH NETTING AGREEMENTS	WITHOUT NETTING AGREEMENTS			
1. Positive fair value										
a) Options	-	-	-	-	-	-	-	-	-	-
b) Interest rate swap	-	301	-	-	-	257	-	-	-	-
c) Cross currency swap	-	-	-	-	-	-	-	-	-	-
d) Equity swaps	-	-	-	-	-	-	-	-	-	-
e) Forward	-	2	-	-	-	-	-	-	-	-
f) Futures	-	-	-	-	-	-	-	-	-	-
g) Other	-	-	-	-	-	-	-	-	-	-
Total	-	303	-	-	-	257	-	-	-	-
2. Negative fair value										
a) Options	-	-	-	-	-	-	-	-	-	-
b) Interest rate swap	-	288	-	-	-	339	-	-	-	-
c) Cross currency swap	-	-	-	-	-	13	-	-	-	-
d) Equity swaps	-	-	-	-	-	-	-	-	-	-
e) Forward	-	-	-	-	-	10	-	-	-	-
f) Futures	-	-	-	-	-	-	-	-	-	-
g) Other	-	-	-	-	-	-	-	-	-	-
Total	-	288	-	-	-	362	-	-	-	-



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

A.3 OTC financial hedging derivatives: notional values, gross positive and negative fair value by counterparty

UNDERLYING ASSETS	CENTRAL COUNTERPARTIES	BANKS	OTHER FINANCIAL INSTITUTIONS	OTHER PARTIES
Contracts other than netting agreements				
1) Debt securities and interest rate derivatives				
- notional values	X	-	-	-
- positive fair value	X	-	-	-
- negative fair value	X	-	-	-
2) Equity derivatives and index derivatives				
- notional values	X	-	-	-
- positive fair value	X	-	-	-
- negative fair value	X	-	-	-
3) Currencies and gold				
- notional values	X	-	-	-
- positive fair value	X	-	-	-
- negative fair value	X	-	-	-
4) Commodities				
- notional values	X	-	-	-
- positive fair value	X	-	-	-
- negative fair value	X	-	-	-
5) Other				
- notional values	X	-	-	-
- positive fair value	X	-	-	-
- negative fair value	X	-	-	-
Netting agreements				
1) Debt securities and interest rate derivatives				
- notional values	-	13,759	-	-
- positive fair value	-	301	-	-
- negative fair value	-	288	-	-
2) Equity derivatives and index derivatives				
- notional values	-	-	-	-
- positive fair value	-	-	-	-
- negative fair value	-	-	-	-
3) Currencies and gold				
- notional values	-	344	-	-
- positive fair value	-	2	-	-
- negative fair value	-	-	-	-
4) Commodities				
- notional values	-	-	-	-
- positive fair value	-	-	-	-
- negative fair value	-	-	-	-
5) Other				
- notional values	-	-	-	-
- positive fair value	-	-	-	-
- negative fair value	-	-	-	-

A.4 Residual life of OTC financial hedging derivatives: notional values

UNDERLYING/RESIDUAL LIFE	UP TO 1 YEAR	OVER 1 YEAR AND UP TO 5 YEAR	OVER 5 YEARS	TOTAL
A.1 Debt derivatives and interest rate derivatives	3,609	8,486	1,664	13,759
A.2 Equity derivatives and index derivatives	-	-	-	-
A.3 Currency and gold derivatives	344	-	-	344
A.4 Commodity derivatives	-	-	-	-
A.5 Other financial derivatives	-	-	-	-
Total 31.12.2024	3,953	8,486	1,664	14,103
Total 31.12.2023	2,199	5,779	2,323	10,301

1.4 LIQUIDITY RISK

QUALITATIVE INFORMATION

A. General aspects, management processes, and methods for measuring liquidity risk

Liquidity risk is the risk that the Group will fail to satisfy its own payment commitments due to its inability both to obtain funds on the market (funding liquidity risk) and to sell its own assets (market liquidity risk).

The internal system for control and management of liquidity risk is developed within the Group Risk Appetite Framework and in compliance with the maximum limits of tolerance of liquidity risk approved in that Framework, which require that the Group has to maintain adequate liquidity so as to deal with periods of tension, including extended ones, on different funding markets, inter alia through the formation of adequate liquidity reserves represented by marketable securities that can be refinanced at central banks. Accordingly, a balanced relationship has to be maintained between inflows and outflows over both the short and medium-long term. This objective is developed by the “Group Guidelines for Governance of Liquidity Risk” approved by the Corporate Bodies of Intesa Sanpaolo, applying the relevant current regulatory provisions.

The guidelines incorporate the regulatory provisions covering liquidity risk and illustrate the duties of the various corporate functions, the rules and set of control and management processes designed to assure prudent monitoring of that risk, by preventing crisis situations from arising. To this end, they include procedures for identifying risk factors, measuring risk exposure and verifying compliance with limits, as well as rules for carrying out stress tests and identifying appropriate risk mitigation initiatives, in addition to the preparation of contingency plans and reporting to corporate bodies. In particular, from the organisational point of view, the duties assigned to the Board of Directors have been defined in detail, and top management is delegated with several important compliance measures, such as approval of the measurement methods, definition of the principal assumptions underlying the stress scenarios, and the composition of the attention indicators used to activate emergency plans.



The liquidity risk measurement metrics and mitigation tools are set out in the Group’s Liquidity Risk Governance Guidelines, which define the methodological framework of both short-term and structural liquidity indicators.

The short-term liquidity indicators aim to assure an adequate and balanced level between negative and positive cash flows having a certain or estimated due date falling within a 12-month time horizon, with the aim of confronting periods of tension, including extended ones, on the different funding markets, including through the establishment of adequate liquidity reserves (so-called Liquidity Buffer) that can be freely used as the main liquidity risk mitigation instrument.

The Liquidity Coverage Ratio (LCR), whose minimum limit has been 100%, has the purpose of reinforcing the short-term liquidity risk profile, assuring that it holds sufficient, unrestricted High-Quality Liquid Assets (HQLA) that may be easily and immediately converted into cash on private markets to satisfy liquidity requirements at 30 days in an acute liquidity stress scenario as defined in the Delegated Regulation (EU) no. 2015/61.

The Structural Liquidity Policy sets out to adopt the Net Stable Funding Ratio (NSFR) requirement, which entered into force in June 2021 and has a minimum level of 100%, following the final approval and subsequent publication in the Official Journal of the banking reform package containing Directive (EU) 2019/878 (CRD V) and Regulation (EU) 2019/876 (CRR II). That indicator aims to promote greater use of stable inflows, preventing medium and long-term operations from causing excessive imbalances to be financed on a short-term basis. Accordingly, it sets a minimum acceptable amount of funding for more than one year according to the needs originating from the liquidity and residual duration characteristics of off-balance sheet assets and exposures.

In that context, the Contingency Funding Plan (CFP) has been implemented. This contains different lines of action that can be activated to deal with potential stress situations, indicating the dimension of the mitigating effects that could be pursued over a short-term time horizon.

As part of the Group’s Liquidity Risk Governance Guidelines, it is also required that governance procedures be in place to govern a possible liquidity crisis, defined as a situation of difficulty or incapacity to meet one’s own cash commitments as they fall due, unless procedures are activated and/or tools are used in a way that cannot be associated with ordinary administration in terms of their intensity or procedures. The Contingency Liquidity Plan, with the objectives of safeguarding the Group’s assets and, at the same time, guaranteeing operational continuity in conditions of serious emergency on the liquidity front, ensures the identification of early warning signals, their continuous monitoring, the definition of the procedures to be launched in the event of liquidity stress, indicating also the immediate lines of action and the intervention tools to resolve the emergency.

Adequate and timely disclosures on the development of market conditions and the Group’s position have been issued to the Corporate Bodies and to the internal Committees, to assure full awareness and the governability of the different risk factors.

The Fideuram Group manages liquidity risk in accordance with Intesa Sanpaolo’s Liquidity Risk Governance Guidelines, which ensure prompt implementation of national and supranational legal and regulatory changes. The key principles of said regulatory changes introduce prudential rules regarding both short-term liquidity risk management and long-term liquidity risk management (structural liquidity).

The Group’s solidity is based on balance sheet liabilities that are mainly centred on retail customer deposits. These are deposits that benefit from considerable stability over time, meaning that the Fideuram Group does not need to depend on the interbank market and can thus avoid exposure to the risk of a liquidity crisis in that market. In addition to the stability of customer deposits, where interest-bearing assets are concerned, the Group has an investment portfolio that is governed by stringent liquidity limits for securities (readily-negotiable and eligible for Central Bank refinancing) in accordance with the provisions of the Financial Portfolio Policy based on highly-prudential criteria suitable for ensuring high and stable liquidity.

The above-mentioned Policy provides for setting up an operational limit monitoring and reporting unit in line with current regulations. Liquidity risk exposure is monitored constantly to ensure that the operational limits and relevant regulations are respected. The methods adopted to measure the Group’s exposure to liquidity risk follow the cardinal principles of the European Banking Authority (EBA) and the provisions of the Supervisory Regulations, and ensure that the asset and liability items are calculated in a wholly suitable manner for providing an appropriate representation of expected cash flows.

With regard to liquidity risk, also in 2024 the indicators (regulatory and internal policy) confirmed the solidity of the Group’s liquidity position. Both regulatory indicators, Liquidity Coverage Ratio (LCR) and Net Stable Funding Ratio (NSFR), remain well above the minimum regulatory requirements. At the end of 2024, the Liquidity Coverage Ratio (LCR) of the Division, measured in accordance with Delegated Regulation (EU) 2015/61, stood at 153.5% (213.9% at December 2023). Liquidity reserves, including High-Quality Liquid Assets (HQLA) and other eligible components, amounted to approximately €7.6bn. Again at the end of the year, the Division’s NSFR stood at 134.8%. All the necessary preventive management and control measures remain in place with the aim of detecting any signs of a potential tightening of liquidity conditions.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

QUANTITATIVE INFORMATION

1. Analysis of financial assets and liabilities by remaining contractual term
(euro)

ITEMS/TIME BANDS	DEMAND DEPOSITS	BETWEEN MORE THAN 1 AND 7 DAYS	BETWEEN MORE THAN 7 AND 15 DAYS	BETWEEN MORE THAN 15 DAYS AND 1 MONTH	BETWEEN MORE THAN 1 MONTH AND 3 MONTHS	BETWEEN MORE THAN 3 MONTHS AND 6 MONTHS	BETWEEN MORE THAN 6 MONTHS AND 1 YEAR	BETWEEN MORE THAN 1 AND 5 YEARS	OVER 5 YEARS	UNSPECIFIED MATURITY
Cash assets	16,829	65	386	231	3,318	2,721	6,042	22,047	3,929	459
A.1 Government securities	3	-	-	3	163	120	68	1,115	1,162	-
A.2 Other debt securities	1	-	9	9	1,193	293	2,693	17,012	1,781	-
A.3 Units in mutual funds	13	-	-	-	-	-	-	-	-	-
A.4 Loans	16,812	65	377	219	1,962	2,308	3,281	3,920	986	459
- Banks	6,106	3	152	106	1,683	1,900	3,180	3,517	150	458
- Customers	10,706	62	225	113	279	408	101	403	836	1
Cash liabilities	36,234	540	358	1,703	2,371	4,214	492	366	1,631	1,573
B.1 Deposits and current accounts	35,945	430	358	1,703	2,089	4,201	467	29	1,250	1,561
- Banks	95	32	2	506	308	301	1	4	1,250	223
- Customers	35,850	398	356	1,197	1,781	3,900	466	25	-	1,338
B.2 Debt securities	-	-	-	-	-	-	-	-	-	-
B.3 Other liabilities	289	110	-	-	282	13	25	337	381	12
Off-balance-sheet transactions										
C.1 Financial derivatives with exchange of capital										
- Long positions	-	216	-	-	1,747	349	-	-	-	-
- Short positions	-	63	-	-	1,750	-	-	-	-	-
C.2 Financial derivatives without exchange of capital										
- Long positions	-	1	1	11	57	110	205	-	-	-
- Short positions	-	-	10	20	68	89	162	-	-	-
C.3 Deposits and loans receivable										
- Long positions	-	-	-	-	-	-	-	-	-	-
- Short positions	-	-	-	-	-	-	-	-	-	-
C.4 Commitments to grant finance										
- Long positions	-	-	-	-	-	-	-	-	-	-
- Short positions	-	-	-	-	-	-	-	-	-	-
C.5 Financial guarantees issued	156	-	8	5	8	9	37	37	20	-
C.6 Financial guarantees received	-	-	-	-	-	-	-	-	-	-
C.7 Credit derivatives with exchange of capital										
- Long positions	-	-	-	-	-	-	-	-	-	-
- Short positions	-	-	-	-	-	-	-	-	-	-
C.8 Credit derivatives without exchange of capital										
- Long positions	-	-	-	-	-	-	-	-	-	-
- Short positions	-	-	-	-	-	-	-	-	-	-



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

(Other currencies)

ITEMS/TIME BANDS	DEMAND DEPOSITS	BETWEEN MORE THAN 1 AND 7 DAYS	BETWEEN MORE THAN 7 AND 15 DAYS	BETWEEN MORE THAN 15 DAYS AND 1 MONTH	BETWEEN MORE THAN 1 MONTH AND 3 MONTHS	BETWEEN MORE THAN 3 MONTHS AND 6 MONTHS	BETWEEN MORE THAN 6 MONTHS AND 1 YEAR	BETWEEN MORE THAN 1 AND 5 YEARS	OVER 5 YEARS	UNSPECIFIED MATURITY
Cash assets	977	2	386	157	152	240	44	258	28	25
A.1 Government securities	30	-	-	-	9	-	43	-	-	-
A.2 Other debt securities	-	-	-	-	-	-	-	-	-	-
A.3 Units in mutual funds	1	-	-	-	-	-	-	-	-	-
A.4 Loans	946	2	386	157	143	240	1	258	28	25
- Banks	760	-	385	30	34	31	-	-	-	23
- Customers	186	2	1	127	109	209	1	258	28	2
Cash liabilities	1,113	644	195	249	220	35	49	-	-	988
B.1 Deposits and current accounts	1,113	644	195	249	220	35	49	-	-	988
- Banks	82	22	23	42	105	4	6	-	-	511
- Customers	1,031	622	172	207	115	31	43	-	-	477
B.2 Debt securities	-	-	-	-	-	-	-	-	-	-
B.3 Other liabilities	-	-	-	-	-	-	-	-	-	-
Off-balance-sheet transactions										
C.1 Financial derivatives with exchange of capital										
- Long positions	-	526	-	-	1,769	-	-	-	-	-
- Short positions	-	676	-	-	1,768	344	-	-	-	-
C.2 Financial derivatives without exchange of capital										
- Long positions	-	-	-	-	-	-	-	-	-	-
- Short positions	-	-	-	-	-	-	-	-	-	-
C.3 Deposits and loans receivable										
- Long positions	-	-	-	-	-	-	-	-	-	-
- Short positions	-	-	-	-	-	-	-	-	-	-
C.4 Commitments to grant finance										
- Long positions	-	-	-	-	-	-	-	-	-	-
- Short positions	-	-	-	-	-	-	-	-	-	-
C.5 Financial guarantees issued	-	-	-	-	-	-	-	-	-	-
C.6 Financial guarantees received	-	-	-	-	-	-	-	-	-	-
C.7 Credit derivatives with exchange of capital										
- Long positions	-	-	-	-	-	-	-	-	-	-
- Short positions	-	-	-	-	-	-	-	-	-	-
C.8 Credit derivatives without exchange of capital										
- Long positions	-	-	-	-	-	-	-	-	-	-
- Short positions	-	-	-	-	-	-	-	-	-	-



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

1.5 OPERATIONAL RISK

QUALITATIVE INFORMATION

A. General aspects, management processes, and methods for the measurement of operational risk

Operational risk is defined as the risk of loss arising from inadequate or ineffective internal processes, human resources or systems, or from external events.

The Intesa Sanpaolo Group implements an operational risk assumption and management strategy based on the principles of prudent management and aimed at guaranteeing its long-term soundness and business continuity. Moreover, the Group devotes special attention to striking an optimal balance between growth and earnings targets and the consequent risks.

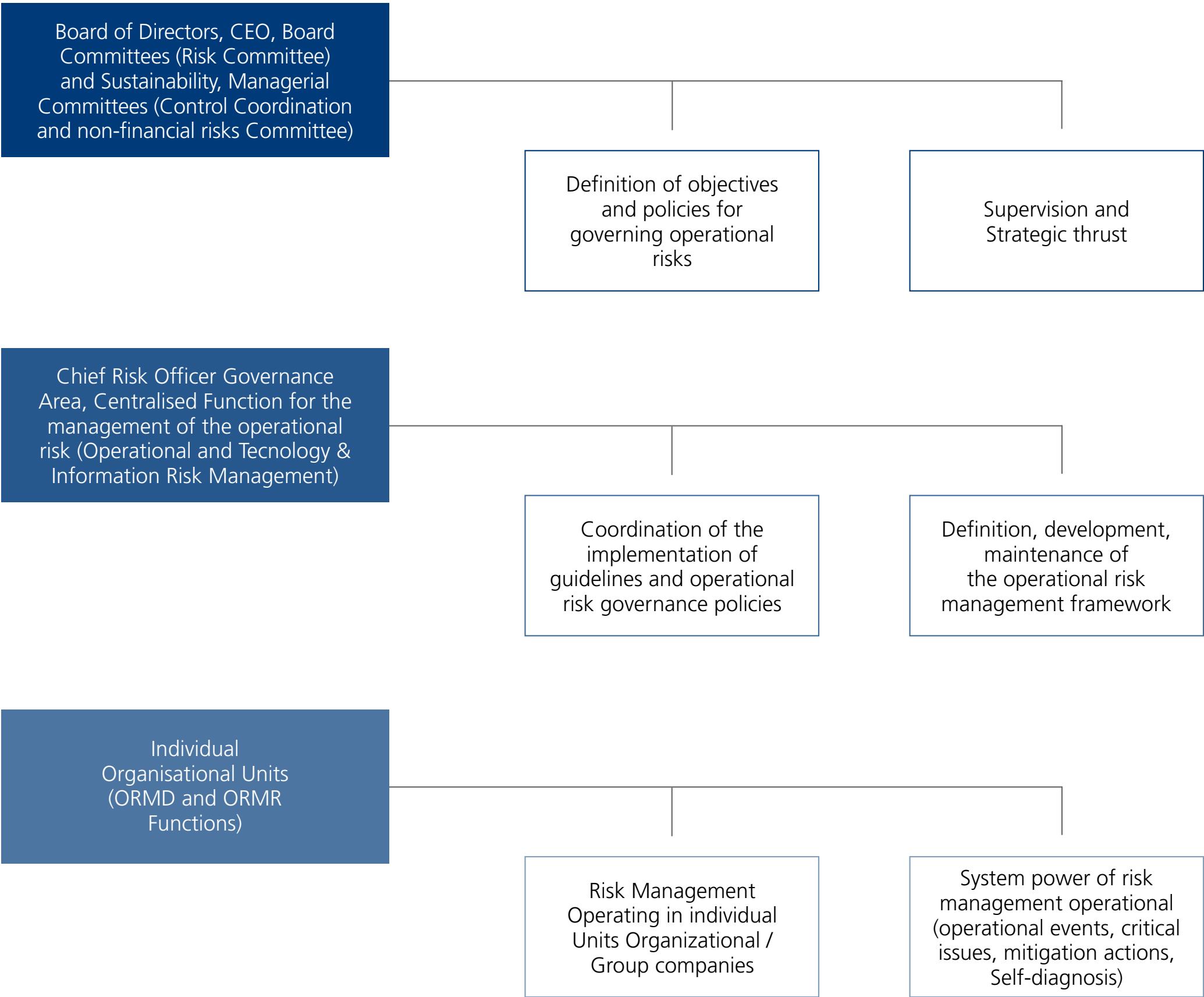
To that end, the Intesa Sanpaolo Group drew up a framework for the governance of operational, ICT and security risks some time ago, establishing rules and organisational processes for measuring, managing and monitoring operational risk.

The Group calculates its capital requirement using the Advanced Measurement Approach (AMA) in partial use with the standardised approach (TSA) and basic indicator approach (BIA) to meet its supervisory requirements. At 31 December 2024, the Advanced Approach perimeter consisted of Intesa Sanpaolo (including the former Banks and Companies merged into it) and the main banks and companies of the Private Banking and Asset Management Divisions, VUB Banka, VUB Operative Leasing and PBZ Banka.

Governance Model

An effective and efficient operational, ICT and security risk management framework presupposes that it be tightly integrated in the decision-making processes and management of company operations. For this reason, the Intesa Sanpaolo Group has chosen to involve the Organisational Units (e.g. the business units, central structures, support structures) of the Parent Company, and Group banks and Companies with direct responsibility in the Operational, ICT and Security Risk Management process. The operational, ICT and security risk governance model is developed in view of:

- optimising and developing the organisational safeguards, interrelationships and information flows among the existing Organizational Units and integration of the operational, ICT and security risk management approach with other company models developed to deal with specific risks (e.g. Business Continuity, Computer Security, etc.);
- transparency and distribution of the models, methods, and analytical, assessment and measurement criteria used to facilitate the process of cultural dissemination and comprehension of the logics underlying the adopted choices.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

The Group has a centralized operational, ICT and security risk management function, which is responsible for designing, implementing and supervising the methodological and organizational framework, as well as for measuring risk profiles, verifying the effectiveness of mitigation measures and reporting to top management. In compliance with current legislative requirements, each business unit is responsible for detecting, assessing, managing and mitigating risks: it has clearly identified internal units which are responsible for the Operational, ICT and Security Risk Management of each unit (e.g. collection and structured recording of information on operational loss events, criticality detection and mitigation, scenario analyses and the evaluation of risks associated with the operating context). To continuously support the operational, ICT and security risk governance process, a structured training program is active for people actively involved in the process itself.

ICT and security risk

The Intesa Sanpaolo Group considers its information system to be a tool of primary importance for achieving its own strategic, business and social responsibility objectives, inter alia in light of the critical importance of the business processes that depend on it. Consequently, it is committed to creating a resilient environment and investing in activities and infrastructure aimed at minimising the potential impact of ICT events and to protect its business, image, customers and employees.

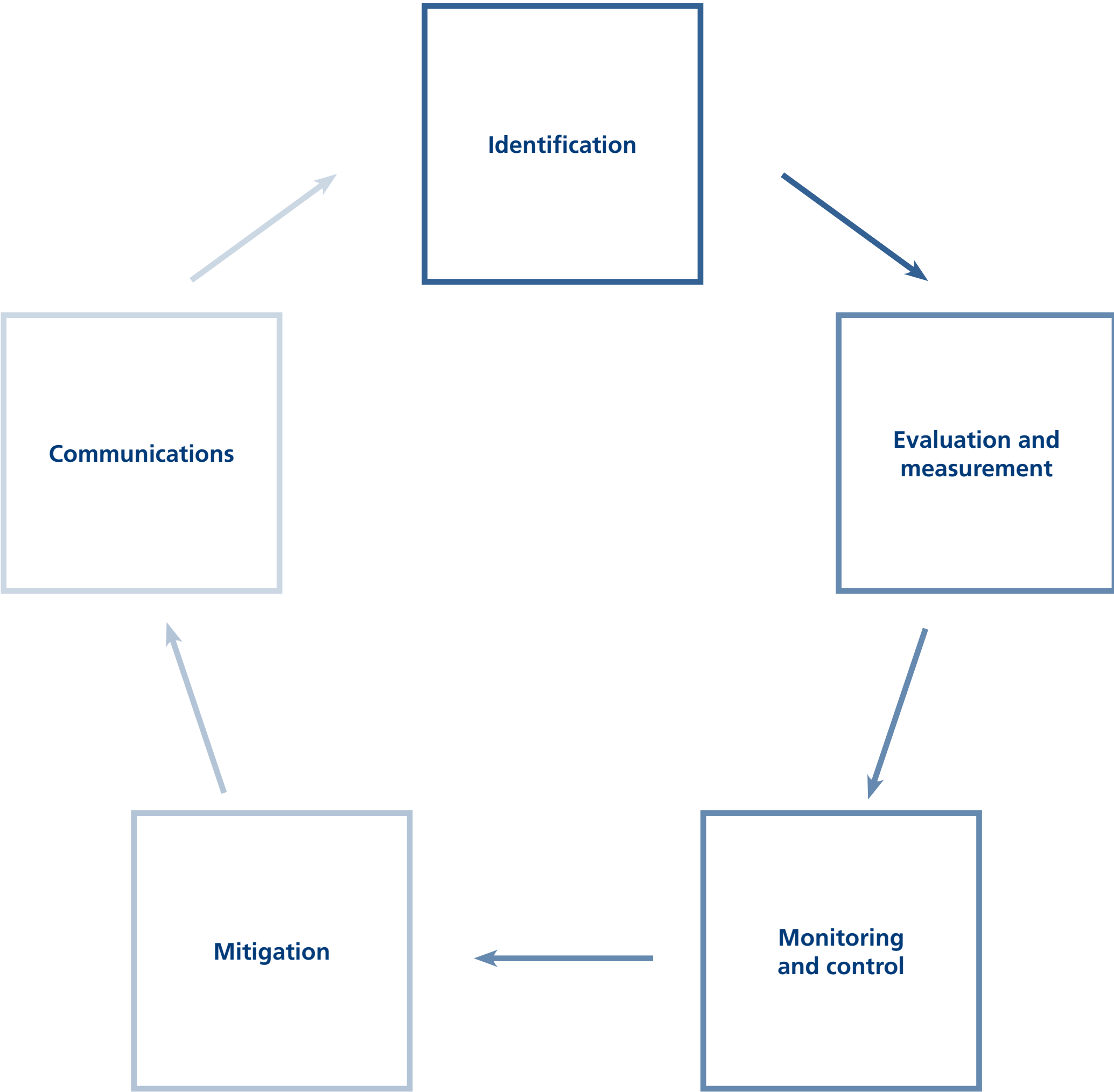
Therefore, the Group has implemented a system of principles and rules designed to identify and measure the ICT and security risk to which corporate assets are exposed, assess the existing safeguards and identify the adequate procedures for handling such risks, as compatible with the operational, ICT and security risk management process.

Consistently with the methodological framework defined for the governance of operational risks and, the ICT and security risk governance management model is developed in view of integration and coordination of the specific skills of the units involved.

ICT and security risk means the risk of incurring losses due to the violation of confidentiality, the lack of integrity of systems and data, the inadequacy or unavailability of systems and data, or the inability to replace information technology (IT) within reasonable times and cost limits in the event of a change in the requirements of the external environment or activity (agility); security risk also means the risk deriving from inadequate or incorrect internal processes or from external events, including cyberattacks or from an inadequate level of physical security. In the integrated representation of business risks, this type of risk is considered for prudential purposes (ICAAP) according to specific aspects, including operational, reputational, and strategic risks.

Group operational, ICT and security risk management process

The Intesa Sanpaolo Group’s operational, ICT and security risk management process is divided into the following phases:



- ABOUT THIS REPORT
- OUR IDENTITY
- GROUP STRUCTURE
- HIGHLIGHTS
- KEY PERFORMANCE INDICATORS
- INTRODUCTORY NOTE
- CHAIRMAN’S STATEMENT
- CHIEF EXECUTIVE OFFICER’S STATEMENT
- 1. BUSINESS MODEL
- 2. EXTERNAL CONTEXT AND STRATEGIES
- 3. PERFORMANCE
- 4. GOVERNANCE
- 5. CONSOLIDATED FINANCIAL STATEMENTS**
- 6. INDEPENDENT AUDITORS’ REPORT
- 7. SCHEDULES
- 8. GLOSSARY
- 9. CONTACT US

Identification

The identification phase covers the activities of gathering and classifying the qualitative and quantitative information that permit identification and description of the potential areas of risk. It specifically envisages:

- the collection and updating of data about operational events (Loss Data Collection), with this activity being delegated to the Organisational Units;
- identification of the business processes and components of the information system at greatest potential risk;
- determination of the applicability and relevance of the defined operational risk factors;
- identification of the projects that will require major modifications to the information system or modifications to major components of the information system;
- identification of the major risk scenarios, inter alia according to the external context (e.g. external data loss, regulatory developments, emerging trends, strategic and threat intelligence);
- identification and analysis of the problems affecting the operational areas of the Group.

Evaluation and measurement

The evaluation and measurement phase comprises the activities performed for the qualitative and quantitative determination of exposure to Group operational, ICT and security risks.

It calls for:

- at least annually, carrying out the process of assessing exposure to operational, ICT and security risk (Self-Diagnosis);
- the execution of preventive analyses of operational, ICT and security risks stemming from agreements with third parties (e.g. outsourcing of activities), business transactions or projects, introduction or revision of new products and services, startup of new activities and entry into new markets;
- determination of the importance of the identified problems;
- transformation of the gathered assessments (e.g. internal and external operational loss data, monitoring levels of risk factors, likelihood and impact if the risk scenarios are realised) in summary risk measurements;
- determination of the economic and regulatory capital through the internal model and the simplified methods defined by current laws and regulations.

Monitoring and control

The monitoring phase aims to continuously analyse and verify the following:

- changes in the exposure to operational, ICT and security risks. It is based on the structured organisation of the results obtained from the identification, assessment, measurement and observation of indicators that represent a good proxy of exposure to operational, ICT and security risks (e.g. limits, early warnings and indicators defined in the RAF);
- changes in the risk profile from adopting new technologies or implementing significant modifications to existing systems.

Mitigation

The mitigation phase consists of the activities designed to limit exposure to operational, ICT and security risks, defined on the basis of what is revealed during identification, measurement, assessment and monitoring. It calls for:

- the identification, definition and implementation of the corrective actions (so-called mitigation actions) necessary to remedy the identified control deficiencies or to reduce the relevance of the identified criticalities within the defined tolerance;
- the promotion of initiatives to disseminate the operational risk culture inside the Group;
- the development of operational, ICT and security risk transfer strategies, in view of streamlining insurance coverage and any other forms of risk transfer adopted by the Group over time.

In this regard, in addition to using a traditional insurance programme (e.g. to protect against unlawful conduct, computer fraud, forgery, cyber attacks, fires and/or earthquakes, third party liability), the Group has stipulated, in compliance with regulatory requirements, an insurance policy “Operational Risk Insurance Programme”, which provides ad hoc coverage for Companies that use advanced methods to calculate the capital requirement for operational risks, significantly raising the limits of liability covered and consequently transferring the risk of significant operational losses to the insurance market.

In addition, the Group has implemented specific business continuity solutions that can be deployed to contain risks regarding its premises and infrastructures and the impact of events such as environmental disasters, international crises and social protests.

Communications

The communications phase consists in the arrangement of appropriate flows of information connected with the management of operational, ICT and security risks, designed to provide, for example, information useful for:

- analysis and comprehension of any dynamics underlying changes in the level of exposure to operational, ICT and security risks;
- analysis and comprehension of the main critical issues identified;
- the development of mitigation actions and intervention priorities.

Self-diagnosis

Self-diagnosis is the annual process through which the Organisational Units identify their own level of exposure to operational, ICT and security risks. It consists of the Operational Risk Assessment and ICT and Security Risk Assessment, which in turn consist of the following:

- Assessment of the Operational Context (AOC): an activity through which relevant Risk Factors are identified and the relative level of supervision is evaluated, also through second level controls.
- Scenario Analysis (SA): a forward-looking assessment, in terms of probability of occurrence and potential impact, of potential risk scenarios that could affect the Group’s areas of operations.

This process has the dual objective of preventing/mitigating potential negative impacts on the Group’s legal entities and of contributing to the calculation of economic and regulatory capital for operational risk.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Internal model for operational risk measurement

Capital at risk is defined as the minimum amount of capital required to meet the maximum potential loss. The calculation model envisages the integration of quantitative information sources (internally detected operating losses, operating losses from external databases, scenario analysis estimates) with qualitative assessments carried out as part of the Business Environment Analysis, so as to take into account the evolution of the operating context and the effectiveness of the internal control system. Capital at risk is calculated using a Loss Distribution Approach statistical model, with a one-year time horizon and a 99.90% confidence interval, and incorporates the benefits of the insurance mitigation component (authorisation received from the Bank of Italy in June 2023).

Impacts of the Russia-Ukraine conflict

As far as operational risks are concerned, the impacts related to the Russia-Ukraine conflict concern certain actions adopted to ensure the Group’s operational continuity, in particular the extra costs incurred for the Business Continuity sector. This information is used for the purpose of monitoring exposure to operational risk, including the risk related to the Risk Appetite Framework.

QUANTITATIVE INFORMATION

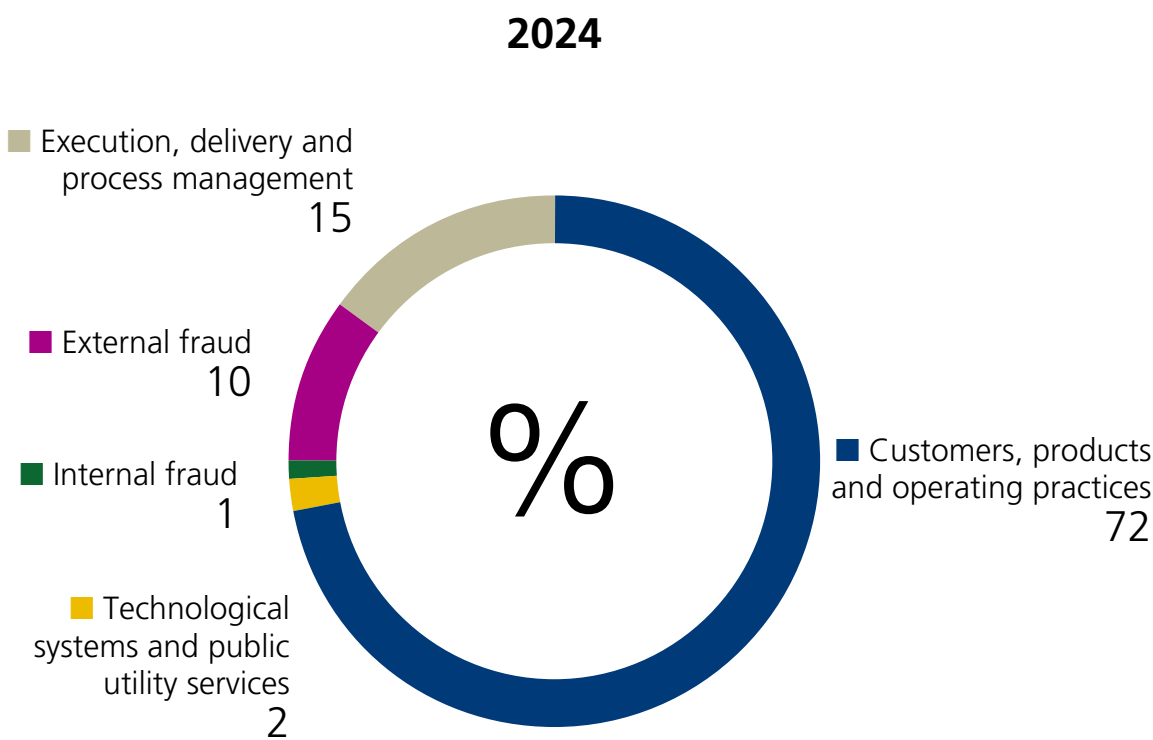
The total capital absorption of the Fideuram Group amounted to €298m at 31 December 2024, basically in line with 31 December 2023 (€296m).

With reference to sources of operational risk, a chart is provided below relating to the impact of the losses recognised during the financial year based on the type of event.

The losses that most characterized the Division’s risk profile during the financial year relate to the adjustment of losses of previous events, carried out according to the evolution of the underlying disputes and associated with disputes concerning disclosure and/or the management of customer relations (see “Customers, products and operating practices”) and with errors in operations (see “Execution, delivery and process management”)

To protect against these phenomena, the Division has already defined and is still promoting the most appropriate consolidation measures aimed at preventing and mitigating risk.

Breakdown of operational losses



Legal and tax risks

The Group is involved in civil and tax lawsuits as well as in criminal proceedings against third parties as part of its normal business operations.

The Group monitors pending cases constantly in consultation with external legal advisers, examining them in the light of the relevant contractual documents, the conduct concerned, internal investigations and any critical aspects highlighted by the aforesaid legal advisers during lawsuits. The Group has set aside provisions for legal disputes to cover, among other things, the liabilities that could, according to internal and external legal advice, be incurred as a result of pending legal and other disputes.

At 31 December 2024, these provisions totalled €73m. The total provisions and the amount of the individual provisions set aside are calculated based on the estimated probability also taking account of external and internal legal advisers’ indications of the proceedings having negative outcomes. As a consequence of said process, certain pending proceedings in which the Group is involved and regarding which a negative outcome is considered either remote or not quantifiable are not included in the provisions for legal disputes. At 31 December 2024, the number and value of pending proceedings were not such as to have any potential significant impact on the business, assets or financial situation of the Group. More specifically, existing litigation may be classified as follows:

1) Cases regarding alleged unlawful and/or improper conduct by former Personal Financial Advisers authorised to offer products and services outside Group premises

The majority of legal proceedings against the Group regard requests for compensation for damages in response to alleged unlawful conduct by former financial advisers authorised to offer products and services off Group premises. The Group’s involvement where damaging events of this kind are concerned is linked to the fact that it is considered jointly and severally liable with its Personal Financial Advisers pursuant to Article 31, subparagraph 3, of the Italian Finance Consolidation Act (Testo Unico Della Finanza - TUF), which specifies that the broker is jointly and severally liable for any damages to third parties caused by a personal financial adviser authorised to offer products and services outside company premises, even when responsibility for said damages has been ascertained in a court of criminal law. This type of complaint is in most cases due to acts of appropriation, forged signatures on contractual forms and the issue of false statements and/or reports to customers.

ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Fideuram has an insurance policy for the disloyalty of financial advisors, which covers claims resulting from wrongdoings committed by financial advisors of Fideuram, Sanpaolo Invest, Intesa Sanpaolo Private Banking and IW Private Investments of an amount exceeding €3m. The annual per-claim limit provided for in the policy is €16m (to cover all complaints, including out-of-court settlements, regarding the unlawful/improper conduct of a single Personal Financial Adviser).

An inspection performed by the Audit Department exposed major irregularities committed by a former Personal Financial Adviser of Sanpaolo Invest. The audits confirmed that irregularities were committed that caused damage to several customers, such as the misappropriation of funds and reports showing untrue increases in value. On 28 June 2019, the company terminated with just cause the agency agreement it had with the Personal Financial Adviser and reported the facts of the case to the Public Prosecutor of Parma and to the Supervisory Authority for Personal Financial Advisers, which first suspended and then expelled the Personal Financial Adviser from the Single Register of Financial Advisers in December 2019. After the crime was committed, the Company received a total of 279 claims for compensation (including claims, mediation, and lawsuits), for a total of about €62.9m, mostly based on alleged embezzlement of money, losses from disavowed transactions involving financial instruments, false statements and debiting of fees and commission related to the advisory service. To date, 24 claims for compensation are pending for a petitem of approximately €10m. A total of €9.6m has been recovered from the wrongfully credited customers (already returned to the damaged customers). The criminal proceedings against the former personal financial adviser for fraud, embezzlement, and aggravated theft by fraudulent means and abuse of authority concluded with a plea bargain in which the former agent was sentenced to four years of imprisonment, and therefore Fideuram’s third-party liability no longer applied. Civil actions for recovery were initiated and resulted in two convictions against the former financial adviser and the granting of an injunction, which was opposed. In light of the risks associated with the offence already mentioned, provisions have been made, mostly for the damages ascertained in relation to compensation claims and pending cases.

The provisions already mentioned do not take into account the cover provided by the appropriate insurance policy under which the Company has already paid a first advance of €744k.

2) Cases regarding securities in default and losses on investments in financial products

Other lawsuits brought against the Company by customers seek avoidance and/or compensation for damages arising from the purchase of securities in default or which have otherwise depreciated significantly, and cases in which the customer alleges infringement of the regulations governing the provision of investment services and activities, consequently requesting the cancellation of transactions, refunding of the principal invested and/or compensation for damages.

3) Disputes initiated by former Personal Financial Advisers authorised to offer products and services outside Group premises regarding alleged breaches of their agency contract

There are a few lawsuits of this kind brought by former Fideuram Personal Financial Advisers authorised to offer products and services off Group premises, which involve complaints regarding alleged breach of contract. They are mainly requests for the payment of various termination indemnities, commissions and compensation for damages.

4) Disputes regarding banking and other transactions

These sorts of lawsuits are mainly connected with normal banking operations (e.g. capitalisation of interest, claims from receivers and the disposal of pledged assets), the payment o bank cheques, errors in the execution of orders, disruptions related to cards and other payment services, grievances related to the management of succession practices), and/or miscellaneous complaints raised for various reasons not falling within any other category, and which consist in claims for compensation or restitution.

In July 2023, Unicredit S.p.A. summoned Fideuram - Intesa Sanpaolo Banking to appear before the Court of Turin to obtain compensation for an alleged loss of approximately €23m plus interest and revaluation, allegedly sustained as a result of acts of alleged unfair competition adopted by Fideuram in connection with the resignation from Unicredit in the period 2022-2023 of some Personal Financial Advisers, then hired by Fideuram, as well as due to unlawful claims made by the aforesaid Personal Financial Advisers pending their switch to the defendant, of which Fideuram would also be liable. Fideuram appeared in court, fully contesting the adverse claims and requesting the applications to be thrown out, due to their being unfounded in fact and in law, stating, among other things, how the situations referred to in court are usual in the sector, characterized by the strong competitiveness and mobility of agents and since Fideuram itself is not immune from this phenomenon. As regards the claim for compensation, the amount was fully contested both concerning the assumptions and the quantification, since it was calculated with inappropriate methods based on a distorted representation of the profitability of the assets managed by the parties in question. In April 2024, the Court ordered an expert witness’s report on the amount of the alleged damage and the parties entered into settlement negotiations. In November 2024, Fideuram and Unicredit reached an agreement for the amicable settlement of the case.

In October 2022, Fideuram - Intesa Sanpaolo Private Banking was summoned before the Court of Naples with a request to: (i) ascertain the alleged invalidity of the framework agreement for the current account and for the provision of investment services signed at the time by the plaintiff with Fideuram, of the consequent invalidity of all investment transactions carried out and of the Bank’s alleged contractual and non-contractual liability, and consequently, (ii) order the Bank to pay compensation for the alleged damages suffered for a total of approximately €29m. The Bank appeared in court, contesting the legitimacy and admissibility of the questions proposed in fact and in law and confirming the correctness and compliance of its operations with applicable legislation, even when profiling and informing the customer. The case was adjourned for closing arguments at the end of 2025.

The Milan Public Prosecutor’s Office initiated criminal proceedings pursuant to Legislative Decree 231/2001 against Reyl & Cie for the predicate offence of money laundering, allegedly committed by one of its former employees (dismissed in 2020), and ordered the seizure of securities owned by Reyl itself for approximately €1.1m. The Swiss bank Cramer & Cie is also involved in the proceedings. The contested facts relate to events that took place in 2018, before Reyl & Cie joined the Group in May 2021. According to the indictment, the former employee, together with his brother (an employee of Bank Cramer & Cie) and an external consultant, allegedly engaged in practices aimed at facilitating tax evasion by Italian clients, through the transfer of accounts from Switzerland to branches located in the Bahamas, in order to allow those clients to withdraw money from those accounts, without the possibility of being traced by the Italian authorities. Although it is possible for Reyl to submit a petition to revoke or reduce the seizure, also taking into account the fact that



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

it is Reyl itself that reported the suspicious transactions to the Authorities, it should be noted that the same Public Prosecutor’s Office rejected the similar initiative promoted by Banca Cramer. Any consequent damage (for possible fines and/or confiscation) could be covered by the various guarantees envisaged for the seller, for which a reservation claim was made under the terms of the Reyl acquisition agreement. In the context of the criminal proceedings pursuant to Legislative Decree 231/01 pending before the Court of Milan for the hypothesis of money laundering, in February 2024 Reyl & Cie was notified of the indictment request against the former employee and his brother as well as Cramer & Cie and Reyl itself, and the preliminary hearing was consequently set by the investigating judge for 3 July 2024. At the end of a discussion between Reyl’s defence counsel and the Public Prosecutor, at the hearing of 3 July 2024, the bank, with a view to avoiding lengthy litigation and without any acknowledgement of liability for the contested facts, filed an application for the application of a fine (so-called plea bargaining), which was approved by the Public Prosecutor. At the subsequent hearing on 24 September 2024, the Judge ordered the case to be adjourned to 24 October 2024 to allow the other trial parties further time to reach an agreement with the Public Prosecutor’s Office to settle the case. As the other trial parties had not reached an agreement with the Public Prosecutor’s Office, at the hearing of 24 October 2024 the Public Prosecutor requested the issuance of the decree ordering the trial against the former employee, his brother and Cramer Bank. The judge then postponed his decision on both Reyl’s plea agreement and the position of the other trial parties to the hearing on 13 March 2025.

5) Tax disputes

After inspections carried out at Fideuram in 2014 and 2015, the Lazio Regional Office of the Italian Revenue Agency, Large Taxpayers Office, alleged non-compliance in 2009, 2010, and 2011 with respect to withholding tax on interest earned on accounts outside Italy linked to mutual funds distributed by the bank. The assessment notices were appealed by the company, which, most recently, lost the case at the hearings held before the Regional Tax Court for all the tax years. Convinced that it acted correctly, the company will continue to defend its own reasons before the Court of Cassation. Nevertheless, considering the rejection of its appeal, the company decided to accrue €4.9m in the risk provision to cover the costs, including penalties and interest, that will be owed if it loses at the last level of jurisdiction. Intesa Sanpaolo Private Banking has had pending IRES and IRAP disputes for some time relating to the deduction (which took place in the years 2011 and following) of accumulated amortisation of goodwill, resulting from the contributions of the private business units of Intesa Sanpaolo and Cassa dei Risparmi di Forlì e della Romagna in 2009, Banca di Trento e Bolzano and Cassa di Risparmio di Firenze in 2010, Cassa di Risparmio Pistoia e Lucchesia and Cassa di Risparmio dell’Umbria in 2013, released from the conferee pursuant to Article 15, paragraph 10 of Legislative Decree no. 185 of 29 November 2008. In September 2023, the bank resorted to dispute settlement as indicated in Law no. 197 of 29 December 2022 (the “2023 Budget”), the so-called “tax holiday”, with respect to 5 of the 7 pending disputes. In fact, for some of these years, taking into account the payments already made on a provisional basis and the discount, recognized by the Revenue Agency, from the cost of settling the substitute tax of 16% paid at the time, the limited outlay deriving from the settlement was judged positively compared to the continuation of lengthy litigation.

As for the cases still pending, relating to the years 2012 and 2016, also based on the opinion issued by the consultant, the liability risk is assessed as possible, since the legitimacy of the redemption of goodwill generated ex novo by the transferee - adopted at the time or also existing with other companies in the Group and not challenged - was explicitly admitted by the Agency with Circular no. 8/E of 2010 and is consistent with the provisions of Article 15, paragraph 10, of Decree-Law no. 185/2008.

During December 2023, certain Regional Directorates of the Revenue Agency notified Intesa Sanpaolo and some companies in the Group, of requests for clarification regarding the tax treatment adopted in relation to the shareholder payments made by Intesa Sanpaolo in 2017 to cover the costs (IT integration, incentive for employees leaving the company, etc.) of the subsidiaries, for the integration of Banca Popolare di Vicenza and Veneto Banca (“Banche Venete”). In this regard, it should be noted that for the acquisition of the Banche Venete, Intesa Sanpaolo had received a public contribution and that, in carrying out the management and coordination of its subsidiaries, it was responsible for safeguarding them from the impact that would have caused the above-mentioned charges being incurred. The tax treatment adopted by the Group’s companies – with exemption from IRES taxation of the shareholder contribution received – was in line with the response provided by the Revenue Agency to a specific request submitted by Intesa Sanpaolo.

Following discussions initiated with various offices of the Italian Revenue Agency, the Group has decided to comply with the Revenue Agency’s assessments by reclassifying the contributions as capital contributions, taxable on a cash basis under Article 88, paragraph 3 of the TUIR (Italian Consolidated Income Tax Act). The Group has submitted supplementary tax returns “in disfavour” and utilised the “ravvedimento operoso” (voluntary correction) procedure for the years in which the contributions were received. Given that IRES (Corporate Income Tax) is subject to offsetting among the companies participating in tax consolidation, the burden for the Group is relatively minor, limited to the payment of the additional IRES required solely from banks, specifically Fideuram - Intesa Sanpaolo Private Banking and Intesa Sanpaolo Private Banking, for the amount of just under €600k for total taxes due, plus reduced sanctions and interest.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

PART F - INFORMATION ON CONSOLIDATED SHAREHOLDERS' EQUITY

SECTION 1 - CONSOLIDATED SHAREHOLDERS' EQUITY

A. QUALITATIVE INFORMATION

Capital management in the Fideuram - Intesa Sanpaolo Private Banking Group is directed towards ensuring that the shareholders' equity and capital ratios of Fideuram and its subsidiaries are consistent with their risk profiles and capital requirements and allow adequate allocation of the capital to the value creation process. The adequacy requirements applied at Fideuram Group level are established by the harmonised regulations set out in Directive 2013/36/EU (Capital Requirements Directive - CRD IV), Regulation (EU) 575/2013 (Capital Requirements Regulation - CRR) of 26 June 2013 and in Regulation (EU) 876/2019 (Capital Requirements Regulation - CRR II) of 20 May 2019, which implement the standards developed by the Basel Committee on Banking Supervision in the European Union, and on the basis of Bank of Italy Circulars no. 285 and no. 286 of 17 December 2013. These rules provide for a notion of own funds that is distinct from the shareholders' equity recorded in the accounts, and which is calculated as the algebraic sum of positive and negative items that are included on the basis of capital quality. The Group companies monitor their respect for the regulatory capital ratios during the year and on a quarterly basis, taking appropriate direction and control actions with regard to the capital items when necessary. Whenever a company transaction is to be conducted, the capital adequacy is assessed together with any related interventions that may be required regarding the shareholders' equity and/or capital items that impact on the minimum capital requirements.

In 2024, some regulatory updates to Prudential Supervision came into force, that had a significant impact on the capital solvency ratios of the Group's Italian banks, and which required specific funding interventions.

In summary, the regulatory changes concerned:

- Interest rate risks for banking book Supervisory Outlier Tests (IRRBB - SOT): the Regulation sets new and more stringent requirements in terms of interest rate risk of the banking book, defining the obligation for banks to maintain a minimum level of Tier 1 Capital, such as to fully cover the risk deriving from fluctuations in interest rates on the value of interest-bearing assets and interest-bearing liabilities. Introduced by the EBA in 2023, following the revision of the interest rate risk framework, the new regulation aims to ensure that banks manage risk effectively and safeguard their solvency.

- Daisy Chain: the regulation, introduced from 1 January 2024 on the basis of Regulation (EU) 2022/2036, requires banks belonging to banking groups, other than the Parent Company, to deduct from their own funds the value of controlling shareholdings in banks in the European Union. The application of this regulation to Fideuram was communicated by the Single Resolution Board (the Resolution Authority for banks) in December 2023.
- Minimum Requirement for own funds and Eligible Liabilities (MREL): the Single Resolution Board assigned Fideuram a new minimum requirement for Own Funds and eligible liabilities (bonds and/or senior eligible loans) starting from 30 September 2024, with the aim of ensuring an adequate capacity to absorb losses in the event of a crisis, so as to not have to resort to public financial support.

To ensure compliance with the new regulatory requirements for the Group's Italian banks, Intesa Sanpaolo made a capital contribution of €1bn and disbursed a €1.25bn senior non-preferred MREL-eligible loan to Fideuram; Fideuram approved a capital payment of €1.25bn to Intesa Sanpaolo Private Banking.

The share capital and share premium reserve were the same as the amounts for the corresponding items in the shareholders' equity of Fideuram and of non-controlling shareholders. The item other reserves comprises Fideuram's remaining reserves and any changes in the shareholders' equity of the companies included in the scope of consolidation and of non-controlling interest shareholders. At 31 December 2024, Fideuram - Intesa Sanpaolo Private Banking's share capital was €300,000,000 divided into 1,500,000,000 ordinary shares with no par value. At 31 December 2024, the Group held treasury shares for €2m, which refer to the treasury shares held by the Swiss subsidiary Alpian S.A.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

B. QUANTITATIVE INFORMATION

B.1 Consolidated shareholders’ equity: analysis by type of company

	PRUDENTIAL CONSOLIDATION	INSURANCE COMPANIES	OTHER COMPANIES	ELIMINATIONS AND ADJUSTMENTS FROM CONSOLIDATION	TOTAL
1. Share capital	317	-	-	-	317
2. Share premium reserve	234	-	-	-	234
3. Reserves	3,603	-	-	-	3,603
4. Equity instruments	18	-	-	-	18
5. (Treasury shares)	(3)	-	-	-	(3)
6. Valuation reserves	127	-	-	-	127
- Equity instruments measured at fair value through other comprehensive income	5	-	-	-	5
- Hedging of equity instruments measured at fair value through other comprehensive income	-	-	-	-	-
- Financial assets (other than equity instruments) measured at fair value through other comprehensive income	(6)	-	-	-	(6)
- Property and equipment	15	-	-	-	15
- Intangible assets	-	-	-	-	-
- Hedging of net investments in foreign operations	(13)	-	-	-	(13)
- Cash flow hedges	55	-	-	-	55
- Hedging instruments (undesignated elements)	-	-	-	-	-
- Exchange rate differences	72	-	-	-	72
- Non-current assets held for sale and discontinued operations	-	-	-	-	-
- Financial liabilities measured at fair value through profit or loss (changes in own credit rating)	-	-	-	-	-
- Actuarial gains (losses) on defined benefit pension plans	(1)	-	-	-	(1)
- Valuation reserves related to investments carried at equity	(6)	-	-	-	(6)
- Revenues or financial costs relating to insurance contracts issued	-	-	-	-	-
- Revenues or financial costs relating to disposals in re-insurance	-	-	-	-	-
- Special revaluation laws	6	-	-	-	6
7. Net profit (loss) for the year (+/-) for the Group and non-controlling interests	1,504	-	-	-	1,504
Total	5,800	-	-	-	5,800

B.2 Valuation reserves for financial assets measured at fair value through other comprehensive income: analysis

	PRUDENTIAL CONSOLIDATION		INSURANCE COMPANIES		OTHER COMPANIES		ELIMINATIONS AND ADJUSTMENTS FROM CONSOLIDATION		TOTAL	
	POSITIVE RESERVE	NEGATIVE RESERVE	POSITIVE RESERVE	NEGATIVE RESERVE	POSITIVE RESERVE	NEGATIVE RESERVE	POSITIVE RESERVE	NEGATIVE RESERVE	POSITIVE RESERVE	NEGATIVE RESERVE
1. Debt securities	9	(15)	-	-	-	-	-	-	9	(15)
2. Equities	5	-	-	-	-	-	-	-	5	-
3. Loans	-	-	-	-	-	-	-	-	-	-
Total 31.12.2024	14	(15)	-	-	-	-	-	-	14	(15)
Total 31.12.2023	13	(22)	-	-	-	-	-	-	13	(22)

B.3 Valuation reserves for financial assets measured at fair value through other comprehensive income: changes in the year

	DEBT SECURITIES	EQUITIES	LOANS
1. Opening balance	(12)	3	-
2. Increases	12	2	-
2.1 Increases in fair value	9	2	-
2.2 Impairment for credit risk	-	-	-
2.3 Transfers to income statement of negative reserves from realisation	2	-	-
2.4 Transfers to other components of shareholders' equity (equity securities)	-	-	-
2.5 Other increases	1	-	-
3. Decreases	(6)	-	-
3.1 Decreases in fair value	(5)	-	-
3.2 Reversal of impairment for credit risk	-	-	-
3.3 Transfers to income statement from positive reserves: from realisation	(1)	-	-
3.4 Transfers to other components of shareholders' equity (equity securities)	-	-	-
3.5 Other decreases	-	-	-
4. Closing balance	(6)	5	-

B.4 Valuation reserves for defined-benefit plans: changes in the year

During the year, the reserves in question recorded a negative change of -€14m, and therefore at 31 December 2024, there was a negative reserve for defined benefit plans of -€1m.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

PART G - BUSINESS COMBINATIONS

SECTION 1 - TRANSACTIONS COMPLETED IN THE YEAR

1.1 Business combination transactions

(€m)

COMPANY NAME	TRANSACTION DATE (A)	TRANSACTION COST	EQUITY STAKE % (B)	INTERMEDIATION MARGIN (C)	PROFIT/LOSS FOR THE YEAR (D)	PROFIT/LOSS FROM ACQUISITION DATE (E)
1. Alpian S.A.	8 August 2024	74	61.6%	(1)	(31)	(16)

(a) Date of acquisition of control.
(b) Sum of the percentage of interest acquired with voting rights at the shareholders’ meeting.
(c) Net interest and trading income for the full reporting period 2024.
(d) Profit/loss for the full reporting period 2024.
(e) Profit/Loss recorded following the acquisition date and included in the Group’s consolidated results.

The acquisition of Alpian S.A.

Alpian S.A. is a Swiss digital bank established in 2019 and headquartered in Geneva, providing private banking and financial advisory services to upper affluent/low private clients. The company, active on the market in Switzerland since 2022, is the first Swiss private bank to offer a fully digital range of wealth management services dedicated to its customers, alongside traditional online banking services.

At 31 December 2023, the Group held a 41.6% interest in Alpian and the holding was classified as a company subject to significant influence in accordance with IAS28. In December 2023, Alpian approved a new business plan for the period 2024-2029 in which, in order to implement the planned new projects and restore the regulatory minimum CET1 required by the Swiss Financial Market Supervisory Authority (FINMA) for compliance with prudential requirements, recapitalisation totalling CHF40m was planned, corresponding to a valuation of the company, prior to the capital increase, of CHF84m. This value was supported by a specific and independent evaluation of an external consultant who certified its economic-financial suitability. In the impairment test at 31 December 2023, the carrying amount of the investment in Alpian was aligned to the pre-money value of the capital increase resolved at the end of 2023, which in pro-rata

terms amounted to CHF35m (or €38m). In light of the strategic value of the asset, the Group deemed it appropriate to ensure the success of the initiative, adhering to the capital increase both for its own share and for all unexercised rights.

As a result, in March 2024, Fideuram subscribed to the capital increase of CHF39m, equal to its own pro-rata share (including Reyl’s share) and part of the unexercised rights, while the remaining CHF1m was subscribed by third-party shareholders. The capital increase was completed on 8 August 2024. On 10 September 2024, Fideuram and Reyl also subscribed to a further capital increase of approximately CHF2m in connection with the exercise of certain previously negotiated anti-dilution options.

At the end of the transaction as a whole, the Group had increased its shareholding from 41.6% to 61.6% (of which 51.1% through Fideuram and 10.5% through Reyl), gaining control of the company and its consequent inclusion within the Group’s scope of consolidation.

For the purposes of recognising the acquisition in the accounts and the Purchase Price Allocation (PPA) process, IFRS3 sets out how a company should recognise a business combination. Having taken control of Alpian as a result of the subscription of a capital increase, the transaction was recognised according to the IFRS3 acquisition method, which involves three steps: (i) identification of the purchaser and the date of acquisition; (ii) determination of the cost of acquisition; (iii) Purchase Price Allocation (PPA). Under this method, the acquirer, at the acquisition date, must allocate the cost of the business combination, recording the identifiable assets, liabilities and potential liabilities of the acquired company at their fair value on that date. Any excess between the cost incurred for the acquisition and the fair value of the identifiable assets, liabilities and contingent liabilities (including any intangible assets not previously recognised in the financial statements of the acquiree) must be recognised as goodwill; if, on the other hand, the fair value of the acquiree’s identifiable net assets exceeds the acquisition cost, income must be recognised in the acquirer’s income statement.

Considering the 41.6% stake already owned by the Group before taking control of Alpian, the transaction qualified as a business combination achieved in several steps and, consequently, the cost of the acquisition was determined by taking into account the sum of the consideration transferred for the acquisition of control (CHF41m) and the fair value of the interest already owned (CHF29m), the latter amount being equal to the carrying amount of Alpian already aligned with the pro-money value of the capital increase. In total, the



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

acquisition cost therefore amounted to CHF70m, corresponding to €74m. With regard to the allocation of the acquisition cost, activities were finally completed in December 2024. Therefore, for the purposes of the 2024 Financial Statements, with the support of an independent expert, analyses were completed to restate the fair value of Alpiant’s assets and liabilities and to verify the existence of any specific intangibles not previously recognised in the company’s financial statements. In particular, the analysis of the accounting situation at the date of acquisition, conventionally identified as 31 July 2024, showed that the only accounting item worthy of attention in terms of potential differences between the carrying amount and fair value was proprietary software, recognised at the date of acquisition under intangible assets for a value of €14m. The fair value of the software was estimated by the independent expert based on the Relief from Royalty Method. The valuation process resulted in a fair value of the software of CHF25m (or €27m), with a fair value difference compared to the carrying amount of CHF12m (equal to €13m). In accordance with IAS 12, deferred tax liabilities of approximately CHF2m, based on the Swiss nominal tax rate, were recognised in respect of the revaluation carried out in the PPA. With regard to customer-related intangible assets not previously recognised in Alpiant’s financial statements, the analyses conducted identified insignificant values, which were therefore not recognised in the financial statements.

As required by IFRS3, the acquirer must recognise as an asset the goodwill acquired in a business combination. The goodwill is initially measured as the residual amount of the acquisition cost, comprising the part of the business combination cost than the acquirer’s share of the net fair value of assets, identified contingent liabilities and liabilities. The total acquisition cost of €74m was then compared with the company’s pro-rata shareholders’ equity at the acquisition date, appropriately revalued to the fair value, of €46m, resulting in a residual difference to be allocated of €28m, which was allocated to goodwill.

The following tables summarises the acquisition cost allocation and final determination of goodwill.

(€m)

	ALPIAN
Final acquisition cost	74
IAS/IFRS shareholders' equity at the acquisition date	61
Effects of PPA	11
- of which the software fair value delta	13
- of which deferred tax liabilities	(2)
Shareholders' equity at fair value at the acquisition date	72
Shareholders' equity pro quota at the acquisition date	46
Goodwill recognised	28

In addition to the business combination relating to the acquisition of Alpiant, two non-recurring intercompany transactions were carried out in 2024, with no impact on the consolidated financial statements. These transactions, excluded from the scope of IFRS3, considering the merely re-organisational purposes, were recognised at constant accounting values and without recognising the economic effects, in application of Group accounting policies. Intercompany transactions completed during the year concerned the following:

- the merger by incorporation of Carnegie Fund Services S.A. into Reyl & Cie S.A.;
- the merger by incorporation of IW Private Investments SIM into Fideuram.

SECTION 2 - TRANSACTIONS COMPLETED AFTER THE YEAR

2.1 Business combination transactions

After the end of 2024, no business combination transactions were carried out.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

PART H - TRANSACTIONS WITH RELATED PARTIES

OPERATING ASPECTS

The Board of Directors of Fideuram - Intesa Sanpaolo Private Banking adopted, in compliance with the procedures provided for by law, the amendment of the Group Regulations governing the management of transactions with Related Parties of Intesa Sanpaolo, Group Associated Parties and Insiders in accordance with Article 136 of Italian Banking Consolidation Act (Testo Unico Bancario - TUB) and adopted the new text of the related Addendum (hereinafter, the “Regulations”).

The Regulations take into account both the regulations issued by the Italian National Commission for Listed Companies and the Stock Exchange (CONSOB), pursuant to Article 2391 bis of the Italian Civil Code, and the Supervisory Regulations brought in by the Bank of Italy on 12 December 2011 regarding bank and banking group risk assets and conflicts of interest in respect of associated parties, the latter issued to implement Article 53, subparagraph 4 and following of the Italian Banking Consolidation Act (Testo Unico Bancario - TUB) and in accordance with resolution no. 277 of the Italian Interministerial Committee for Credit and Savings (CICR) of 29 July 2008 and, in addition, the rules set out in Article 136 of the TUB.

The Regulations govern the following aspects for the entire Intesa Sanpaolo Group:

- the criteria for identifying Related Parties and Associated Parties;
- the investigative and decision-making process for transactions with Related Parties and associated parties, together with the process for providing information to the Company Bodies on said transactions;
- disclosure provided to the market on transactions with Related Parties;
- the prudential limits and the requirements for periodically notifying the Bank of Italy about risk assets in respect of Associated Parties;
- the rules regarding controls and organisational supervision;
- the general disclosure and abstention rules for the management of the personal interests of company directors, employees and agents/freelancers, including those other than Associated Parties.

Pursuant to the Regulations, Intesa Sanpaolo’s Related Parties are those entities that are defined as such by the international accounting standards adopted in accordance with the procedure referred to in Article 6 of Regulation (EC) no. 1606/2002.

Group Associated Parties are instead comprised of the Associated Parties of each bank in the Group and each significant authorised intermediary with own funds exceeding 2% of total own funds at consolidated level.

The following are considered Associated Parties:

- shareholders that exercise control or significant influence and their respective company groups;
- subsidiaries, joint subsidiaries and associate companies, as well as entities in which the latter have a controlling interest, including jointly with others;
- company directors and their relatives up to the second degree of consanguinity or affinity and significant equity investments.

As a self-regulatory measure, the Regulations were extended to:

- Intesa Sanpaolo shareholders and related company groups that hold shares with voting rights above the minimum threshold provided for by the regulations on the disclosure of significant investments in listed companies;
- companies in which members of Intesa Sanpaolo or their close family members hold executive positions or are chairperson of the board of directors;
- entities in which Intesa Sanpaolo representatives or their close family members hold a qualified interest of 10% or more of the capital or voting rights of such entity, or over which such persons may exercise significant influence;
- Companies in which the Group has significant equity or financial interests.

The parties considered Insiders by the Regulations also include the related parties as defined by IAS24.

The Regulations specify the various investigative safeguards that need to be observed in carrying out transactions with Intesa Sanpaolo Related Parties, Group Associated Parties and Insiders in accordance with Article 136 of the Italian Banking Consolidation Act (Testo Unico Bancario - TUB), to satisfy the need for the substantial propriety of the transactions and requiring, among other things, a detailed examination of the reasons and interests, of the asset-related, economic and financial effects, and of the conditions of the transaction.

Consistently with the rules adopted by CONSOB and the Bank of Italy, a system of full or partial exemptions from application of the rules also applies.

The decision-making procedures for transactions with Intesa Sanpaolo Related Parties and Group Associated Parties are differentiated as follows:

- transactions of negligible amount: with a value of €250,000 or less for natural persons and €1m or less for parties that are not natural persons (exempted from application of the regulations);
- transactions of minor significance: with a value above the thresholds for transactions of negligible amount (€250,000 or less for natural persons and €1m or less for parties that are not natural persons) but less than or equal to the thresholds for transactions of major significance indicated as follows;
- transactions of major significance: with a value that is above the 5% threshold of the indicators specified by the Italian National Commission for Listed Companies and the Stock Exchange (CONSOB) and the Bank of Italy;
- transactions requiring the approval of the shareholders’ meeting in accordance with the law or the By-Laws.

The Related Parties Committee, made up of three non-executive and mostly independent members of the Bank’s Board of Directors, as provided by the law and By-laws, plays a consultative role in the process for approving transactions with Intesa Sanpaolo Related Parties and Group Associated Parties. When deemed appropriate, the Committee may use independent experts according to the significance, special economic or structural characteristics of the transaction or the nature of the related party or associated party.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

**5. CONSOLIDATED
FINANCIAL
STATEMENTS**

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Transactions of major significance require the company departments to involve the Committee in the investigative and negotiation phases by sending a complete flow of prompt information, with the committee being empowered to request further information and formulate observations.

All transactions with a Related Party or Associated Party that are not exempted pursuant to the Regulations are subject to the prior consent of Intesa Sanpaolo and a resolution of the Board of Directors of the Bank, following consultation with the relative Related Parties Committee. Moreover, transactions with Related Parties or Associated Parties of the Group not belonging to the Intesa Sanpaolo Group are conditioned on an opinion by the Related Parties Committee and a resolution by the Board of Directors, even if they are ordinary and made on an arm’s length basis, if those transactions are subject to resolution by the Board of Directors according to the corporate rules.

The Regulations envisage specific safeguards if the Board of Directors approves a transaction of greater or lesser magnitude, notwithstanding the negative opinion of the independent Committee.

The Regulations likewise specify the general criteria for the reports to be submitted, at least quarterly, to the Board of Directors and Board of Statutory Auditors on transactions with Related Parties and Associated Parties completed in the reference period, to give a complete overview of the most significant transactions that are executed, and of the volumes and principal characteristics of all delegated transactions. The same information is also provided to the Related Parties Committee, also in order to allow a check on the correct application of the exemption conditions for transactions of lesser and greater importance. The reports must detail all the transactions, even if they are exempt from the decision-making process, with a value above the thresholds for transactions of negligible amount. These exclude financing transactions of minor significance and banking inflows between group companies (provided that they do not involve a subsidiary with significant interests of another related party or associated party and feature non-market or standard conditions). Ordinary transactions of minor significance between group companies under arm’s length or standard conditions, on the other hand, are to be reported annually in an aggregate report. In addition to covering the obligations provided for in Article 2391 of the Italian Civil Code and Article 53 of the Italian Banking Consolidation Act (Testo Unico Bancario - TUB) regarding the interests of directors, the Regulations also govern Insider transactions in accordance with Article 136 of the TUB and therefore adopt the escalated decision-making procedure (unanimous resolution of the Board of Directors, excluding the vote of the director concerned, and vote in favour by the members of the Board of Statutory Auditors) provided for to permit bank directors to enter into liabilities either directly or indirectly with the bank in which they hold their position.

1. INFORMATION ON REMUNERATION OF SENIOR MANAGERS WITH STRATEGIC RESPONSIBILITIES

(€m)

	31.12.2024
Short-term benefits	18
Post-employment benefits	1
Other long-term benefits	2
Employment termination indemnity	-
Payment in shares	5
Total	26

2. INFORMATION ON TRANSACTIONS WITH RELATED PARTIES

Fideuram - Intesa Sanpaolo Private Banking S.p.A. is wholly owned and controlled directly by Intesa Sanpaolo S.p.A. In accordance with the law and the internal procedures issued by Intesa Sanpaolo and the bank, all transactions with related parties during 2024 were conducted under arms-length conditions as for unrelated parties of corresponding nature and risk, or – in the absence of any reference – under mutually-beneficial conditions, verified taking all the related circumstances, the distinctive characteristics of the transaction and Group interests into account. The bank did not in any case engage in any atypical or unusual transactions and/or transactions under non-standard financial and contractual conditions for the types of related parties concerned.

Related intercompany transactions, consolidated on a line-by-line basis, are not included in this section as they have been removed at the consolidated level.

In line with the Private Banking Division’s development initiatives envisaged in the 2022-2025 Business Plan and as part of the Group’s reorganisation process, the following corporate transactions were carried out in 2024:

- in view of the negative equity of Intesa Sanpaolo Private Argentina recorded at the end of 2023, the Board of Directors of Fideuram on 15 December 2023 approved the capital increase of Intesa Sanpaolo Argentina up to a maximum of USD400,000, of which approximately USD20,000 to be paid by Fideuram and approximately USD380,000 to be paid by Reyl & Cie; the transaction was finalised on 18 January 2024;
- the Board of Directors of 26 February 2024, subject to the favourable opinion of the Related Parties Committee of the Bank, approved the subscription of a capital increase of CHF2.45m in favour of Asteria Investment Managers S.A., a company owned 49% by Fideuram and 51% by Man Group Holdings Limited. The transaction, which will support the company’s development in line with the objectives of the partnership established in 2023 between Fideuram and Man, and at the same time reaffirm the shareholders’ commitment with the local regulatory authority to supporting Asteria’s growth, was completed on 29 March 2024. This was achieved through a capital reserve contribution without the issuance of new shares;
- on 27 March 2023, the Board of Directors of Fideuram approved the purchase of a 2% interest in Reyl & Cie (“Reyl) held by a company manager for a price of CHF5.4m. The transaction, carried out in accordance with the shareholders’ agreement signed at the time of Reyl’s acquisition by Fideuram, was completed on 20 June 2024 with Fideuram acquiring 630,000 shares at the aforementioned price. As a result, Fideuram’s interest in Reyl increased, bringing its total interest to 73% in the Swiss bank’s capital;
- subject to the approval of the Related Parties Committee and the Board of Directors of Intesa Sanpaolo, the Board of Directors of Fideuram on 26 February 2024 approved the subscription by Fideuram of the capital increase proposed by Alpian S.A. for a maximum amount of CHF40m. On 20 March 2024, Fideuram therefore subscribed to the capital increase, paying approximately CHF39m, equal to its own pro-rata share (including Reyl’s share) and part of the unexercised rights, while the remaining CHF1m was subscribed by third-party shareholders. The capital increase was completed on 8 August 2024. On 10 September 2024, Fideuram and Reyl also subscribed to a further capital increase of approximately CHF2m in connection with the exercise of certain previously negotiated anti-dilution options. At the end of the transaction as a whole, the Group had increased its shareholding from 41.6% to 61.6% (of which 51.1% through Fideuram and 10.5% through Reyl), gaining control of the company and its consequent inclusion within the scope of consolidation;
- the Board of Directors of Intesa Sanpaolo, meeting on 31 October 2024, and the Boards of Directors of Fideuram and Fideuram Asset Management SGR, both meeting on 7 November 2024 approved the “Wealth Management Divisions Strategic Evollution” Project, which envisages, among others, the total demerger of



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Fideuram Asset Management SGR in favour of Eurizon Capital SGR and Fideuram, pursuant to Article 2506-bis of the Italian Civil Code. In this context, it was envisaged that the full demerger of Fideuram Asset Management SGR would be preceded by the completion of the transaction for the purchase by Fideuram of the 0.48% of the company’s capital held by Banca Finnat; this shareholding was acquired on 5 December 2024 and allowed Fideuram to obtain full control of the SGR;

- upon resolution of the competent bodies of Intesa Sanpaolo and Fideuram meeting in November and December 2024, Fideuram acquired 50% of the shares held in the capital of Reyl & Cie by three of the company’s partners, for a total stake of 3% (1% each) of Reyl’s capital, at a total price of CHF12.2m.

Fideuram’s Board of Directors meeting of 29 July 2024 approved the renewal of the service contract in place with Intesa Sanpaolo, as amended with the provision of new policymaking, monitoring and support services. There was a similar update of the service contracts in place between Intesa Sanpaolo and the following Fideuram subsidiaries: Siref Fiduciaria, Intesa Sanpaolo Private Banking, Fideuram Asset Management SGR, Fideuram Asset Management (Ireland), Intesa Sanpaolo Wealth Management, Reyl & Cie and Fideuram Asset Management UK. All amounts receivable and payable and all income and expenses at 31 December 2024 regarding companies in the Intesa Sanpaolo Group are summarised below:

Assets 31.12.2024

(€m)

	TRANSACTIONS WITH INTESA SANPAOLO GROUP	
	AMOUNT	%
Cash and cash equivalents	2,417	37
Debt and equity securities	20,075	80
Loans and advances to banks	11,234	94
Loans and advances to customers	220	2
Financial derivatives	316	95
Property and equipment	107	31
Other assets	26	1

Liabilities 31.12.2024

(€m)

	TRANSACTIONS WITH INTESA SANPAOLO GROUP	
	AMOUNT	%
Due to banks	3,757	80
Due to customers	481	1
Financial derivatives	199	62
Other liabilities	177	10
Guarantees and commitments	1,262	14

Income Statement 2024

(€m)

	TRANSACTIONS WITH INTESA SANPAOLO GROUP	
	AMOUNT	%
Interest income	1,163	59
Interest expense	(173)	22
Fee and commission income	938	28
Fee and commission expense	(49)	4
Net profit (loss) on the financial assets	17	10
Administrative expenses	(176)	12
Depreciation of property and equipment	(27)	39
Other income/expense	3	1

Relationships with companies in the Intesa Sanpaolo Group

(€m)

	ASSETS	LIABILITIES	GUARANTEES AND COMMITMENTS	INCOME	EXPENSES
Parent Company					
Intesa Sanpaolo S.p.A.	33,176	4,130	1,262	1,289	434
Companies controlled by the Parent Company					
Eurizon Capital S.A.	-	-	-	1	-
Eurizon Capital SGR S.p.A.	35	1	-	147	3
Fideuram Vita S.p.A.	912	466	-	565	16
Intesa Sanpaolo Assicurazioni S.p.A.	56	6	-	151	2
Intesa Sanpaolo Bank Luxembourg S.A.	206	-	-	8	-
Intesa Sanpaolo Harbourmaster III S.A.	5	5	-	-	1
Intesa Sanpaolo Holding International S.A.	5	5	-	-	3
Intesa Sanpaolo Protezione S.p.A.	-	1	-	-	2
Intesa Sanpaolo Rent For You S.p.A.	-	-	-	-	1
Intesa Sanpaolo Servitia S.A.	-	-	-	-	3



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

PART I - SHARE-BASED PAYMENT ARRANGEMENTS

QUALITATIVE INFORMATION

1. DESCRIPTION OF THE SHARE-BASED PAYMENT ARRANGEMENTS

1.1 Incentive plan based on financial instruments

The Supervisory Regulations regarding the remuneration and bonus and incentive scheme policies and practices of banks and banking groups stipulate, inter alia, that part of the bonuses awarded to “risk takers” (at least 50%) be in the form of financial instruments allocated over a long-term time horizon. To that end, at 31 December 2024 the Fideuram Group had a total of €131m in Intesa Sanpaolo stock in its portfolio, which is recognised in the balance sheet under financial assets measured at fair value through profit or loss. The shares will be assigned to the participants in accordance with the implementation regulations of the bonus systems, which as a rule require the participants to have been in continuous service up until the moment the shares are actually delivered, and make each deferred part of the bonus (whether in the form of cash or financial instruments) subject to an ex-post correction mechanism (known as a malus condition) which can reduce the amount paid and the number of any shares allocated in relation to the extent to which certain specific financial/asset targets that measure sustainability over time of results achieved have been met.

1.2 Long-term incentive plans 2022-2025: Performance Share Plan and LECOIP 3.0 Plan

At the same time that the Business Plan 2022-2025 was launched, two new long-term incentive plans were begun, targeting different population clusters:

- Performance Share Plan (PSP) for Group management, the Group’s other senior risk takers and other Group risk takers (Italy and abroad);
- LECOIP 3.0 plan for all professionals falling within the Group’s Italian perimeter.

Intesa Sanpaolo has decided to adopt a management plan explicitly linked to achievement the objectives of the Business Plan. The risk/return profiles envisaged in the plan are appropriate to the role held and to the levels of ambition and challenges of each role. The plan also provides for the adoption of Performance Shares as a financial instrument. Participation in the PSP was offered until 31 December 2023 to newly hired managers and in the case of promotions to recognize career advances.

Under the Performance Share Plan, newly issued Intesa Sanpaolo ordinary shares are allocated against a free capital increase, subject to achieving the Business Plan’s KPIs. Multipliers are also applied based on sustainability targets, with individual compliance breaches also factored in.

Any shares accrued will be paid over a time horizon of 4/5 years. Payout schemes are defined according to the cluster to which the beneficiary belongs, total variable remuneration and the significance of this variable part with respect to the fixed remuneration. Shares deferred over time are also subject to malus conditions which are defined specularly to the activation conditions.

In continuity with the LECOIP 2.0 Plan, a retention plan called “LECOIP 3.0” has been structured for professionals with the aim of continuing to strengthen staff identification and sense of belonging to the Group, in line with its inclusive organisational culture.

The LECOIP 3.0 Plan is assigned as Certificates issued by JP Morgan – i.e. share-based financial instruments – and envisages:

- the allocation of newly issued Intesa Sanpaolo ordinary shares following a free share capital increase for an amount equal to the advance on the Variable Performance Bonus accrued for 2022 (nevertheless, employees may request that this advance be paid in cash and, therefore, can choose not to sign up to LECOIP 3.0);
- the free assignment of additional shares resulting from the same bonus issue (matching shares), assigned based on position and seniority, and subscription of newly issued Intesa Sanpaolo ordinary shares (calculated pro rata to the number of free shares assigned) in a cash capital increase reserved for employees at a discounted issue price compared to their market value (discounted shares).

The Certificates reflect the terms of certain options whose underlying consists of Intesa Sanpaolo ordinary shares and allow employees to receive on maturity, unless certain events occur, an amount in cash (or in Intesa Sanpaolo ordinary shares) equal to the original market value of the free shares and the matching shares, plus any gain from the original market value, connected with the amount of free shares, matching shares, and discounted shares.

In all other cases, the amount will be settled according to specific collection schemes that allow part of the premium to be deferred and recognised in financial instruments. These schemes are differentiated according to the population cluster to whom the premium accrues, the total variable remuneration and its significance with respect to the fixed remuneration.

The Performance Share Plan and LECOIP 3.0 Plans were submitted for approval at the Intesa Sanpaolo Shareholders’ Assembly on 29 April 2022. The Extraordinary Shareholders’ Meeting resolved to grant the Board of Directors the power to increase the share capital pursuant to Article 2443 of the Italian Civil Code, for the purpose of implementing the Plans.

On 21 June 2022, the Board of Directors of Intesa Sanpaolo exercised the powers granted to it by the Shareholders’ Meeting to increase capital in favour of Group employees, thus servicing the implementation of the LECOIP 3.0. Plan.

Both of the long-term incentive plans in question (Performance Share Plan and LECOIP 3.0) fall within the scope of application of IFRS2 and can be referred to as equity-settled share-based payment transactions (“equity-settled plans”).

As regards the Performance Share Plan, the fair value of the equity instruments included in the Plan is calculated on the date of allocation. The Plan requires satisfaction of service and performance conditions which must be taken into account to determine the number of shares for measuring the cost of the Plan. These estimates will be revised during the accrual period and until maturity. Furthermore, in determining the fair value of the plan, any market performance conditions must be taken into account. The cost of the plan as defined hereinabove is recognised in the income statement as the cost of labour pro rata temporis over the accrual period of the benefit, as a balancing entry for a specific shareholders’ equity reserve. If any event leads employees to lose their



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

right to the benefits under the plan (performance targets, activation conditions and loss of seniority) and if there is therefore a need to adjust the estimate previously made, Intesa Sanpaolo will modify the cost of the Plan by making the relevant adjustment in shareholders’ equity.

In regard to the LECOIP 3.0 Plan, the fair value of the instruments representing the capital covered by the plan (equal to the sum of the fair value of the shares assigned for free and the fair value of the discount for the paid shares) is calculated at the grant date and not modified thereafter. The Plan requires satisfaction of non-market service and performance conditions (trigger events), which must be taken into account to determine the number of shares for measuring the cost of the plan. These estimates will be revised during the vesting period and until maturity. The cost of the plan as defined hereinabove is recognised in the income statement as the cost of labour pro rata temporis over the vesting period of the benefit, as a balancing entry for a specific shareholders’ equity reserve.

When events occur such as to cause employees to lose their right to the benefits of the LECOIP 3.0 Plan. Certificates (trigger events and resignation or termination), a financial asset (the transferred receivable representing the certificates) is recognised in profit or loss as a balancing entry in shareholders’ equity. In accordance with the provisions of IFRS9, the Certificates recorded in the financial statements are classified under item 20.c) “Financial assets measured at fair value through profit or loss: Other financial assets mandatorily measured at fair value. At the same time, if the previously made estimate needs to be adjusted, the cost of the plan is modified through an adjustment made in equity.

QUANTITATIVE INFORMATION

2. OTHER INFORMATION

2.1 Development of the financial instrument based incentive scheme

	NUMBER OF SHARES	PER-SHARE FAIR VALUE (euro)
Intesa Sanpaolo Shares at 31 December 2023	33,365,428	2.6435
- Shares acquired in the year	8,286,900	3.7192
- Shares allocated in the year	7,859,006	3.5337
Intesa Sanpaolo Shares at 31 December 2024	33,793,322	3.8630

2.2 Long-term general equity instruments: LECOIP 3.0

	LECOIP 3.0 PLAN												
	FREE SHARES AT JULY 2022		MATCHING SHARES AT JULY 2022		DISCOUNTED SHARES AT JULY 2022		SELL TO COVER SHARES AT JULY 2022 (A)		TOTAL NUMBER OF SHARES ALLOCATED AT JULY 2022	NUMBER OF LECOIP CERTIFICATES AT 31.12.2023	CHANGES IN THE YEAR (C)	NUMBER OF LECOIP CERTIFICATES AT 31.12.2024	AVERAGE FAIR VALUE AT 31.12.2024
	NUMBER OF SHARES	AVERAGE PER-SHARE FAIR VALUE	NUMBER OF SHARES	AVERAGE PER-SHARE FAIR VALUE	NUMBER OF SHARES	AVERAGE PER-SHARE FAIR VALUE (B)	NUMBER OF SHARES	AVERAGE PER-SHARE FAIR VALUE					
Total Employees	1,798,390	1.7800	3,253,536	1.7800	26,657,848	0.3409	6,863,631	1.7800	38,573,405	4,888,264	(80,110)	4,808,154	7.5200

(A) Shares allocated to cover the employee’s tax disbursement.
(B) Fair value of subscription discount.
(C) Number of Certificates to which Intesa Sanpaolo employees will become entitled in the event of failing to comply with the length of service condition and other accrual conditions.
The income statement effects of the Lecoip Plan totalled €10m in 2024.

2.3 Long-term equity instruments: Performance Share Plan (PSP)

	PERFORMANCE SHARE PLAN (PSP)			
	NUMBER OF PERFORMANCE SHARE AS OF DECEMBER 2023	CHANGES DURING THE YEAR (A)	NUMBER OF PERFORMANCE SHARE AS OF 31.12.2024	UNIT FAIR VALUE
Total Beneficiaries (all management, other of the group’s senior risk takers and other group risk takers - Italy and abroad)	10,130,061	(391,438)	9,738,623	1.0195

(A) Number of Performance Shares that will not be awarded to employees for failing to comply with the length of service or other accrual conditions.
The income statement effects of the PSP totalled €5m in 2024.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

PART M - DISCLOSURE ON LEASES

IFRS16 that has not been presented in other parts of the financial statements.

SECTION 1 - LESSEE

QUALITATIVE INFORMATION

The Group mainly has real estate lease contracts in place. The number of lease contracts at 31 December 2024 totalled 710, of which 640 for real estate leases, with the rights-of-use worth a total of €268m. The real estate leases mainly consist of properties for use as offices, bank branches, or Personal Financial Advisers’ offices. Within Italy, the lease contracts normally have a term longer than 12 months and typically feature renewal and termination options that can be exercised by the lessor and the lessee as prescribed by law or specific contractual provisions. These contracts usually do not include the purchase option at the end of the lease term or significant restoration costs. According to the characteristics of Italian lease contracts and the provisions of Law 392/1978, in case of a new lease having a term of six years and the option for tacit renewal of the lease once every six years, the total duration of the lease is set at twelve years. This general guidance is superseded if there are new elements or specific situations within the contract. Lease agreements other than those relating to real estate are of no significant amount compared to the total of leased assets. Sublease transactions represent an insignificant amount and concern intercompany relationships. As previously mentioned in the accounting policies, the Group uses the exemptions allowed by IFRS16 for short-term leases (having a term less than or equal to 12 months) or leases for assets having a low value (worth less than or equal to €5,000).

QUANTITATIVE INFORMATION

Part B - Assets in the Notes to the consolidated financial statements contains information about the rights of use acquired with leases (Table 9.1 - Property and equipment used in operations: analysis of assets measured at cost) and Part B - Liabilities shows the lease liabilities (Table 1.1 - Financial liabilities measured at amortised cost - Due to banks: analysis and Table 1.2 - Financial liabilities measured at amortised cost - Due to customers: analysis). Part C of the Notes to the consolidated financial statements contain information on the interest expense for lease liabilities and the other costs connected with the rights of use acquired with leases. Reference is made to the specific sections for more details. The following table breaks down the depreciation expenses for right-of-use assets in the various categories, consistently with the presentation of property and equipment.

Depreciation expenses by asset class
(€m)

PROPERTY AND EQUIPMENT USED IN OPERATIONS	2024	2023
a) buildings	59	54
b) furniture	-	-
c) electronic equipment	1	1
d) other	1	-
Total	61	55



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



6. Independent Auditors' Report



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

**6. INDEPENDENT
AUDITORS' REPORT**

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Independent auditor’s report pursuant
to article 14 of Legislative Decree No. 39, dated January 27, 2010,
and article 10 of EU Regulation No. 537/2014

(Translation from the original Italian text)

To the Sole Shareholder of
Fideuram - Intesa Sanpaolo Private Banking S.p.A.

Report on the Audit of the Consolidated Financial Statements

Opinion

We have audited the consolidated financial statements of the Fideuram - Intesa Sanpaolo Private Banking Group (the “Group”), which comprise the balance sheet as at December 31, 2024, the income statement, the statement of comprehensive income, the statement of changes in Shareholders’ equity and the statement of cash flows for the year then ended, and notes to the financial statements, including material accounting policy information.

In our opinion, the consolidated financial statements give a true and fair view of the financial position of the Group as at December 31, 2024, of its financial performance and its cash flows for the year then ended in accordance with IFRS accounting standards as issued by the International Accounting Standards Board as adopted by the European Union and with the regulations issued for implementing article 43 of Legislative Decree No. 136 dated August 18, 2015.

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISA Italia). Our responsibilities under those standards are further described in the *Auditor’s Responsibilities for the Audit of the Consolidated Financial Statements* section of our report. We are independent of the Fideuram - Intesa Sanpaolo Private Banking S.p.A. (the “Company”) in accordance with the regulations and standards on ethics and independence applicable to audits of financial statements under Italian Laws. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon. We do not provide a separate opinion on these matters.

We identified the following key audit matters:

Key Audit Matter	Audit Response
Measurement of intangible assets with indefinite useful life originating from business combination transactions	As at December 31, 2024, the carrying value of intangible assets with indefinite useful life originating from business combination transactions and included in the balance sheet under line item 100. Intangible assets, specifically “goodwill”, amounts to Euro 447 million. In Part A - Accounting policies, in Part B - Notes to the consolidated balance sheet and Part G - Business Combinations involving companies or business units of the consolidated explanatory notes, the Directors illustrate the composition and movements of intangible assets with indefinite useful life and describe the process adopted for their valuation, as well as the acquisition of Alpian S.A. completed during the year, which resulted in the recognition of goodwill amounting to Euro 28 million. The valuation of the adequacy of the goodwill value has been identified by the Directors as one of the areas requiring greater subjective judgments. The Directors carry out the assessment of the recoverable amount of assets with indefinite useful life (the “impairment test”), at least annually. This evaluation, pursuant to the international accounting standard IAS 36, is based on the comparison between the carrying amount recorded in the consolidated financial statements and the higher of the fair value less costs of disposal and the value in use of each cash generating unit (“CGU”) to which these intangible assets are allocated. The estimate of the recoverable amount of each CGU by the Directors was carried out through an impairment process based on complex methodologies using information, parameters and assumptions characterized by a high degree of subjectivity such as, for example, the average multipliers and the sample of companies considered for the purposes of determining the In relation to this key aspect, our audit procedures, which have been performed also with the support of our specialists in business valuations techniques, included, amongst others: - the analysis of the accounting recognition of the business combination involving Alpian S.A., including the examination of the valuation approach, assumptions, and methodologies used to determine the fair value of the acquired assets and liabilities; - the understanding of the methods for determining the recoverable amount adopted by the Directors as part of the impairment process and the related key controls; - the analysis of the consistency of the valuation methodologies adopted with the provisions of the international accounting standard IAS 36, taking into account market practices and the distinctive characteristics of each CGU; - the proof of the arithmetic accuracy of the calculations underlying the valuation models used; - the examination of the variances between the historical results and the forecast data and the underlying reasons in order to verify the reasonableness of the assumptions adopted by the Directors; - the analysis of the reasonableness of the assumptions and parameters used by the Directors for the preparation of the impairment test and the business plans considered therein as well as the related sensitivity analyses; - the examination of the adequacy of the

fair value, as well as expected cash flows, growth rates and the cost of capital considered for determining the value in use.

Due to the high level of complexity and subjectivity of the estimation process adopted by the Directors, we considered the recoverability of the carrying value of intangible assets with indefinite useful life originating from business combinations as a key audit matter

Measurement of provisions for risks and charges for disputes and contractual indemnities and loyalty plans for Personal Financial Advisers

The consolidated financial statements as at December 31, 2024, include provisions for risks and charges equal to Euro 710 million. Of these, Euro 73 million relate to ongoing legal and tax disputes, Euro 284 million relate to contractual indemnities due to Personal Financial Advisers and Euro 167 million relate to loyalty schemes for the Group's Personal Financial Advisers networks. In Part A - Accounting Policies, Part B - Information on the Consolidated Balance Sheet, Part C - Information on the Consolidated Income Statement, and Part E - Information on Risks and Related Hedging Policies of the consolidated explanatory notes, the Directors illustrate the composition and movements of the provisions for risks and charges and describe the process adopted for their estimation, as well as the main ongoing disputes.

The quantification of provisions for risks and charges has been identified by the Directors as one of the areas requiring greater subjective judgments

The measurement of provisions for risks and charges accrued for ongoing legal and tax disputes and for Personal Financial Advisers' contractual indemnities and loyalty schemes is performed by the directors, also with the support of their own consultants, through the use of estimates of the risk of loss in disputes, the expected disbursement and the timing for its settlement and the use of actuarial criteria to estimate the contractual

disclosures provided in the notes to the financial statements.

In relation to this aspect, our audit procedures, which have been performed also with the support of our information technology, legal, tax and actuarial specialists, included, amongst others:

- the understanding of policies, processes and controls, including those related to IT systems, applied by the Group for remote monitoring of the activities of the Personal Financial Advisers networks aimed at identifying potential fraud or misconduct and assessing the provisions for risk and charge, in order to verify their operational effectiveness;
- obtaining written confirmation, from the Group's legal and tax consultants, of their assessment of the evolution of ongoing disputes and the possibility of adverse judgment;
- the analysis of the reasonableness of the assumptions used by the Directors to measure the possibility of loss for ongoing disputes and the estimate of provisions for risks and charges;
- the analysis of the reasonableness of the assumptions, actuarial assumptions and methodologies used by the directors related to the estimate of charges for contractual indemnities and loyalty schemes for Personal Financial Advisers, as well as the analysis of the reports prepared by the external actuary appointed by the

indemnities due to Personal Financial Advisers and the costs associated with the loyalty schemes, which take into account the indemnities actually matured , the probability of payment of the related charges and the average permanency and composition of the Personal Financial Advisers' networks.

Due to the complexity and subjectivity of the estimates performed, we considered the measurement of provisions for risks and charges as a key audit matter.

Company;

- the performance of substantive procedures to verify the completeness and the accuracy of the data used for the determination of provisions for risks and charges;
- the examination of the adequacy of the disclosures provided in the notes to the financial statements.

Responsibilities of Directors and Those Charged with Governance for the Consolidated Financial Statements

The Directors are responsible for the preparation of the consolidated financial statements that give a true and fair view in accordance with IFRS accounting standards as issued by the International Accounting Standards Board as adopted by the European Union and with the regulations issued for implementing article 43 of Legislative Decree No. 136 dated August 18, 2015 and, within the terms provided by the law, for such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

The Directors are responsible for assessing the Group's ability to continue as a going concern and, when preparing the consolidated financial statements, for the appropriateness of the going concern assumption, and for appropriate disclosure thereof. The Directors prepare the consolidated financial statements on a going concern basis unless they either intend to liquidate the Company or to cease operations or have no realistic alternative but to do so.

The statutory audit committee ("Collegio Sindacale") is responsible, within the terms provided by the law, for overseeing the Group's financial reporting process.

Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with International Standards on Auditing (ISA Italia) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with International Standards on Auditing (ISA Italia), we have exercised professional judgment and maintained professional skepticism throughout the audit. In addition:

- we have identified and assessed the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, designed and performed audit procedures responsive to those risks, and obtained audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control;
- we have obtained an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control;
- we have evaluated the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Directors;
- we have concluded on the appropriateness of the Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to consider this matter in forming our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern;
- we have evaluated the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- we have obtained sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We have communicated with those charged with governance, identified at an appropriate level as required by international standards on auditing (ISA Italia), regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We have provided those charged with governance with a statement that we have complied with the ethical and independence requirements applicable in Italy, and we have communicated with them all matters that may reasonably be thought to bear on our independence, and where applicable, the actions taken to eliminate relevant risks or the safeguard measures applied.

From the matters communicated with those charged with governance, we have determined those matters that were of most significance in the audit of the financial statements of the current

period and are therefore the key audit matters. We have described these matters in our auditor's report.

Additional information pursuant to article 10 of EU Regulation No. 537/2014

The Shareholders of Fideuram - Intesa Sanpaolo Private Banking S.p.A., in the general meeting held on March 30, 2020, appointed us to perform the audits of the separate and consolidated financial statements of the Company for each of the years ending December 31, 2021, to December 31, 2029.

We declare that we have not provided prohibited non-audit services, referred to article 5, paragraph 1, of EU Regulation No. 537/2014, and that we have remained independent of the Company in conducting the audit.

We confirm that the opinion on the consolidated financial statements included in this report is consistent with the content of the additional report to the statutory audit committee ("Collegio Sindacale") in its capacity as audit committee, prepared pursuant to article 11 of the EU Regulation No. 537/2014.

Report on compliance with other legal and regulatory requirements

Opinion and statement pursuant to article 14, paragraph 2, subparagraphs e), e-bis) and e-ter), of Legislative Decree No. 39 dated January 27, 2010

The Directors of Fideuram - Intesa Sanpaolo Private Banking S.p.A. are responsible for the preparation of the Directors' Report of the Fideuram - Intesa Sanpaolo Private Banking Group as at December 31, 2024, which comprise paragraphs from 2.1, 2.2 and 2.5 of the Section 2 "External context and strategies", paragraphs from 3.1 to 3.4, 3.7, 3.8.1, 3.8.3, 3.8.4, 3.8.5 and 3.9 of the Section 3 "Performance" and the paragraph 4.2 of the Section 4 "Governance" of the Integrated Annual Report (the "Directors' Report"), including their consistency with the related consolidated financial statements and their compliance with the applicable laws and regulations.

We performed the procedures indicated in auditing standard SA Italia No. 720B in order to:

- express an opinion on the consistency of the Directors' Report with the consolidated financial statements;
- express an opinion on the compliance of the Directors' Report with legal requirements;
- issue a statement regarding any material misstatements in the Directors' Report.

In our opinion, the Directors' Report is consistent with the consolidated financial statements of Fideuram - Intesa Sanpaolo Private Banking Group as at December 31, 2024, and comply with the applicable laws and regulations.

With reference to the statement required by article 14, paragraph 2, subparagraph e-ter), of Legislative Decree No. 39, dated January 27, 2010, based on our knowledge and understanding of the entity and its environment obtained through our audit, we have no matters to report.

Rome, March 20, 2025

EY S.p.A.

Signed by: Giovanni Pesce, Auditor



7. Schedules

- 7.1 Non-financial reporting methodology
- 7.2 Overview tables of GRI indicators
- 7.3 Overview tables of SASB indicators
- 7.4 Basis of preparation of the restated financial statements
- 7.5 Basis of preparation of the reclassified financial statements
- 7.6 Value Added Statement
- 7.7. Tax management disclosure



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

7.1 Non-financial reporting methodology

The non-financial disclosures have been included in the Directors’ Report to highlight the connections among the various financial and environmental, social and governance information in the value creation process. These disclosures are addressed to all stakeholders identified in the Group Code of Ethical Conduct.

As part of the Group’s sustainability policies, a Sustainability Manager is in place to provide overall oversight of ESG initiatives within the Group. The Sustainability Manager participates in ESG Control Room activities supporting the Management Committee - Business Plan and Sustainability (ESG) Session - of Intesa Sanpaolo in strategic policymaking on ESG themes, exercising operational coordination for the implementation of the most important ESG initiatives and evaluating the opportunity and soundness of new initiatives in that area. Within the Fideuram Group’s Management Committee, the Sustainability Manager also manages the quarterly Sustainability Sessions.



The Integrated Annual Report is available in Italian and English on the Fideuram website. An interactive Annual Report with multimedia insights (audio and video aids) is also available on the homepage, supplementing and enhancing the financial reporting with a varied array of external corporate communications.

REFERENCE STANDARDS

Since 2013, the Fideuram Group has reported financial and non-financial information in the Integrated Annual Report. This year’s Integrated Annual Report has been prepared on the same basis as last year’s, confirming the Group’s commitment to transparent performance reporting.

Non-financial reporting is prepared in accordance with the GRI Sustainability Reporting Standards (GRI Standards) updated in 2021 by the Global Reporting Initiative (GRI) with the introduction of the organization’s obligation to meet nine disclosure requirements to comply with the reporting option “*in accordance with*” GRI Standards. Any entity that does not meet the nine requirements or wishes to report only specific information can, however, report *with reference to* the GRI Standards. Both reporting methods can be applied by any entity, irrespective of its size, sector or location.

The Fideuram Group has prepared the non-financial disclosures published in this Annual Report with an “*in accordance with*” approach, with the aim of maintaining consistency with the principles of conciseness and connectivity envisaged for reporting integrated by the International <IR> Framework.

THE NINE GRI REQUIREMENTS

Requirement 1 - Apply reporting principles The organisation must apply all reporting principles (Accuracy, Balance, Clarity, Comparability, Completeness, Sustainability Context, Timeliness and Verifiability)	Requirement 2 - Report information in GRI 2 The organisation must provide information on reporting practices, activities and workers, governance, strategy, policies and practices, and on the involvement of stakeholders. This information explains the profile and size of the organisation, providing a context for understanding its impact.	Requirement 3 - Identify material topics The organisation must identify its material topics, examine the GRI Industry Standards applicable to the sector in which it operates, and determine if each topic in the relevant Industry Standards is a material topic for itself; it must also list within the GRI content index any topic derived from the Sector Standards considered to have been judged as non-material by the organisation and explain the reason.
Requirement 4 - Report the information required by GRI 3 The organisation must indicate the procedure for determining the material topics, publish the list of material topics using and illustrate how it manages each material topic.	Requirement 5 - Report the information provided by the GRI Specific Standards for each material topic For each material topic, the organisation must report the information of the GRI Specific Standards listed for that given topic or explain the reason for omission.	Requirement 6 - Present the reasons for omitting information and requirements that the company cannot comply with An organisation that cannot comply with a notice or requirement for which reasons for omission are allowed must specify what they are and the reason for omission (Not Applicable, Regulatory Prohibitions, Confidentiality Constraints, Information Unavailable or Partial).
Requirement 7 - Publish the GRI content index The organisation must publish an index of the GRI contents with title, statement of use, GRI 1 used, relevant Industry Standards, list of material topics, list of topics contained in the Sector Standards that are not relevant and reasons, list of information reported, titles of the GRI Standards and other sources used, list of information omitted, reference numbers of the Industry Standards, location of the information, any reasons for omissions.	Requirement 8 - Submit a usage statement The organisation must include, in the GRI content index, the statement drafting a report in accordance with the GRI Standards for the reference period.	Requirement 9 - Notify the GRI The organisation must notify GRI of the use of the GRI Standards and the statement of use by sending an email to reportregistration@globalreporting.org .



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

The materiality assessment of sustainability topics, carried out with the materiality analysis, is fundamental for integrated reporting, as it allows reporting to be focused on the topics with the greatest impact on the value creation process, which are presented to stakeholders.

The contents of the Integrated Annual Report have been selected based on the principles outlined in the International <IR> Framework 2021 of the IIRC, in the GRI Standards guidelines, and the AA1000APS AccountAbility standard. In particular, to define the topics relevant to the Group for the purpose of creating value, the principle of materiality was followed, according to which organisations must assess how the impacts of ESG topics can affect the value creation process (internal impacts), but must also consider the risks that the activities of the Group generate on the environment and on the community (external impacts). The analysis concentrates on identifying impacts and prioritising them based on their materiality, scope and likelihood of occurrence. The GRI Standards explicitly underline the importance of commencing the process of identifying impacts and involving stakeholders in advance of the reporting process in order to make preventive and mitigation actions and the corporate sustainability strategy more effective.

The key reporting concepts of the GRI standards are:

- **Impacts:** the actual or potential positive or negative effects that an organisation can have on the economy, the environment and people, including human rights.
- **Material Topics:** identified based on the significance of the impacts on the economy, environment, people and human rights referred to in the previous point.
- **Due Diligence:** the process through which an entity identifies, prevents, mitigates and addresses negative impacts on the economy, environment and people.
- **Stakeholder:** individuals or groups that have interests that are affected or could be affected (positively or negatively) by an entity's activities.

When implementing the materiality analysis process, the Fideuram Group also took into account the definition of materiality contained in the International <IR> Framework, according to which materiality for the organisation and for its stakeholders is taken to mean the potential to affect, positively or negatively, the ability to create value for the Group.

The principles of stakeholder inclusiveness, sustainability context and completeness were also taken into account in determining the reporting content. The GRI principles (quality of information, pertinence, verifiability, comprehensibility, comparability and fidelity to the nature of the company) were also considered in defining the information quality criteria and the scope of reporting.

In addition, the Group has decided to express its commitment to sustainable development by identifying which Sustainable Development Goals (SDG) of the UN Agenda 2030 are affected by company operations. In keeping with the Paris Global Climate Conference, the Group has committed itself to monitoring and reporting on greenhouse gas emissions to identify and implement actions to reduce its ecological footprint. The data and information provided on Scope 1, Scope 2 and Scope 3 greenhouse gas (GHG) emissions were prepared in accordance with the international Greenhouse Gas Protocol, and guidelines set out in the GRI Standards. In order to give further impetus to the decarbonisation process, the companies Fideuram Asset Management SGR and Fideuram Asset Management (Ireland) joined the Net-Zero Asset Managers Initiative in October 2021, committing to zero CO₂ emissions by 2050. Moreover, the Fideuram Group adheres to the commitments made by Intesa Sanpaolo by joining the Net-Zero Banking Alliance.

Materiality: a strategic and dynamic approach

A materiality analysis is a structured process through which an organisation identifies, evaluates and prioritises ESG topics. International corporate reporting standards apply diversified approaches to the issue of materiality. Some, such as the Sustainability Accounting Standards Board (SASB) and the International <IR> Framework, emphasize the financial materiality of ESG topics, focusing on their capacity to influence business value creation. Others, such as the GRI, take a broader perspective, considering the materiality of ESG topics from a community-wide impact perspective. In a 2020 White Paper, the World Economic Forum stated that “an area of focus for investors should be the ability to anticipate issues that could become financially relevant to an industry or company.” This statement underscores the importance of “dynamic materiality,” namely, the capacity to recognize how topics initially considered financially irrelevant can evolve over time and acquire significant relevance. In this context, organizations are urged to adopt a forward-looking and proactive view. It is essential that they constantly review their list of material topics to prevent neglecting or underestimating potential risks and opportunities. Equally important is an awareness of the environmental conditioning that will shape the business environment in the medium and long term, enabling them to anticipate challenges and adapt strategies accordingly.

THE REPORTING PROCESS

The non-financial reporting process is set out in a specific operating guide. All our company departments contribute to drafting the Integrated Annual Report and operate to establish dialogue with stakeholders. Data collection is centralised with the Consolidated Financial Reporting and Subsidiaries unit, and is carried out by sending specific requests to the various functions and companies of the Group.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

MEASUREMENT SYSTEMS

The indicators used in our non financial reporting have been chosen in accordance with the reference standard and the results of the materiality analysis process. Almost all the data are direct measurements obtained from accounting data and other information systems, with the exception of a small number of estimates, which are all appropriately identified. To ensure accuracy of measurement and period-on-period comparability in interpreting the indicators, the Group departments have been equipped with appropriate information to ensure the measurement methods are applied correctly. The financial indicators come from the accounting system and are in line with IAS/IFRS.

PERIOD AND SCOPE OF REPORTING

The non-financial reporting is published annually. The data presented refer to the 2024 financial year and are, where applicable, compared with the previous two years. The scope of reporting refers to the companies included in the consolidated financial statements, with any limitations appropriately identified. The non-financial data have been restated as necessary to take the amendments to the scope of consolidation into account and enable comparison of the data for different period.

MATERIALITY ANALYSIS

The materiality analysis integrates different perspectives in order to better understand the economic and social topics that impact business and which topics can be impacted - negatively or positively, potentially or actually - by the Group’s value creation processes and policies. The potentially relevant ESG topics identified were assessed according to three different focuses:

- the stakeholder perspective;
- the internal impact on performance, business and value creation in terms of risks and opportunities;
- the external impact on society and the planet.

The process involved Group management and a stakeholder and was carried out in the stages as follows:

1. A list of topics in the context of the Group, in line with strategic objectives and with a focus on ESG topics was identified by studying topics relevant to the banking sector, by reading internal documentation (minutes of the corporate bodies, Code of Ethics), through a benchmark analysis of the documentation published by the main competitors and comparables, and by reading the Group press review (media search). The materiality assessment must be supported by an exhaustive list of topics related to the Environment, Society and Governance that covers all areas which are potentially material and which impact the Fideuram Group. For the sake of balance and completeness, a list of topics was prepared that includes all ESG areas relevant in the

short, medium and long term for the internal value creation process and for external wellbeing. The different topics were described objectively to avoid preconceptions resulting from routine judgments and to make the analysis comparable with those of other entities, and for this reason priority was given to the description of the impacts and inputs generating them.

- 2. The assessment of actual and potential impacts** was conducted through an internal analysis. In this phase, the characteristics of the topics identified above were defined, according to the actual and potential, negative or positive, short or long-term, foreseen or unforeseen, intentional or unintentional, reversible or irreversible impacts on the economy, environment and people, also including impacts on human rights, through activities and commercial relationships.
- 3. The significance of impacts according to stakeholder perspectives** was assessed via questionnaires submitted to the Group’s management and to a sample of internal and external stakeholders (customers, Personal Financial Advisers, employees, suppliers and the community). Involving stakeholders in the process of identifying material topics is crucial as their feedback is essential to identify together and comprehensively, relevant risks and opportunities, so as to focus attention on topics with a positive or negative impact. The questionnaire covered 14 material ESG topics and the respondents were asked to assign a materiality score of 1 to 7 to each of them from two perspectives: how ESG risk and opportunities can influence the value creation process (internal impact) and the importance of ESG impacts a company can have on the community and on the environment).
- 4. Impacts were prioritised** by comparing the answers to all the questionnaires received from management and stakeholders, then setting a numerical threshold above which the topic should be considered relevant and therefore assessed and delved into as a priority. Furthermore, management conducted a stakeholder prioritisation analysis by assigning a percentage weight to each category of stakeholder interacting with the Group based on the level of influence that the Fideuram Group exercises over them.
- 5. Process review by management**
After all the materiality analysis were conducted and summarised, the results were shared, evaluated and reviewed by management.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

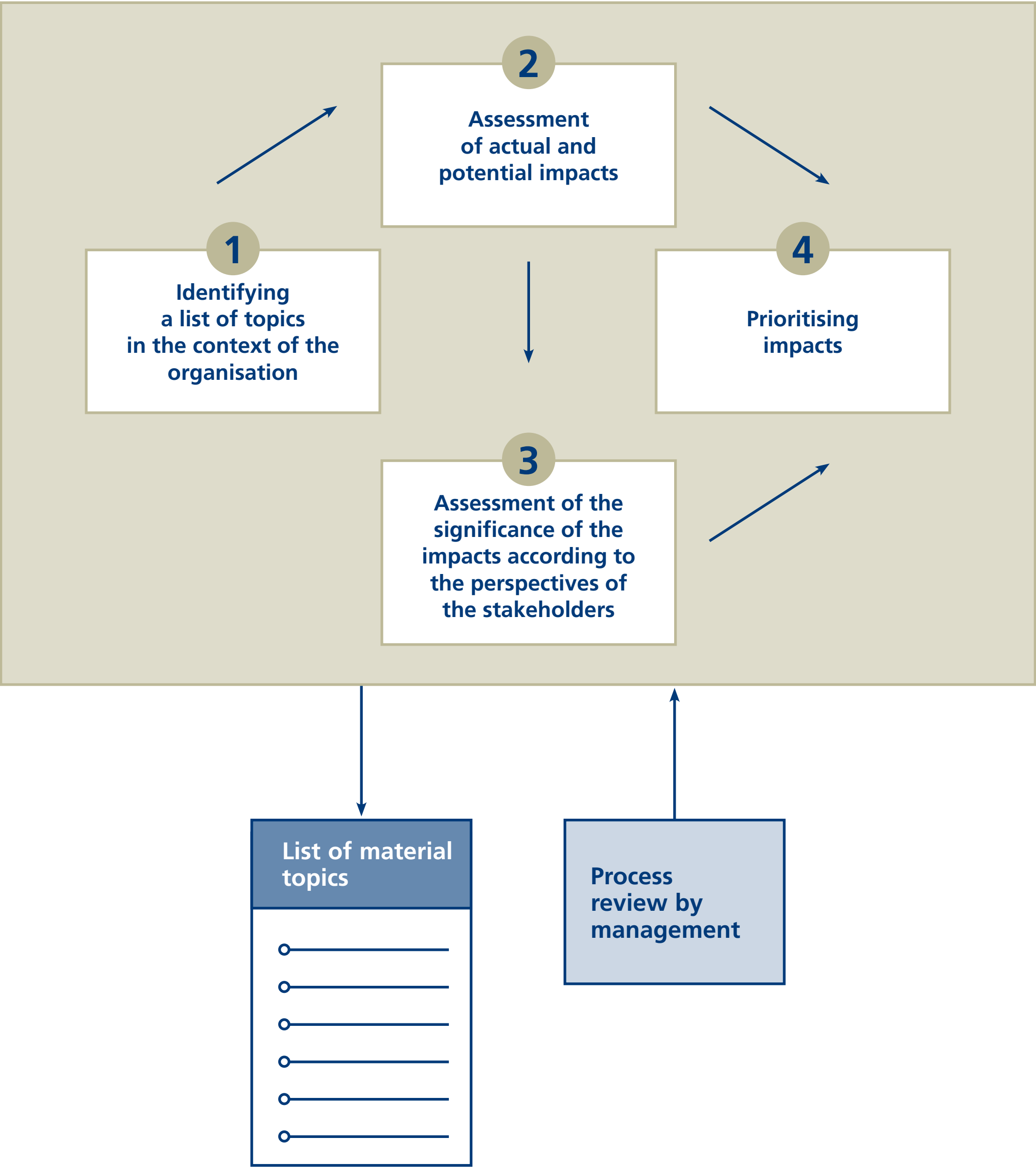
5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



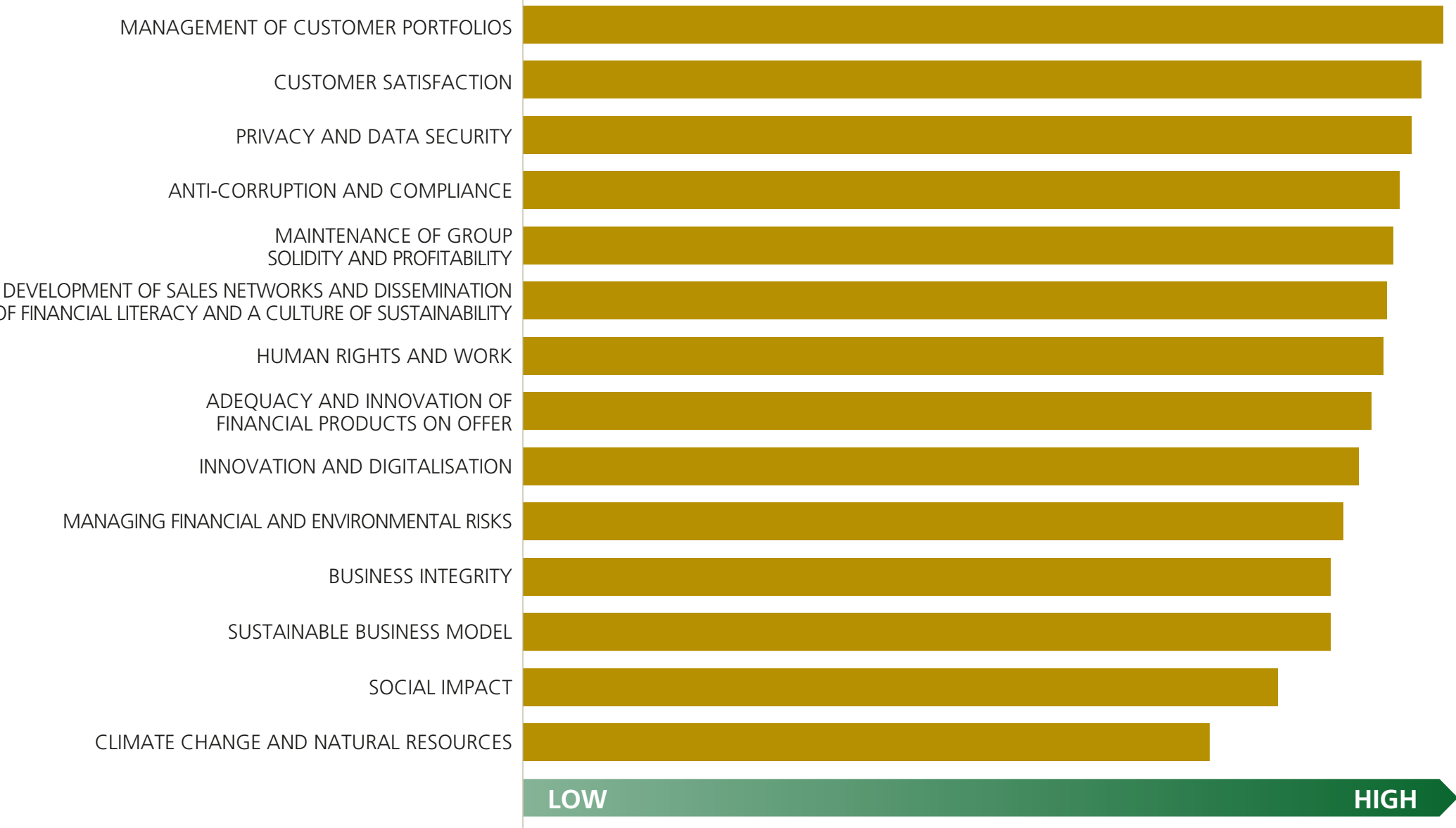
Materiality Analysis Process

Materiality analysis is based on the objective of presenting integrated reporting, which can contribute to sustainable development, representing internal and external impacts (positive and negative) in a transparent, continuous and reliable way. The aim is therefore to share the publication of an Annual Report presenting the most significant topics with reference to economic, environmental, social and governance impacts.

The approach considers the material risks and opportunities created by ESG issues from an internal point of view (i.e. how sustainability issues affect the Group’s business) and from an external point of view (i.e. how the policies implemented by the Group can have an impact on the community and the environment).

Prioritisation of issues based on an internal impact analysis

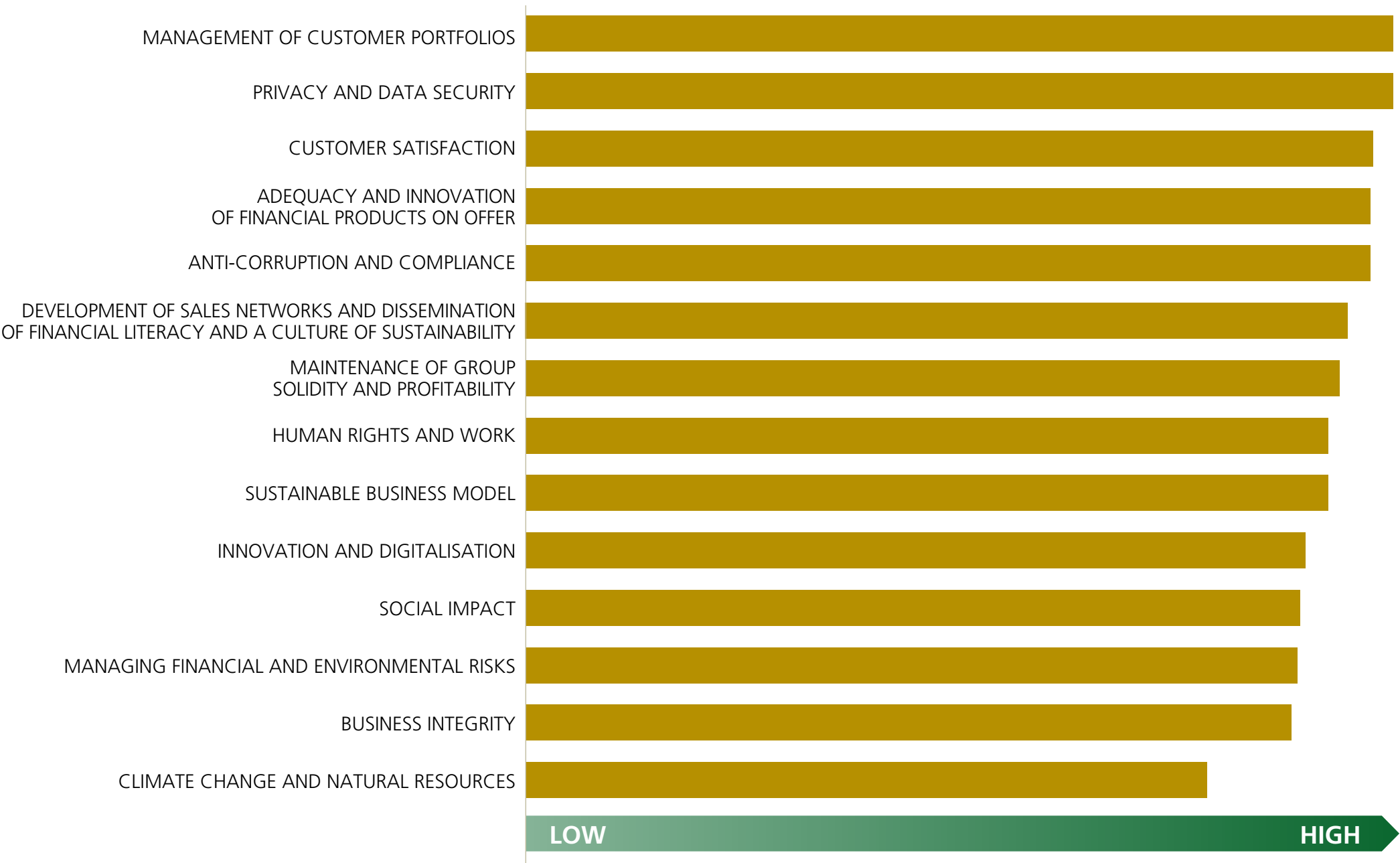
The topics with a high internal impact based on their importance, scope, probability and corporate value are listed below, in decreasing order of significance. Specifically, topics such as Customer Portfolio Management (transparent customer portfolio management, monitoring of Personal Financial Adviser-customer relationships, strengthening customer retention mechanisms, attention paid to customers who are High Net Worth Individuals), Customer Satisfaction (customer satisfaction with the quality of services offered, effective management of customer reports for service improvement, accessibility to services for customers with disabilities) and data privacy and security (protection of customer personal data, cybersecurity and data protection in the digital age, prevention of cyber fraud and customer information, adequacy of controls on distribution networks) highlighted the greatest significance in terms of impact on the Fideuram Group.



- ABOUT THIS REPORT
- OUR IDENTITY
- GROUP STRUCTURE
- HIGHLIGHTS
- KEY PERFORMANCE INDICATORS
- INTRODUCTORY NOTE
- CHAIRMAN’S STATEMENT
- CHIEF EXECUTIVE OFFICER’S STATEMENT
- 1. BUSINESS MODEL
- 2. EXTERNAL CONTEXT AND STRATEGIES
- 3. PERFORMANCE
- 4. GOVERNANCE
- 5. CONSOLIDATED FINANCIAL STATEMENTS
- 6. INDEPENDENT AUDITORS’ REPORT
- 7. SCHEDULES**
- 8. GLOSSARY
- 9. CONTACT US

Prioritisation of issues based on an external impact analysis

The topics with a high external impact based on their importance, scope, probability and corporate value are listed below, in decreasing order of significance. The same topics also emerged in terms of external impact, albeit in a different order. Customer Portfolio Management, as always, ranked first, followed by Privacy and Data Security and in third place Customer Satisfaction.



The materiality analysis below shows the positioning of topics in relation to their priority for the Group and relevance for stakeholders. The environment in which the Group operates is constantly evolving and nowhere is that more true than in ESG issues. Therefore, the analysis continuously engaged stakeholders with the aim of managing risks and business opportunities ever more efficiently. To identify the material issues for the Group, two areas of analysis were therefore considered and proposed for evaluation by the stakeholders:

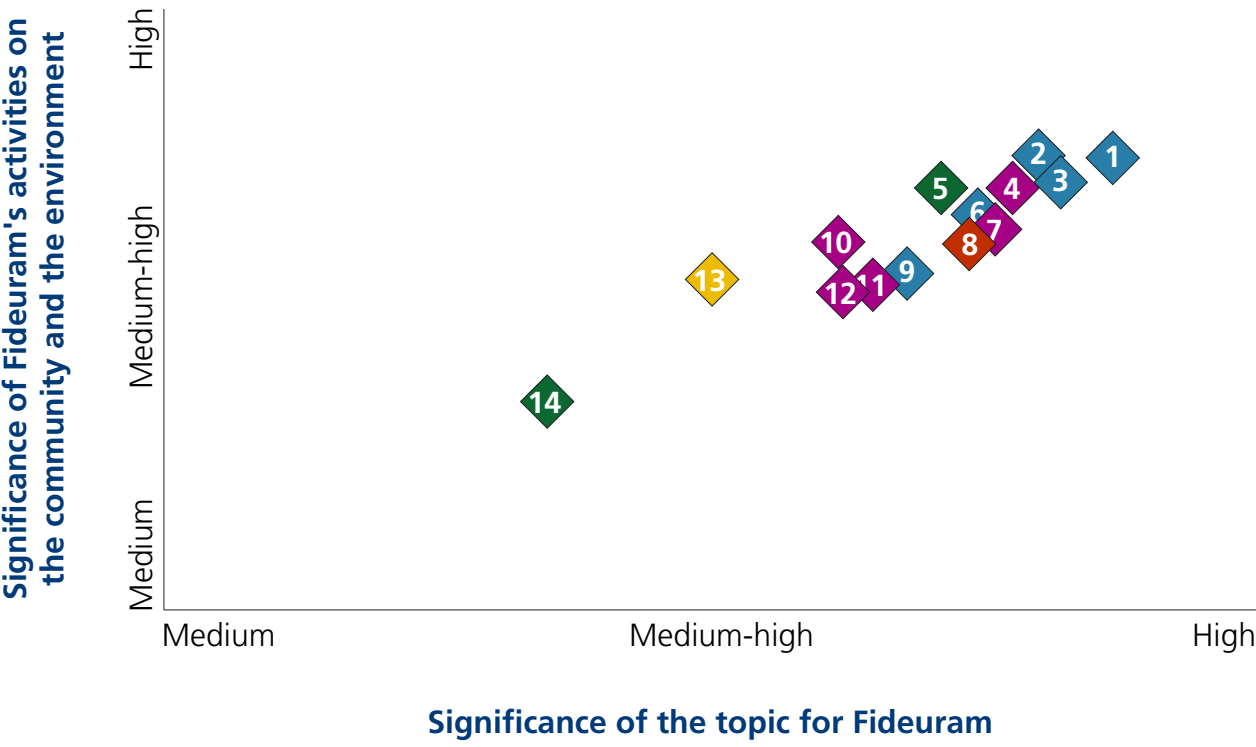
- the materiality of the topic for the Group in terms of actual or potential economic, social and environmental impact;
- the materiality of the impact that the Group’s policies and activities may have on the environment and the community.

The area between the two variables was divided into bands of increasing materiality for the creation of value and community wellbeing. All topics selected were shown to be relevant due to being positioned in the top right-hand quadrant of the matrix, and it is on these that the Group has prevalently focused its sustainability performance monitoring and reporting in order to create value in the long term.

The representation of material topics aims to respond to the concept of “dynamic materiality” of the International <IR> Framework, which implies that topics which are now considered material may vary their level of significance over time, supporting the Group to treat ESG topics with a forward-looking logic, allowing it to anticipate, even before mitigating, the impact of possible new risks that may impact internal and external value creation. The sizes of the circles in the chart are directly proportional to the importance of the individual topics in the value creation process, and were defined in relation to the contribution of each topic to the various different drivers.

Materiality Matrix

The materiality matrix below shows the upper right quadrant of the overall matrix; all topics identified as material are placed in this quadrant.



Graphic representation in compliance with the requirements of the GRI Standard 2021.

MATERIAL TOPIC (HIGH RELEVANCE)

- 1 Management of customer portfolios
- 2 Privacy and Data Security
- 3 Customer Satisfaction
- 4 Anti-corruption and compliance
- 5 Adequacy and innovation of financial products on offer
- 6 Development of sales networks and dissemination of financial literacy and a culture of sustainability
- 7 Maintenance of Group solidity and profitability
- 8 Human Rights and Work
- 9 Innovation and Digitalisation
- 10 Sustainable Business Model
- 11 Managing Financial and Environmental Risks
- 12 Business Integrity
- 13 Social impact
- 14 Climate change and natural resources

STAKEHOLDER

- Customers
- Collaborators
- Shareholders
- Environment
- Communities and Suppliers



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

The table below shows the material topics and their related indicators when they are linked to given GRI Standards aspects.

Table of impact scope of material aspects of the “in accordance with” GRI Standards option

MATERIAL TOPICS	POTENTIAL/CURRENT IMPACTS GENERATED		IMPACT INSIDE THE ORGANISATION	IMPACT OUTSIDE THE ORGANISATION
	POSITIVES	NEGATIVES		
Management of customer portfolios	- Transparent management of the customer portfolio - Monitoring of Private Banker-customer relationships - Strengthening retention mechanisms - Focus on customers who are High Net Worth Individuals	- Potential increase in outgoing Personal Financial Advisers turnover - Potential reduction in High Net Worth Individuals customers	Fideuram Group Personal Financial Advisers	Customers Supervisory Authority Community
Privacy and Data Security	- Prevention of computer fraud - Adequacy of controls over the distribution networks - Data security - Data management - Cybersecurity - Data breach prevention - Privacy by design	- Potential violation of computer systems with data breaches involving confidential information, to the detriment of the organization and with direct and indirect impacts on the external context - Potential exposure to scams, fraud and phishing - Potential reputational risk	Fideuram Group	Customers Community Shareholders
Customer satisfaction	- Customer satisfaction with the quality of the services offered - Effective management of reports and complaints - Accessibility to services for customers with physical disabilities	- Potential reduction in customers due to an ineffective management of complaints - Potential inaccessibility of customers at operating points due to the presence of architectural barriers	Fideuram Group Personal Financial Advisers	Customers Supervisory Authority Community
Anti-corruption and compliance	- Regulatory compliance - Update of the regulatory framework of reference - Anti-money laundering and anti-corruption policies - Anti-collusive and anti-trust policies	- Potential cases of non-compliance with related reputational risks for the organisation - Potential penalties for non-compliance with the law	Fideuram Group	Supervisory Authority Community
Adequacy and innovation of financial products on offer	- Adequate cost of financial products in relation to the quality of service offered - Appropriateness of the products offered to the financial and sustainability literacy of customers - Information provided is understandable and relevant (e.g. prospectuses) - Product and service innovation - Customisation of the product offer in relation to customer needs	- Potential lack of attractiveness of the financial products offered to customers - Potential inadequacy of financial products compared to the competitors' offer	Fideuram Group Personal Financial Advisers	Customers Community
Development of sales networks and dissemination of financial literacy and a culture of sustainability	- Development of consulting services anticipating market demands - Prompt and effective response to customer needs - Financial education and promotion of a culture for responsible investment management - New tools available to customers	- Potential failure to respond to customer needs that favours competitors and has negative consequences on business performance - Failure to develop the financial literacy of customers, which leads to poor knowledge of the products and a lack of propensity for advanced savings	Fideuram Group Personal Financial Advisers	Customers Supervisory Authority Community
Maintenance of Group solidity and profitability	- Capital adequacy - Tax Governance - Competitiveness on the market - Contribution to the real economy - Contribution to employment - Social prosperity - Maximisation of value creation processes and related distribution to stakeholders	- Potential failure to comply with capital strength constraints - Potential reduction in value of the organisation, with negative consequences in the area of redistribution of value to stakeholders	Fideuram Group	Customers Supervisory Authority Community

Continued overleaf >>



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

MATERIAL TOPICS	POTENTIAL/CURRENT IMPACTS GENERATED		IMPACT INSIDE THE ORGANISATION	IMPACT OUTSIDE THE ORGANISATION
	POSITIVES	NEGATIVES		
Human Rights and Work	- Remuneration policies - Health and safety policies - Freedom of association and collective bargaining - Working conditions - Work-family balance - Workplace satisfaction - Inclusivity policies - Personalized training - Incentive systems and career paths	- Potential negative impacts on the health, safety and well-being of workers - Potential employee dissatisfaction with consequences on work activities - Potential risks of labour law litigation paths	Fideuram Group Employees	Customers Supervisory Authority Community
Innovation and Digitalisation	- E-banking and services virtualization - Availability of diversified and interactive channels for Bank-customer communications - Direct Bank Development	- Potential failure to manage innovation and digital transformation processes - Potential reduction in customers to the benefit of more digitized competitors - Potential failure to reach certain age groups of customers	Fideuram Group	Customers Community
Sustainable Business Model	- Inclusion of ethical, social and environmental criteria in the valuation of investments - Responsible asset management with reduced funding to sectors with a high environmental impact - Governance of ESG issues	- Potential inadequacy of the financial products offered to customers compared to the offer of competitors - Potential reduction in Assets Under Management with negative repercussions on the corporate business - Potential reputational risk	Fideuram Group	Supervisory Authority Community
Managing Financial and Environmental Risks	- Monitoring business risks (credit, market, liquidity, operational, legal and tax risks) - Monitoring climate change risks (transitional and physical risk)	- Inadequate risk management with potential significant consequences on business, climate change and in the reputational area	Fideuram Group	Supervisory Authority Community
Business Integrity	- Ethics in the conduct of business - Transparency and clarity in management of decision-making processes - Managing Conflicts of Interest - Remuneration and compensation policies for members of the Board of Directors - Business Codes of Conduct	- Potential cases of non-compliance in the ethical conduct of business with impacts inside and outside the organisation	Fideuram Group	Customers Supervisory Authority Community
Social impact	- Governance of ESG issues - Dissemination of an ESG culture - Brand reputation - Ethical supply chain management - Continuous training and a strong focus on individual and collective growth - Talent attraction - Talent retention activities	- Potential reduction in ESG Assets Under Management with negative economic, environmental, social and governance repercussions - Potential reputational risk - Potential risk of using suppliers that violate human and environmental rights - Potential increase in outbound turnover and loss of key knowledge and skills - Less attractive to talent and new generations	Fideuram Group Personal Financial Advisers	Customers Community
Climate change and natural resources	- Energy efficiency and supply initiatives from renewable sources promoted by the organization in order to reduce risks related to climate change - Responsible use and management of natural resources (water, diesel, methane, electricity)	- Potential increase in emissions (direct and indirect) with a consequent negative impact on climate change - Potential negative management of natural resources with increasing consumption and negative impacts on the environment	Fideuram Group	Supervisory Authority Community Shareholders



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

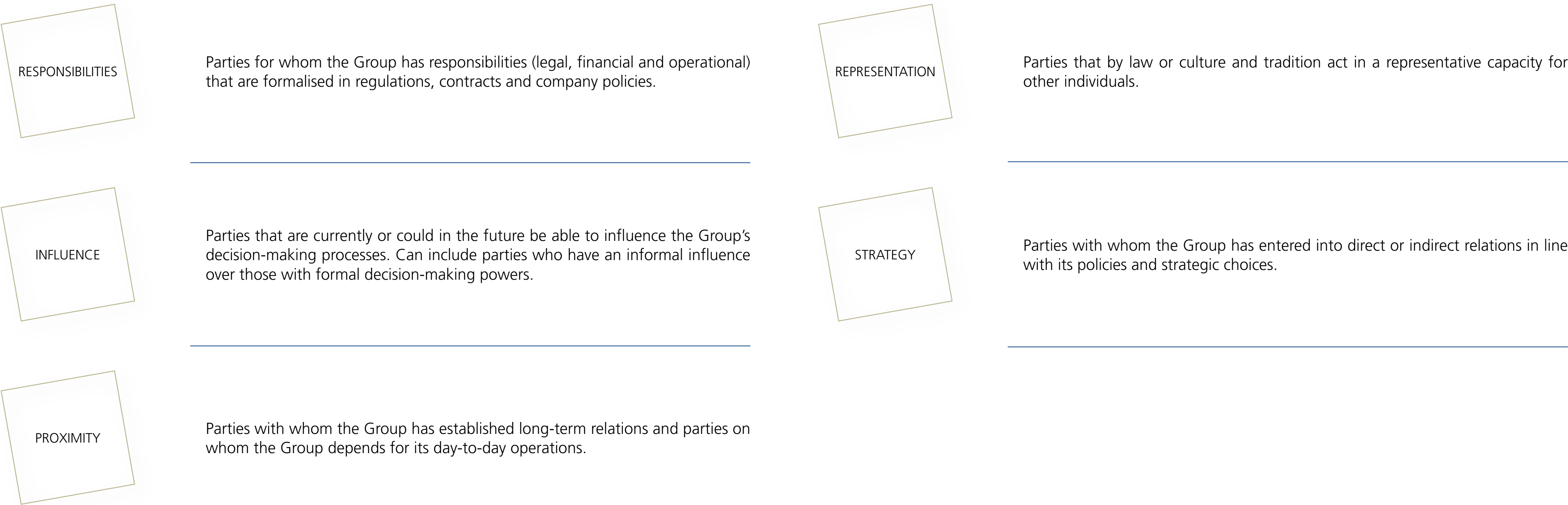
STAKEHOLDER ENGAGEMENT

The Group developed and implemented its stakeholder engagement process adopting the principles set out in the AA1000APS standard developed by AccountAbility (the Institute of Social and Ethical Accountability), which identifies the foundations on which effective stakeholder engagement is built in the following principles:

- **inclusiveness**: promoting stakeholder participation in the development and achievement of an accountable and strategic approach to sustainability;
- **materiality**: determining the relevance and significance of an issue to an organisation and its stakeholders;
- **responsiveness**: an organisation’s ability to respond to stakeholder issues, through decisions, actions, results and communication.
- **impact**, monitor, measure and account for how the organization’s actions affect the economic, social and environmental context, ensuring responsible management of the effects of its activities.

A management model has been designed to monitor the entire engagement process with the objective of adhering to the principles of the AA1000APS standard. This monitoring extends from the mapping of stakeholders and quality assessment of engagement initiatives to the proposals and weaknesses that emerge, and the action plan resulting from balancing corporate strategy and input from stakeholders. The stakeholders involved in the materiality analysis process were selected at the end of the phase involving Group Management. Groups of stakeholders representing customers, shareholders, Private Bankers, employees, suppliers, and associations have been identified.

The stakeholders were selected to meet the following requirements:



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

7.2 Overview tables of GRI indicators

The following table summarises the GRI indicators (Content Index).

OVERVIEW TABLE OF GRI INDICATORS

Statement of use	Fideuram - Intesa Sanpaolo Private Banking has presented a report in compliance with the GRI Standards for the period from 01.01.2024 to 31.12.2024
GRI 1 used	GRI 1: Core Principles 2021
Applicable GRI Sector Standards	G4 Financial service sector disclosure

GRI STANDARD / OTHER RESOURCES	DISCLOSURE	PARAGRAPH	OMISSIONS			GRI SECTOR STANDARD REF. NO.
			OMITTED DISCLOSURE	MOTIVATION	EXPLANATION	
GENERAL INFORMATION						
GRI 2: General information 2021	2-1 information on the organization	Front Cover (Fideuram Group - Intesa Sanpaolo Private Banking) Group structure Back Cover Ownership structure Role of sub-holding company				
	2-2 Entities included in the organization's sustainability reporting	Group structure Role of sub-holding company Non-financial reporting methodology: Period and scope of reporting				
	2-3 Reporting period, frequency and point of contact	Sustainability reporting methodology: Period and scope of reporting Date of most recent report: March 2024 The Group at a glance				
	2-4 Changes in reporting	The figures for 2024 were restated on a consistent basis to take account of changes in the scope of consolidation.				
	2-5 External assurance	The Group has obtained a limited assurance engagement for Non-Financial Disclosure relating to the year ending 31 December 2024,consisting of the following sections of the Group's Integrated Annual Report at the same date: • "Chairman's Statement"; • "Chief Executive Officer's Statement"; • Chapter 1 "Business Model"; • Section 2.5 "The Group's strategy"; • Sections, 3.3 "Client financial assets", 3.6 "Advanced advisory services", 3.8.1 "Financial capital", 3.8.2 "Productive capital", 3.8.3 "Intellectual capital", 3.8.4 "Human capital", 3.8.5 "Relational capital" and 3.8.6 "Natural capital"; • Chapter 4 "Governance"; • Sections, 7.1 "Methodological note on non-financial reporting", 7.2 "Summary tables of GRI indicators", 7.6 "Statement of determination and distribution of economic value", 7.7 "Information on tax management methods".				
	2-6 Activities, value chain and other business relationships	Business Segments Business Model Advanced Advisory Services Suppliers In 2024, there were no significant changes compared to the previous year.				
	2-7 Employees	Employees The calculation is on a per head basis.				
	2-8 Non-employee workers	Personal Financial Advisers The calculation is on a per head basis.				
	2-9 Governance structure and composition	Organizational structure Company administration Internal control system Our commitment				
	2-10 Appointment and selection of the highest governing body	Organisational structure				

Continued overleaf >>



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

GRI STANDARD / OTHER RESOURCES	DISCLOSURE	PARAGRAPH	OMISSIONS		GRI SECTOR STANDARD REF. NO.
			OMITTED DISCLOSURE	MOTIVATION	EXPLANATION
	2-11 Chair of the highest governance body	Chairman's Statement Chief Executive Officer's Statement Company Administration			
	2-12 Role of the highest governance body in overseeing impact management	The Group's strategy Organizational structure Methodological note on non-financial reporting			
	2-13 Delegation of responsibility for impact management	Methodological note on non-financial reporting Governance Sustainability Governance Currently, there is no formalised delegation process with regard to social and environmental issues. However, responsibility for these topics lies with the Board of Directors. Information on other delegation mechanisms is provided in the section on the Fideuram Group.			
GRI 2: General information 2021	2-14 Role of the highest governance body in sustainability reporting	Governance Methodological note on non-financial reporting - Materiality analysis			
	2-15 Conflicts of interest	Company administration Internal control system Part H - Related parties			
	2-16 Communication of critical issues	Governance - Whistleblowing On the public website, in the section on "Company Data", there is a freely available link to the Whistleblowing reporting systems.			
	2-17 Collective knowledge of the highest governing body	Governance			
	2-18 Evaluation of the performance of the highest governance body	Governance			
	2-19 Remuneration policies	Governance - Remuneration policies Part H - Transactions with related parties			
	2-20 Process for determining remuneration	Governance - Remuneration policies			
	2-21 Total annual remuneration index	N/A	2-21	Confidentiality constraints	Confidential information not subject to publication obligations for unlisted companies.
	2-22 Sustainable Development Strategy Statement	Group Strategy Governance			
	2-23 Political commitments	Governance The Group's values and history Organisational structure Regulations implementing the Group's anti-corruption guidelines On the public website, in the "Company Data" section, there are the following freely available documents relating to the Group's Code of Ethics and Internal Code of Conduct.			
	2-24 Integration of political commitments	Governance			
	2-25 Processes for remediating adverse impacts	Customer feedback Governance			
	2-26 Mechanisms for asking for advice and raising concerns	Customer service Customer feedback Governance			
	2-27 Compliance with laws and regulations	Customer feedback Governance In 2024, the Group did not receive any fines relating to violations of labour laws.			

Continued overleaf >>



- ABOUT THIS REPORT
- OUR IDENTITY
- GROUP STRUCTURE
- HIGHLIGHTS
- KEY PERFORMANCE INDICATORS
- INTRODUCTORY NOTE
- CHAIRMAN'S STATEMENT
- CHIEF EXECUTIVE OFFICER'S STATEMENT

- 1. BUSINESS MODEL
- 2. EXTERNAL CONTEXT AND STRATEGIES
- 3. PERFORMANCE
- 4. GOVERNANCE
- 5. CONSOLIDATED FINANCIAL STATEMENTS
- 6. INDEPENDENT AUDITORS' REPORT
- 7. SCHEDULES
- 8. GLOSSARY
- 9. CONTACT US

GRI STANDARD / OTHER RESOURCES	DISCLOSURE	PARAGRAPH	OMISSIONS		GRI SECTOR STANDARD REF. NO.
			OMITTED DISCLOSURE	MOTIVATION	EXPLANATION
	2-28 Membership associations	The financial system and other institutions			
	2-29 Approach to stakeholder engagement	Stakeholders Non-financial reporting methodology: Stakeholder engagement			
	2-30 Collective bargaining agreements	Contractual Relations			
MATERIAL TOPICS					
GRI 3: Material Topics 2021	3-1 Material Issue Determination Process	Non-financial reporting methodology			
	3-2 List of material topics	Non-financial reporting methodology			
MANAGEMENT OF CUSTOMER PORTFOLIOS					
GRI 3: Material Topics 2021	3-3 Management of material topics	Financial capital Relational capital Intellectual capital Governance			
GRI 201: Economic Performance 2016	201-1 Direct economic value generated and distributed	Stakeholders Distribution of value Group contributions by sector			
GRI 417: Marketing and Labelling 2016	417-3 Incidents of non-compliance concerning marketing communications	No incidents of non-compliance with regulations or voluntary codes on marketing activities, including advertising, promotion and sponsorship, were reported over the last three years.			
GRI 418: Customer Privacy 2016	418-1 Substantiated complaints concerning breaches of customer privacy and losses of customer data	Customer feedback			
Sector-specific supplement Indicators - G4	FS6 Percentage of the portfolio broken down by business lines, specific geographical areas, size (e.g. micro/SME/large) and sector	Client financial assets			
Sector-specific guidance for management approach disclosures - G4	former FS16 Initiatives to improve financial literacy by type of beneficiary	Promoting financial literacy			
PRIVACY AND DATA SECURITY					
GRI 3: Material Topics 2021	3-3 Management of material topics	Intellectual capital Relational capital			
GRI 418: Customer Privacy 2016	418-1 Substantiated complaints concerning breaches of customer privacy and losses of customer data	Customer feedback			
CUSTOMER SATISFACTION					
GRI 3: Material Topics 2021	3-3 Management of material topics	Intellectual capital Relational capital			
GRI 418: Customer Privacy 2016	418-1 Substantiated complaints concerning breaches of customer privacy and losses of customer data	Customer feedback			
Sector-specific Indicators - G4	FS14 Initiatives to improve access to financial services by disadvantaged persons	Accessibility of services			
ANTI-CORRUPTION AND COMPLIANCE					
GRI 3: Material Topics 2021	3-3 Management of material topics	Governance The Group has solutions in place, implemented by its internal audit units, to monitor compliance with current regulations regarding anti-competitive behaviour, anti-money laundering and embargoes and operates in close collaboration with the relevant authorities to this end.			

Continued overleaf >>



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

GRI STANDARD / OTHER RESOURCES	DISCLOSURE	PARAGRAPH	OMISSIONS		GRI SECTOR STANDARD REF. NO.
			OMITTED DISCLOSURE	MOTIVATION	
GRI 205: Anti-corruption 2016	205-2 Communication and training about anti-corruption policies and procedures	Employees Corruption risk monitoring			
	205-3 Confirmed incidents of corruption and actions taken	No episodes of corruption were reported during the last three years.			
GRI 206: Anti-Competitive Behaviour 2016	206-1 Legal actions for anti-competitive behaviour, anti-trust, and monopoly practices	Over the last three years, 3 legal actions were brought against the Group in relation to unfair competition; no legal action for antitrust and monopolistic practices.			
GRI 415: Public Policy 2016	415-1 Political contributions	In accordance with internal policy, political parties and movements and their organisational arms cannot receive donations and sponsorships. No loans were made to political parties and movements in 2024.			
ADEQUACY AND INNOVATION OF FINANCIAL PRODUCTS ON OFFER					
GRI 3: Material topics 2021	3-3 Management of material topics	Relational capital Governance			
GRI 417: Marketing and Labelling 2016	417-3 Incidents of non-compliance concerning marketing communications	No incidents of non-compliance with regulations or voluntary codes on marketing activities, including advertising, promotion and sponsorship, were reported over the last three years.			
Sector-specific Indicators - G4	FS14 Initiatives to improve access to financial services by disadvantaged persons	Accessibility of services			
DEVELOPMENT OF SALES NETWORKS AND DISSEMINATION OF FINANCIAL LITERACY AND A SUSTAINABILITY CULTURE					
GRI 3: Material Topics 2021	3-3 Management of material topics	Financial capital Governance Human capital			
GRI 201: Economic Performance 2016	201-1 Direct economic value generated and distributed	Stakeholders Distribution of value Group contributions by sector			
GRI 401: Employment 2016	401-1 New employee hires and employee turnover	Personal Financial Advisers Employees			
GRI 404: Training and Education 2016	404-2 Programs for upgrading employee skills and transition assistance programs	Development of human resources Network training			
	404-3 Percentage of employees receiving regular performance and career development reviews	Career development			
MAINTENANCE OF GROUP SOLIDITY AND PROFITABILITY					
GRI 3: Material Topics 2021	3-3 Management of material topics	Financial capital Governance Group structure Distribution of customers by geographical area Productive capital In compliance with the Code of Ethics, the Group is committed to observing principles based on values of honesty and integrity in the management of the tax variable, in compliance with tax regulations applicable in countries where the Group operates and to maintain a collaborative and transparent relationship with the tax authorities, also through observing cooperative compliance regimes.			

Continued overleaf >>



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

GRI STANDARD / OTHER RESOURCES	DISCLOSURE	PARAGRAPH	OMISSIONS		GRI SECTOR STANDARD REF. NO.
			OMITTED DISCLOSURE	MOTIVATION	EXPLANATION
GRI 201: Economic Performance 2016	201-1 Direct economic value generated and distributed	Stakeholders The distribution of value Contribution to the territory by topic Statement of determination and distribution of economic value			
	201-4 Financial assistance received from government	Notes to the consolidated financial statements (Section 24 - Other information)			
GRI 202: Market presence 2016	202-1 Ratio of standard basic wages by gender to the local minimum wage	Contractual Relations (Employees) Contractual Relations (Personal Financial Advisers) Remuneration and incentives Geographical distribution of Networks			
GRI 207: Taxes 2019	207-1 Approach to taxes	Tax management disclosure			
HUMAN RIGHTS AND WORK					
GRI 3: Material Topics 2021	3-3 Management of material topics	Group structure Distribution of customers by geographical area Financial capital Productive capital Human capital Governance			
GRI 202: Market presence 2016	202-1 Ratio of standard basic wages by gender to the local minimum wage	Contractual Relations (Employees) Contractual Relations (Personal Financial Advisers) Remuneration and incentives Geographical distribution of Networks			
GRI 401: Employment 2016	401-1 New employee hires and employee turnover	Personal Financial Advisers Employees			
	401-2 Benefits provided to full-time employees that are not provided to temporary or part-time employees	Employee healthcare, pensions and services Supplementary pension funds Geographical distribution of Networks			
	401-3 Parental leave	Parental leave			
GRI 402: Labour/ Management Relations 2016	402-1 Minimum notice periods regarding operational changes	Contractual Relations			
GRI 403: Occupational Health And Safety 2018	403-1 Occupational health and safety management system	Health and safety			
	403-2 Hazard identification, risk assessment, and incident investigation	Health and safety			
	403-3 Occupational health services	Health and safety			
	403-4 Worker participation, consultation, and communication on occupational health and safety	Health and safety			
	403-5 Worker training on occupational health and safety	Health and safety			
	403-6 Promotion of worker health	Health and safety			
	403-7 Prevention and mitigation of occupational health and safety impacts directly linked by business relationships	Health and safety			
	403-9 Accidents at work	Health & Safety Data and information relating to accidents of non-employee workers are not monitored as the current applicable Italian legislation on the matter does not provide for the obligation to collect the aforementioned type of data.			

Continued overleaf >>



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

GRI STANDARD / OTHER RESOURCES	DISCLOSURE	PARAGRAPH	OMISSIONS		GRI SECTOR STANDARD REF. NO.
			OMITTED DISCLOSURE	MOTIVATION	EXPLANATION
GRI 404: Training and Education 2016	404-1 Average hours of training per year per employee	Development of human resources Key Performance Indicators			
	404-2 Programs for upgrading employee skills and transition assistance programs	Development of human resources Network training			
	404-3 Percentage of employees receiving regular performance and career development reviews	Career development			
GRI 406: Non-discrimination 2016	406-1 Episodes of discrimination and corrective measures taken	During 2024, no complaints were received in relation to human rights, the code of ethics and discriminatory practices.			
INNOVATION AND DIGITALISATION					
Sector-specific Indicators - G4	FS14 Initiatives to improve access to financial services by disadvantaged persons	Accessibility of services Internet sites			
SUSTAINABLE BUSINESS MODEL					
GRI 3: Material Topics 2021	3-3 Management of material topics	Relational capital Governance			
Sector-specific guidance for management approach disclosures - G4	former FS1 Policies with specific environmental and social components applied to the business lines	Sustainable finance			
	FS2 Procedures to assess and verify social and environmental risks in the business lines	Sustainable finance			
	former FS9 Scope and frequency of audits to assess the implementation of social and environmental policies and risk assessment procedures	Sustainable finance			
MANAGING FINANCIAL AND ENVIRONMENTAL RISKS					
GRI 3: Material Topics 2021	3-3 Management of material topics	The Group has solutions in place, implemented by its internal audit units, to monitor compliance with current regulations regarding anti-competitive behaviour, anti-money laundering and embargoes, and operates in close collaboration with the relevant authorities to this end.			
GRI 206: Anti-Competitive Behaviour 2016	206-1 Legal actions for anti-competitive behaviour, anti-trust, and monopoly practices	Over the last three years, 3 legal actions were brought against the Group in relation to unfair competition; no legal action for antitrust and monopolistic practices.			
BUSINESS INTEGRITY					
GRI 3: Material Topics 2021	3-3 Management of material topics	Suppliers Governance Human capital The Group has solutions in place, implemented by its internal audit units, to monitor compliance with current regulations regarding anti-competitive behaviour, anti-money laundering and embargoes and operates in close collaboration with the relevant authorities to this end.			
GRI 204: Procurement Policies 2016	204-1 Proportion of spending on local suppliers	Suppliers			

Continued overleaf >>



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

GRI STANDARD / OTHER RESOURCES	DISCLOSURE	PARAGRAPH	OMISSIONS		GRI SECTOR STANDARD REF. NO.
			OMITTED DISCLOSURE	MOTIVATION	EXPLANATION
GRI 205: Anti-corruption 2016	205-2 Communication and training about anti-corruption policies and procedures	Employees Corruption risk monitoring			
	205-3 Confirmed incidents of corruption and actions taken	No episodes of corruption were reported during the last three years.			
GRI 206: Anti-Competitive Behaviour 2016	206-1 Legal actions for anti-competitive behaviour, anti-trust, and monopoly practices	Over the last three years, 3 legal actions were brought against the Group in relation to unfair competition; no legal action for antitrust and monopolistic practices.			
GRI 405: Diversity and Equal Opportunity 2016	405-1 Diversity of governance bodies and employees	Personal Financial Advisers Employees Protected categories Board of Directors			
GRI 415: Public Policy 2016	415-1 Political contributions	In accordance with internal policy, political parties and movements and their organisational arms cannot receive donations and sponsorships. No loans were made to political parties and movements in 2024.			
SOCIAL IMPACT					
GRI 3: Material Topics 2021	3-3 Management of material topics	Relational capital Governance			
Sector-specific guidance for management approach disclosures - G4	former FS1 Policies with specific environmental and social components applied to the business lines	Sustainable finance			
	FS2 Procedures to assess and verify social and environmental risks in the business lines	Sustainable finance			
	former FS9 Scope and frequency of audits to assess the implementation of social and environmental policies and risk assessment procedures	Sustainable finance			
Sector-specific guidance for management approach disclosures - G4	former FS16 Initiatives to improve financial literacy by type of beneficiary	Promoting financial literacy			
GRI 404: Training and Education 2016	404-1 Average hours of training per year per employee	Development of human resources Key Performance Indicators			
	404-2 Programs for upgrading employee skills and transition assistance programs	Development of human resources Network training			
	404-3 Percentage of employees receiving regular performance and career development reviews	Career development			
CLIMATE CHANGE AND NATURAL RESOURCES					
GRI 3: Material Topics 2021	3-3 Management of material topics	Natural Capital			
GRI 301: Material topics 2016	301-1 Materials used based on weight or volume	Paper			
	301-2 Recycled input materials used	Paper			
GRI 302: Energy 2016	302-1 Energy consumption within the organization	Energy The energy sold is equal to zero. There are no plants for the own production of energy. In 2024, the criteria for determining consumption were changed.			

Continued overleaf >>



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

GRI STANDARD / OTHER RESOURCES	DISCLOSURE	PARAGRAPH	OMISSIONS		GRI SECTOR STANDARD REF. NO.
			OMITTED DISCLOSURE	MOTIVATION EXPLANATION	
GRI 305: Emissions 2016	305-1 Direct emissions (Scope 1) of greenhouse gases (GHG)	Atmospheric emissions			
	305-2 Indirect emissions (Scope 2) of greenhouse gases (GHG)	Atmospheric emissions			
	305-3 Other indirect emissions (Scope 3) of greenhouse gases (GHG)	Atmospheric emissions			
GRI 306: Water discharges and waste 2020	306-3 Waste generated	Waste			
	306-4 Waste diverted from disposal	Waste			
	306-5 Waste directed to disposal	Waste			



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S STATEMENT

CHIEF EXECUTIVE OFFICER'S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

ADDITIONAL INDICATORS

INDICATORS	PARAGRAPH
CUSTOMERS	
Customer complaints by type	Customer feedback
Net Promoter Score (NPS)	Customer satisfaction survey
Customer Satisfaction Index (CSI)	Customer satisfaction survey
SHAREHOLDERS	
Rating	Key Performance Indicators
EMPLOYEES	
Education	Employees, education
Number of participants (enrolled) in training activities	Development of human resources
Training by subject matter	Development of human resources
Trade union freedom: days of work absence for trade union reasons	Relationships with trade union organisations
PERSONAL FINANCIAL ADVISERS	
Ratio of customers to Personal Financial Advisers	Personal Financial Advisers
Ratio of Client Assets to Personal Financial Advisers	Personal Financial Advisers
Size of Network distribution structure	Size of Networks
Origin of professionals joining Networks	Size of Networks
Turnover by staff age and gender	Size of Networks
Total number of Personal Financial Advisers by Network, area and geographical distribution, gender and rank, average age and length of service	Geographical distribution of Networks Organisational structure
Training by subject matter	Network training
COMMUNITY	
In-house ESG products for Client Assets	Commitment to sustainable development
GOVERNANCE	
Composition of the Board of Directors by professional expertise	Governance



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

7.3 Overview tables of SASB indicators

TOPIC	CODE	REFERENCES
SECTOR - ASSET MANAGEMENT & CUSTODY ACTIVITIES		
Transparent Information & Fair Advice for Customers	FN-AC270a.3	Transparency with customers
Employee Diversity & Inclusion	FN-AC330a.1	Company management Employees
Incorporation of Environmental, Social, and Governance Factors in Investment Management & Advisory	FN-AC410a.1	Our commitment
	FN-AC410a.3	Our commitment
Business Ethics	FN-AC510a.1	Notes Part E - Information on risk and related hedging policies - Legal and tax risk
Systemic Risk Management	FN-AC550a.1	Notes Part E - Information on risk and related hedging policies - 1.4 Liquidity risk
	FN-AC550a.2	Notes Part E - Information on risk and related hedging policies - 1.4 Liquidity risk
	FN-AC550a.3	Notes Part E - Information on risk and related hedging policies - A. Credit quality
Activity Metrics	FN-AC-000.A	Client financial assets
	FN-AC-000.B	Inflows into managed and non-managed assets
SECTOR - COMMERCIAL BANK		
Financial Inclusion & Capacity Building	FN-CB-240a.4	Customer events Promotion of financial literacy
Business Ethics	FN-CB-510a.1	Notes Part E - Information on risk and related hedging policies - Legal and tax risk
	FN-CB-510a.2	Audit

The indicators in the table are not audited by the auditors of the financial statements, nor are subject to any other form of assurance.

7.4 Basis of preparation of the restated financial statements

The comparative analysis of 2024 financial statement data with corresponding 2023 figures is affected by the acquisition of control of Alpian, which took place in the third quarter of 2024.

In order to allow for a like-for-like comparison and to adequately represent the effects of the aforementioned transactions, the reconciliation of the official balance sheet and income statement and corresponding restated statements are shown below, obtained by making appropriate adjustments to the historical data to retroactively reflect the changes that occurred during 2024, without however changing the result for the year and shareholders’ equity compared to the official financial statements published in previous periods. The net effects of the adjustments were recognised in profit of non-controlling interests in the restated income statement and in minority interests in the restated balance sheet.

Specifically:

- the balance sheet at 31 December 2023 was restated to include Alpian’s contribution for comparative purposes;
- the income statement was restated so as to include in the consolidated results, the full contribution of Alpian also for the portion prior to the acquisition of control by the Group.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Reconciliation between the consolidated and restated financial statements

Reconciliation between the consolidated balance sheet published at 31 December 2023 and the restated consolidated balance sheet at 31 December 2023

(€m)

	31.12.2023 PUBLISHED	CHANGES IN SCOPE OF CONSOLIDATION (*)	31.12.2023 RESTATED
ASSETS			
10. Cash and cash equivalents	5,238	49	5,287
20. Financial assets measured at fair value through profit or loss	719	-	719
a) financial assets held for trading	46	-	46
b) financial assets measured at fair value	-	-	-
c) other financial assets mandatorily measured at fair value	673	-	673
30. Financial assets measured at fair value through other comprehensive income	3,360	-	3,360
40. Financial assets measured at amortised cost	43,357	2	43,359
a) loans and advances to banks	27,268	1	27,269
b) loans and advances to customers	16,089	1	16,090
50. Hedging derivatives	257	-	257
60. Adjustments to financial assets subject to macro-hedging (+/-)	(45)	-	(45)
70. Equity investments	247	(11)	236
80. Reinsurers' share of technical reserves	-	-	-
a) insurance contracts issued which constitute assets	-	-	-
b) reinsurance disposals which constitute assets	-	-	-
90. Property and equipment	374	2	376
100. Intangible assets	846	15	861
of which: goodwill	424	-	424
110. Tax assets	215	1	216
a) current	26	-	26
b) deferred	189	1	190
120. Non-current assets held for sale and discontinued operations	-	-	-
130. Other assets	1,847	4	1,851
TOTAL ASSETS	56,415	62	56,477

(*) Data relating to Alpian's contribution.

	31.12.2023 PUBLISHED	CHANGES IN SCOPE OF CONSOLIDATION (*)	31.12.2023 RESTATED
LIABILITIES AND SHAREHOLDERS' EQUITY			
10. Financial liabilities measured at amortised cost	50,085	40	50,125
a) due to banks	3,955	-	3,955
b) due to customers	46,130	40	46,170
c) debt on issue	-	-	-
20. Financial liabilities held for trading	52	-	52
30. Financial liabilities measured at fair value	-	-	-
40. Hedging derivatives	362	-	362
50. Adjustments to financial liabilities subject to macro-hedging (+/-)	(21)	-	(21)
60. Tax liabilities	148	1	149
a) current	53	-	53
b) deferred	95	1	96
70. Liabilities associated with non-current assets held for sale and discontinued operations	-	-	-
80. Other liabilities	1,949	3	1,952
90. Provision for employment termination indemnities	34	-	34
100. Provisions for risks and charges:	590	1	591
a) commitments and guarantees	4	-	4
b) pensions and other commitments	18	1	19
c) other provisions for risks and charges	568	-	568
110. Technical reserves	-	-	-
a) insurance contracts issued which constitute liabilities	-	-	-
b) reinsurance disposals which constitute liabilities	-	-	-
120. Valuation reserves	71	-	71
130. Redeemable shares	-	-	-
140. Equity instruments	24	-	24
150. Reserves	2,411	-	2,411
155. Interim dividends (-)	(1,200)	-	(1,200)
160. Share premium reserve	206	-	206
170. Share capital	300	-	300
180. Treasury shares (-)	-	-	-
190. Equity attributable to non-controlling interests (+/-)	1	17	18
200. Profit (Loss) for the year (+/-)	1,403	-	1,403
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	56,415	62	56,477



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Reconciliation between the consolidated income statement published at 31 December 2023 and the restated consolidated income statement at 31 December 2023

(€m)

	2023 PUBLISHED	CHANGES IN SCOPE OF CONSOLIDATION (*)	2023 RESTATED
10. Interest income and similar income	1,756	-	1,756
<i>of which: interest income calculated with the effective interest method</i>	1,764	-	1,764
20. Interest expense and similar charges	(490)	-	(490)
30. Net interest income	1,266	-	1,266
40. Fee and commission income	3,036	-	3,036
50. Fee and commission expense	(1,138)	-	(1,138)
60. Net fee and commission income	1,898	-	1,898
70. Dividends and similar income	7	-	7
80. Net profit (loss) on trading activities	44	-	44
90. Net profit (loss) on hedging derivatives	(5)	-	(5)
100. Net profit (loss) on sale or repurchase of:	(11)	-	(11)
a) financial assets measured at amortised cost	-	-	-
b) financial assets measured at fair value through other comprehensive income	(11)	-	(11)
c) financial liabilities	-	-	-
110. Net profit (loss) on other financial assets and liabilities measured at fair value through profit or loss	68	-	68
a) financial assets and liabilities measured at fair value	-	-	-
b) other financial assets mandatorily measured at fair value	68	-	68
120. Net interest and trading income	3,267	-	3,267
130. Net impairment for credit risk related to:	(34)	-	(34)
a) financial assets measured at amortised cost	(34)	-	(34)
b) financial assets measured at fair value through other comprehensive income	-	-	-
140. Gains/losses on contractual changes without cancellation	-	-	-
150. Operating income from financial management	3,233	-	3,233
160. Net insurance premiums	-	-	-
a) insurance revenues from insurance contracts issued	-	-	-
b) costs for insurance services from insurance contracts issued	-	-	-
c) insurance revenues from reinsurance disposals	-	-	-
d) costs for insurance services from reinsurance disposals	-	-	-
170. Other income/expense from insurance activities	-	-	-
a) net costs/revenues of a financial nature relating to insurance contracts issued	-	-	-
b) net revenues/costs of a financial nature relating to reinsurance disposals	-	-	-
180. Operating income from financing and insurance activities	3,233	-	3,233
190. Administrative expenses:	(1,304)	(20)	(1,324)
a) personnel expenses	(562)	(10)	(572)
b) other administrative expenses	(742)	(10)	(752)
200. Net provisions for risks and charges	(91)	-	(91)
a) commitments and guarantees	(1)	-	(1)
b) other net provisions	(90)	-	(90)
210. Depreciation of property and equipment	(63)	(1)	(64)
220. Amortisation of intangible assets	(55)	(4)	(59)
230. Other income/expense	352	-	352
240. Operating costs	(1,161)	(25)	(1,186)
250. Profit (loss) on equity investments	(14)	9	(5)
260. Net fair value gains (losses) on property and equipment and intangible assets	-	-	-
270. Goodwill impairment	-	-	-
280. Profit (loss) on disposal of investments	11	-	11
290. Profit (loss) before tax from continuing operations	2,069	(16)	2,053
300. Income taxes for the year on continuing operations	(664)	-	(664)
310. Profit (loss) after tax from continuing operations	1,405	(16)	1,389
320. Profit (Loss) after tax from discontinued operations	-	-	-
330. Net profit (loss) for the year	1,405	(16)	1,389
340. Minority interest profit (loss) for the year	(2)	16	14
350. Parent company interest in net profit (loss) for the year	1,403	-	1,403

(*) Data relating to Alpian's contribution.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Reconciliation between the consolidated income statement published at 31 December 2024 and the restated consolidated income statement 31 December 2024

(€m)

	2024 PUBLISHED	CHANGES IN SCOPE OF CONSOLIDATION (*)	2024 RESTATED
10. Interest income and similar income	1,977	-	1,977
<i>of which: interest income calculated with the effective interest method</i>	2,001	-	2,001
20. Interest expense and similar charges	(790)	-	(790)
30. Net interest income	1,187	-	1,187
40. Fee and commission income	3,348	-	3,348
50. Fee and commission expense	(1,237)	-	(1,237)
60. Net fee and commission income	2,111	-	2,111
70. Dividends and similar income	9	-	9
80. Net profit (loss) on trading activities	52	-	52
90. Net profit (loss) on hedging derivatives	(1)	-	(1)
100. Net profit (loss) on sale or repurchase of:	(1)	-	(1)
a) financial assets measured at amortised cost	-	-	-
b) financial assets measured at fair value through other comprehensive income	(1)	-	(1)
c) financial liabilities	-	-	-
110. Net profit (loss) on other financial assets and liabilities measured at fair value through profit or loss	116	-	116
a) financial assets and liabilities measured at fair value	-	-	-
b) other financial assets mandatorily measured at fair value	116	-	116
120. Net interest and trading income	3,473	-	3,473
130. Net impairment for credit risk related to:	(24)	-	(24)
a) financial assets measured at amortised cost	(24)	-	(24)
b) financial assets measured at fair value through other comprehensive income	-	-	-
140. Gains/losses on contractual changes without cancellation	-	-	-
150. Operating income from financial management	3,449	-	3,449
160. Net insurance premiums	-	-	-
a) insurance revenues from insurance contracts issued	-	-	-
b) costs for insurance services from insurance contracts issued	-	-	-
c) insurance revenues from reinsurance disposals	-	-	-
d) costs for insurance services from reinsurance disposals	-	-	-
170. Other income/expense from insurance activities	-	-	-
a) net costs/revenues of a financial nature relating to insurance contracts issued	-	-	-
b) net revenues/costs of a financial nature relating to reinsurance disposals	-	-	-
180. Operating income from financing and insurance activities	3,449	-	3,449
190. Administrative expenses:	(1,434)	(13)	(1,447)
a) personnel expenses	(616)	(7)	(623)
b) other administrative expenses	(818)	(6)	(824)
200. Net provisions for risks and charges	(118)	-	(118)
a) commitments and guarantees	1	-	1
b) other net provisions	(119)	-	(119)
210. Depreciation of property and equipment	(69)	-	(69)
220. Amortisation of intangible assets	(66)	(3)	(69)
230. Other income/expense	436	-	436
240. Operating costs	(1,251)	(16)	(1,267)
250. Profit (loss) on equity investments	15	6	21
260. Net fair value gains (losses) on property and equipment and intangible assets	-	-	-
270. Goodwill impairment	-	-	-
280. Profit (loss) on disposal of investments	-	-	-
290. Profit (loss) before tax from continuing operations	2,213	(10)	2,203
300. Income taxes for the year on continuing operations	(709)	-	(709)
310. Profit (loss) after tax from continuing operations	1,504	(10)	1,494
320. Profit (Loss) after tax from discontinued operations	-	-	-
330. Net profit (loss) for the year	1,504	(10)	1,494
340. Minority interest profit (loss) for the year	13	10	23
350. Parent company interest in net profit (loss) for the year	1,517	-	1,517

(*) Data relating to Alpian's contribution.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

7.5 Basis of preparation of the reclassified financial statements

The balance sheet and income statement at and for the period ended 31 December 2024 have been reclassified to facilitate comparison of the figures for different periods and to enable a clearer and more immediate understanding of the financial position and results. These statements were prepared by appropriately grouping the items that comprise the accounting schedules. Moreover, the reclassified consolidated statement of profit or loss has been changed as follows to provide a clearer presentation of the Group’s operating performance:

- Net profit (loss) on financial assets, fee and commission income and expense, and the provisions have been stated net of the returns on the insurance policies taken out as part of the Personal Financial Adviser Networks’ Loyalty Schemes, recognised in the official Bank of Italy schedule as net profit (loss) on financial assets mandatorily measured at fair value, which – as pertaining to the Personal Financial Advisers – have been recognised as commission expense and provisions;
- The net profit (loss) of financial operations, fee and commission expense, and personnel expenses have been stated net of the fair value changes in Intesa Sanpaolo shares purchased under the risk-takers’ incentive plans; This reclassification was adopted starting from 2024 and, as a result, the comparative data were restated;
- The reversal of the time value for the provision for employment termination indemnities and provisions for risks and charges arising from the application of the amortised cost method has been reclassified to net interest income.
- Expenses for stamp duty on current and deposit accounts, which are recognised in the official Bank of Italy schedule under administrative expenses, have been stated net of income from amounts recovered.
- The soft commissions have been reallocated to the administrative expenses that generated them.

- Expenses for fee and commission income, which are recognised in the official Bank of Italy schedule under administrative expenses, have been reclassified among fee and commission income;
- expenses relating to some incentive systems for employees of the distribution networks, financed on the basis of deterministic quantification criteria with fee revenues generated by the networks, have been recognised under fee and commission expense;
- Net provisions for risks and charges relating to credit risk on commitments and guarantees issued have been reclassified among net impairment of loans.
- Net impairment on debt securities have been reclassified among “Net provisions for risks and charges and net impairment of other assets”.
- Non-recurring income and expenses have been reclassified as a separate item in the line “Net non-recurring income (expenses)”.
- Integration and voluntary redundancy expenses have been reclassified, net of tax effect, in a separate item designated “Integration and voluntary redundancy expenses (net of tax)”.
- The effects of purchase price allocation have been recognised in a specific item, net of the tax effect, designated “Effects of purchase price allocation (net of tax)”.
- The expenses related to maintaining the stability of the banking and insurance system (consisting of contributions to the Deposit Guarantee System, the Single Resolution Fund, and the Insurance Guarantee Fund for life insurance) have been reclassified to a separate line item, net of tax effects, under the heading “Expenses related to the banking and insurance system (net of taxes).



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Reconciliations between restated and reclassified financial statements

Reconciliation of the restated consolidated statement of financial position and reclassified consolidated statement of financial position

(€m)

RECLASSIFIED BALANCE SHEET ITEMS – ASSETS	RESTATED CONSOLIDATED BALANCE SHEET ITEMS – ASSETS	31.12.2024	31.12.2023 RESTATED
Cash and cash equivalents		6,498	5,287
	<i>Item 10. Cash and cash equivalents</i>	6,498	5,287
Financial assets measured at fair value through profit or loss		941	719
	<i>Item 20. Financial assets measured at fair value through profit or loss</i>	941	719
Financial assets measured at fair value through other comprehensive income		3,338	3,360
	<i>Item 30. Financial assets measured at fair value through other comprehensive income</i>	3,338	3,360
Debt securities measured at amortised cost		20,976	19,504
	<i>Item 40. a) (partial) Financial assets measured at amortised cost - Loans and advances to banks - securities</i>	19,179	17,786
	<i>Item 40. b) (partial) Financial assets measured at amortised cost - Loans and advances to customers - securities</i>	1,797	1,718
Loans to banks		11,966	9,483
	<i>Item 40. a) Financial assets measured at amortised cost - Loans and advances to banks</i>	31,145	27,269
	<i>Item 40. a) (partial) Financial assets measured at amortised cost - Loans and advances to banks - securities</i>	(19,179)	(17,786)
Loans to customers		14,022	14,372
	<i>Item 40. b) Financial assets measured at amortised cost - Loans and advances to customers</i>	15,819	16,090
	<i>Item 40. b) (partial) Financial assets measured at amortised cost - Loans and advances to customers - securities</i>	(1,797)	(1,718)
Hedging derivatives		303	257
	<i>Item 50. Hedging derivatives</i>	303	257
Equity investments		229	236
	<i>Item 70. Equity investments</i>	229	236
Property and equipment and intangible assets		1,223	1,237
	<i>Item 90. Property and equipment</i>	341	376
	<i>Item 100. Intangible assets</i>	882	861
Tax assets		186	216
	<i>Item 110. Tax assets</i>	186	216
Other assets		2,066	1,806
	<i>Item 60. Adjustments to financial assets subject to macro-hedging (+/-)</i>	(40)	(45)
	<i>Item 130. Other assets</i>	2,106	1,851
Total assets	Total assets	61,748	56,477

RECLASSIFIED BALANCE SHEET ITEMS – LIABILITIES	RESTATED CONSOLIDATED BALANCE SHEET ITEMS – LIABILITIES	31.12.2024	31.12.2023 RESTATED
Due to banks		4,719	3,955
	<i>Item 10. a) Financial liabilities measured at amortised cost - due to banks</i>	4,719	3,955
Due to customers		48,198	46,170
	<i>Item 10. b) Financial liabilities measured at amortised cost - due to customers</i>	48,198	46,170
Financial liabilities held for trading		32	52
	<i>Item 20. Financial liabilities held for trading</i>	32	52
Hedging derivatives		288	362
	<i>Item 40. Hedging derivatives</i>	288	362
Tax liabilities		112	149
	<i>Item 60. Tax liabilities</i>	112	149
Other liabilities		1,889	1,965
	<i>Item 50. Adjustments to financial liabilities subject to macro-hedging (+/-)</i>	1	(21)
	<i>Item 80. Other liabilities</i>	1,856	1,952
	<i>Item 90. Provision for employment termination indemnities</i>	32	34
Provisions for risks and charges		710	591
	<i>Item 100. Provisions for risks and charges</i>	710	591
Equity, reserves and equity instruments		4,264	3,012
	<i>Items 120, 140, 150, 160, 170, 180 Equity attributable to owners of the parent company</i>	4,264	3,012
Interim dividends		-	(1,200)
	<i>Item 155. Interim dividends (-)</i>	-	(1,200)
Equity attributable to non-controlling interests		19	18
	<i>Item 190. Equity attributable to non-controlling interests (+/-)</i>	19	18
Net profit		1,517	1,403
	<i>Item 200. Net profit (loss) for the year</i>	1,517	1,403
Total liabilities	TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	61,748	56,477



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Reconciliation of the restated consolidated statement of profit or loss and reclassified consolidated statement of profit or loss

(€m)

RECLASSIFIED BALANCE SHEET ITEMS – ASSETS	RESTATED CONSOLIDATED BALANCE SHEET ITEMS – ASSETS	2024	2023
Net interest income		1,181	1,267
	Item 30. Net interest income	1,187	1,266
	- Item 30. (partial) Interest margin PPA IW Private Investments and Fideuram	5	10
	- Item 190. a) (partial) Time value return severance indemnities and other personnel provisions	(1)	(1)
	- Item 200. b) (partial) Time value return provisions for risks and charges	(10)	(8)
Net profit (loss) on financial assets and liabilities		61	36
	Item 70. Dividends and similar income	9	7
	Item 80. Net profit (loss) on trading activities	52	44
	Item 90. Net profit (loss) on hedging derivatives	(1)	(5)
	Item 100. Gains (losses) on disposal or repurchase of financial assets	(1)	(11)
	Item 110. Net profit (loss) on other financial assets and liabilities measured at fair value through profit or loss	116	68
	- Item 110. b) (partial) Component of the returns on insurance policies for the Networks	(74)	(49)
	- Item 110. b) (partial) Component of the returns on Intesa Sanpaolo shares	(40)	(18)
Net fee and commission income		2,094	1,873
	Item 60. Net fee and commission income	2,111	1,898
	- Item 60 (partial) Soft commission	(3)	(1)
	Item 110. b) (partial) Component of the return on insurance policies for the Networks	6	4
	Item 110. b) (partial) Component of the return on Intesa Sanpaolo shares	32	16
	- Item 190. a) (partial) Component of staff expenses relating to commission income	(43)	(36)
	- Item 190. b) (partial) Component of administrative expenses relating to commission income	(9)	(8)
Net interest and trading income		3,336	3,176
Profit on equity investments and other income (expense)		20	15
	Item 230. Other income/expense	437	352
	Item 250. Profit (loss) on equity investments	21	(5)
	- Item 110. b) (partial) Component of the returns on insurance policies for the Networks	5	13
	- Item 230. (partial) Recovery of indirect taxes	(424)	(368)
	- Item 230. (partial) Integration and voluntary redundancy expenses	1	1
	- Item 230. (Partial) Gain on sale of the Paying Agent contract	(20)	-
	- Item 250. (partial) Capital gain on revaluation at fair value of equity investments	-	(3)
	- Item 250. (partial) Impairment of equity investments	-	25
Net operating income		3,356	3,191
Personnel expenses		(543)	(526)
	Item 190. a) Personnel expenses	(623)	(572)
	- Item 190. a) (partial) Time value return severance indemnities and other personnel provisions	1	1
	- Item 190. a) (partial) Component of staff expenses relating to commission income	43	36
	- Item 190. a) (partial) Integration and voluntary redundancy expenses	28	7
	- Item 110. b) (partial) Component of the returns on Intesa Sanpaolo shares	8	2
Other administrative expenses		(335)	(314)
	Item 190. b) Other administrative expenses	(824)	(752)
	- Item 60 (partial) Soft commission	3	1
	- Item 190. b) (partial) Integration expenses	16	15
	- Item 190. b) (partial) Costs related to banking system	30	46
	- Item 190. b) (partial) Costs related to insurance system	7	-
	- Item 190. b) (partial) Component of administrative expenses relating to commission income	9	8
	- Item 230. (partial) Recovery of indirect taxes	424	368
Depreciation and amortisation		(107)	(94)
	Item 210. Depreciation of property and equipment	(69)	(64)
	Item 220. Amortisation of intangible assets	(70)	(59)
	- Item 220. b) (partial) Integration expenses	11	8
	- Item 220. (partial) Intangible amortisation Client Assets PPA Reyl, IW Private Investments, UBI Top Private Business Unit, Intesa Sanpaolo Wealth Management and Alpian	21	21
Net operating expenses		(985)	(934)
Net operating income (expenses)		2,371	2,257

Continued overleaf >>



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

RECLASSIFIED BALANCE SHEET ITEMS – ASSETS	RESTATED CONSOLIDATED BALANCE SHEET ITEMS – ASSETS	2024	2023
Net impairment of loans		(23)	(38)
	Item 130. Net impairment for credit risk	(24)	(34)
	Item 200. a) Provisions for commitments and guarantees issued	1	(1)
	- Item 130. a) (partial) Net impairment/reversal of impairment for credit risk related to financial assets measured at amortised cost - Debt securities	-	(3)
Net provisions for risks and charges and net impairment of other assets		(45)	(72)
	Item 200. b) Net provisions for risks and charges	(118)	(90)
	Item 110. (partial) Component of the return on insurance policies for the Networks	63	32
	- Item 130. a) (partial) Net impairment/reversal of impairment for credit risk related to financial assets measured at amortised cost - Debt securities	-	3
	- Item 200. b) (partial) Time value return provisions for risks and charges	10	8
	- Item 250. (partial) Impairment of equity investments	-	(25)
Net non-recurring income (expenses)		20	14
	Item 280. Profit (loss) on disposal of investments	-	11
	- Item 230. (Partial) Gain on sale of the Paying Agent contract	20	-
	- Item 250. (partial) Capital gain on revaluation at fair value of equity investments	-	3
Gross income (loss)		2,323	2,161
Income taxes for the year on continuing operations		(745)	(695)
	Item 300. Income taxes for the year on continuing operations	(710)	(664)
	- Item 300. (partial) Tax impact on integration costs and integration of voluntary redundancy	(17)	(8)
	- Item 300. (partial) Tax impact on costs related to the banking system	(10)	(15)
	- Item 300. (partial) Tax impact on net insurance-related provisions	(2)	-
	- Item 300. (partial) Tax impact on PPA Reyl, IW Private Investments, UBI Top Private Business Unit, Fideuram, Intesa Sanpaolo Wealth Management and Alpian	(6)	(8)
Integration and voluntary redundancy expenses (net of tax)		(39)	(23)
	- Item 190. a) (partial) Integration and voluntary redundancy expenses	(28)	(7)
	- Item 190. b) (partial) Integration expenses	(16)	(15)
	- Item 220. b) (partial) Integration expenses	(11)	(8)
	- Item 230. (partial) Integration expenses	(1)	(1)
	- Item 300. (partial) Tax impact on Integration and voluntary redundancy expenses	17	8
Effects of purchase price allocation (net of tax)		(20)	(23)
	- Item 30. (partial) Interest margin IW Private Investments and Fideuram	(5)	(10)
	- Item 220. (partial) Intangible amortisation Client Assets PPA Reyl, IW Private Investments, UBI Top Private Business Unit, Intesa Sanpaolo Wealth Management	(21)	(21)
	- Item 300. (partial) Tax impact on PPA Reyl, IW Private Investments, UBI Top Private Business Unit, Fideuram, Intesa Sanpaolo Wealth Management and Alpian	6	8
Expenses regarding the banking and insurance system (net of tax)		(25)	(31)
	- Item 190. b) (partial) Costs related to banking system	(30)	(46)
	- Item 200. b) Net insurance-related provisions	(7)	-
	- Item 300. (partial) Tax impact on costs related to the banking system	10	15
	- Item 300. (partial) Tax impact on net insurance-related provisions	2	-
Net profit (loss) attributable to non-controlling interests		23	14
	Item 340. Minority interest profit (loss) for the year	23	14
Net profit	Item 350. Parent company interest in net profit (loss) for the year	1,517	1,403



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

7.6 Value Added Statement

The Group’s Value-Added Statement shown below has been prepared using the income statement figures from the 2024 Consolidated Financial Statements. These figures have been reclassified following the guidelines of the Italian Banking Association (Associazione Bancaria Italiana - ABI), updated on 24 October 2019, which comply with the Global Reporting Initiative’s guidelines.

The statement prepared using these reclassified figures breaks the economic value added down into three main components:

- wealth created;
- value distributed;
- economic value retained by the Group.

Value Added Statement

(€m)

FINANCIAL STATEMENT ITEMS	2024	2023
10. Interest and similar income	1,977	1,756
20. Interest expense and similar charges	(790)	(490)
40. Fee and commission income	3,348	3,036
50. Fee and commission expense (not including expense for Personal Financial Advisers Network)	(182)	(161)
70. Dividends and similar income	9	7
80. Net profit (loss) on trading activities	52	44
90. Net profit (loss) on hedging derivatives	(1)	(5)
100. Net profit (loss) on sale or repurchase of:	(1)	(11)
a) financial assets measured at amortised cost	-	-
b) financial assets measured at fair value through other comprehensive income	(1)	(11)
c) financial liabilities	-	-
110. Net profit (loss) on other financial assets and liabilities measured at fair value through profit or loss	116	68
a) financial assets and liabilities measured at fair value	-	-
b) financial assets mandatorily measured at fair value	116	68
130. Net impairment for credit risk related to:	(24)	(34)
a) financial assets measured at amortised cost	(24)	(34)
b) financial assets measured at fair value through other comprehensive income	-	-
140. Gains/losses on contractual changes without cancellation	-	-
160. Net insurance premiums	-	-
170. Other income/expense from insurance activities	-	-
230. Other income/expense	436	352
250. Profit (Loss) on equity investments (profit/losses from sales)	-	-
260. Net fair value gains (losses) on property and equipment and intangible assets	-	-
280. Profit (loss) on disposal of investments	-	11
320. Profit (Loss) after tax from discontinued operations	-	-
A. Total Wealth created	4,940	4,573
190.b Other administrative expenses (net of indirect taxes, gifts/donations and charges for termination provisions and deposit guarantees)	(357)	(332)
Value distributed to suppliers	(357)	(332)
190.a Personnel expenses (including Personal Financial Advisers Network)	(1,798)	(1,635)
Value distributed to employees and Personal Financial Advisers	(1,798)	(1,635)
340. Profit (Loss) for the year attributable to non-controlling interests	-	-
Value distributed to third parties	-	-
Profit distributed to shareholders	-	(1,200)
Value distributed to shareholders	-	(1,200)
190.b Other administrative expenses: indirect taxes	(429)	(375)
190.b Other administrative expenses: expenses regarding the banking and insurance system	(37)	(46)
300. Income taxes for the year on continuing operations (for the portion for current taxes, changes in current taxes from previous periods and the reduction in current taxes for the period)	(693)	(643)
Value distributed to Central and Branch Administration	(1,159)	(1,064)
190.b/220 Other administrative expenses /Other income (expense): donations and gifts	-	-
Value distributed to community and environment	-	-
B. Total Value distributed	(3,314)	(4,231)
C. Total Value retained	1,626	342



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

7.7. Tax management disclosure

In compliance with the Code of Ethics, the Group is committed to managing its tax affairs with honesty and integrity, complying with the tax regulations applicable in the countries where it operates and dealing cooperatively and transparently with the tax authorities, including by adhering to cooperative compliance schemes. Fideuram is particularly attentive to developments in domestic and international tax regulations aimed at countering tax erosion and profit-shifting and is constantly committed to those regulatory principles.

The Group has strengthened its Tax Control Framework in such a way that it monitors strategically significant tax risk and meets the requirements to access the cooperative compliance scheme introduced in Italy by Legislative Decree 128/2015. Group companies Fideuram (in 2018) and Intesa Sanpaolo Private Banking, Fideuram Asset Management SGR and Siref Fiduciaria (in 2020) also joined the scheme.

This regulatory scheme enables companies and tax authorities to jointly assess situations likely to generate tax risks by maintaining constant, preventive contact with the aim at resolving potential disputes in before they arise.

The Fideuram Group’s tax strategy is delivered through fiscal conduct principles which ensure compliance with the tax regulations of the countries where it operates over time, and which protect its capital and reputation. In particular, guidelines have been set up to ensure that tax is uniformly managed across all Group companies, grounded in the correct and timely determination and settlement of all statutory taxes and fiscal obligations and the mitigation of tax risk. This refers to the risk of operating in breach of tax regulations or counter to the principles or purposes of the tax system in the various jurisdictions in which the Group operates both due to exogenous factors (mainly interpretative uncertainty caused by ambiguity or a lack of clarity in tax regulations)

(€m)

	NUMBER OF EMPLOYEES	REVENUES FROM SALES TO THIRD PARTIES	REVENUES FROM INTRA-GROUP TRANSACTIONS OR WITH OTHER TAX JURISDICTIONS	PROFIT/LOSS BEFORE TAX	TAXES ON OPERATING INCOME	PROPERTY AND EQUIPMENT	TAXES ON INCOME OF COMPANIES PAID BASED ON THE CASH CRITERION
Italy	3,510	2,511	1,119	1,818	625	324	125
Outside Italy	678	757	(203)	251	39	50	83
Total	4,188	3,268	916	2,069	664	374	208

The figures shown are for the 2023 tax year. The Fideuram Group also uses data collected for Country-by-Country Reporting, which was introduced into Italian tax legislation (by Article 1 para 145 of Law 208/2015) in line with the OECD’s Base Erosion and Profit Shifting (BEPS) project. This report must be sent to the local tax authorities no later than 12 months after the close of each tax year (“OECD CbCR”).

and endogenous factors (typically, the incorrect and/or untimely fulfilment of mandatory requirements, failure to detect new regulations that affect taxation and the conducting of transactions that may be challenged as abusive by tax authorities). The guiding principles are:

- Corporate responsibility - the Group’s tax management actions are guided by the values of honesty and integrity, in full awareness that tax revenues are one of the key drivers behind economic and social development in the countries where it operates.
- Legality - the Group’s conduct is geared towards complying with the tax regulations applicable in each country where it operates and interpreting those regulations in a way that facilitates the responsible management of tax risk.
- Tone at the top - the Board of Directors takes the Group’s tax conduct principles on board and ensures they are applied at Fideuram. In doing so, the Board assumes responsibility for disseminating a corporate culture grounded in the values of honesty and integrity and the principle of legality.
- Relationship - the Group maintains a cooperative and transparent relationship with the tax authority and provides it with a full understanding of the facts underlying the application of tax regulations.

The tax conduct principles are adopted and have been approved by the Board of Directors of each Group company. Each company adhering to the scheme has also approved the Guidelines for Managing Tax Risk under the Internal Revenue Service’s Cooperative Compliance Scheme, which regulate the criteria and processes the company must put in place to ensure that its Tax Control Framework and Policies are adequate and effective.



ABOUT THIS REPORT

OUR IDENTITY

GROUP STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S STATEMENT

CHIEF EXECUTIVE OFFICER’S STATEMENT

1. BUSINESS MODEL

2. EXTERNAL CONTEXT AND STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED FINANCIAL STATEMENTS

6. INDEPENDENT AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



8. Glossary



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Additional Tier 1 capital (AT1): comprised of equity instruments other than ordinary shares and reserves (which are included in CET1) that comply with the regulatory requirements for inclusion in this tier of own funds (such as savings shares). A series of items are then subtracted from the foregoing amount.

Adviser: financial adviser who assists companies involved in corporate finance transactions. Their tasks include providing advisory services and preparing valuations.

Alternative investment: alternative investments are generally characterised by certain innovative elements compared to traditional investments. These innovative elements may concern the asset class of the investment (considered to be alternative) or the investment strategy used.

American Option: an option that may be exercised at any time before and not only at the expiry date of the option.

Amortised cost: differs from cost in providing for the cumulative amortisation of the difference between the value at initial recognition of an asset or liability and its nominal value using the effective interest rate method.

Asset allocation: procedure adopted by an asset manager that consists in distributing a portfolio across a variety of financial instruments in different investment markets.

Asset class: these represent the categories into which the various types of financial instruments are divided, according to the specific details (e.g. legal nature, their implicit risk factors, market behaviour, etc.).

Asset Liability Management (ALM): body of techniques that enables the integrated management of financial statement assets and liabilities, typically used for measuring interest rate risk.

Asset management: the activity of managing and administering assets on behalf of customers.

Associazione Bancaria Italiana (ABI): the association that represents, defends and promotes the interests of the Italian banking and financial system.

Associazione fra le Società italiane per Azioni (Assonime): the association representing Italian joint stock companies of all kinds (industrial, financial, insurance and service companies). Its mission is to contribute to building a regulatory system that is favourable to economic activity, to interpret, adapt and apply legislation for effective operation of the market and, lastly, to assist member companies in their application of the law.

Associazione Italiana Private Banking (AIPB): Association of Private Banking operators that numbers Italy’s leading operators amongst its members. AIPB’s members include Banks and Banking Groups, Associations, Universities, Research Centres, Asset Management Companies and Advisors who share their expertise to establish, develop and extend private banking culture at the service of high net worth individuals.

Associazione Nazionale Consulenti Finanziari (ANASF): advocates and provides continuing professional development and information for financial advisors, supporting their interests in tax, legal, contractual and pension matters, while also offering specialist advisory services.

Assogestioni: Italian association of fund managers that represents Italy’s leading asset management companies and a large number of banks and insurance companies offering discretionary accounts and complementary social security. A number of non-Italian asset management companies operating in Italy are also members. Assogestioni’s various activities include drawing up a ranking of mutual funds.

Assoreti: association of banks and investment companies that provide advisory support regarding investments, as defined in Article 1, subparagraph 5, f), of Italian Legislative Decree no. 58 of 24 February 1998, acting through their own financial advisors authorised to offer products and services outside company premises. The association’s purpose is to research and follow developments in the legislation, maintain constant contact with the relevant institutions and provide statistical processing of data that enables analysis of the development of the sector.

Audit: the body of activities for monitoring company processes and accounting, carried out both by internal departments (internal audits) and by independent auditors (external audits).

Backtesting: historical testing to assess the reliability of asset portfolio risk source measurements.

Bancassurance: the offer of insurance products through a bank’s branch network.

Banking book: the portion of a bank’s holdings, and securities holdings in particular, that is not held for trading purposes.

Banking Book Taxonomy Alignment Ratio (BTAR): the ratio that assesses how the bank’s activities contribute to the EU’s climate objectives based on the extent to which the bank finances environmentally sustainable activities.

Banking direct inflows: deposits by and bonds issued by banks.

Banking indirect inflows: debt securities and other instruments received by the bank for custody, management or in relation to the management of equity investments.

Bank of Italy: a public-law institution that acts in the general interest in the monetary and financial sector, maintaining price stability, the stability and effective operation of the financial system and undertaking other duties assigned by Italian law.

Basel 2: the common name for the Capital Accord which came into effect on 1 January 2007.

The Accord is based on three “pillars”:

- Pillar 1: while the objective of a minimum capital requirement of 8% of risk-weighted assets remains unchanged, a new system of rules was developed for measuring typical banking and financial sector risks (credit risk, counterparty risk, market risk and operational risk) that provides for alternative calculation approaches with different levels of complexity and offers the option, following prior authorisation by the Regulator, of internally-developed approaches.
- Pillar 2: requires banks to adopt processes and tools that equip them with an Internal Capital Adequacy Assessment Process (ICAAP) that is appropriate for every type of risk, including forms other than those covered by the minimum capital requirement (first pillar), for the purposes of assessing current and prospective risk in a manner that takes strategies and developments in the reference scenario into account. The Supervisory Authorities are tasked with examining the ICAAP process, formulating an overall judgement and specifying appropriate corrective measures where necessary.
- Pillar 3: introduces obligations regarding the publication of information on capital adequacy, risk exposure and the general characteristics of the systems in place for identifying, measuring and managing risk.

Basel 3: set of reforms drawn up by the Basel Committee on Banking Supervision following the 2007-2008 financial crisis with the aim of improving the existing capital adequacy framework for the banking sector (Basel II), the effectiveness of supervision and the ability of intermediaries to manage the risks they assume.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Basel Committee: international forum for regular periodic cooperation on banking supervisory matters with two main objectives: to disseminate and enhance understanding of key supervisory issues and to improve the quality of banking supervision worldwide.

Basis point: unit of measurement for interest rate spread or changes in interest rates, equal to one hundredth of a percentage point. Example: If rates rise from 2.65% to 2.80%, they have risen by 15 basis points.

Benchmark: financial parameter or indicator or financial instrument with characteristics that brokers consider sufficiently representative to be adopted as a reference for understanding whether a financial instrument with similar characteristics has performed better or worse than the benchmark over a given period.

Best practice: generally speaking, identifies a way of doing something that may be considered representative of the best level of knowledge and its implementation within a given technical and/or professional area.

Bid-ask spread: the difference between the prices quoted for an immediate sale and an immediate purchase of a given financial instrument or group of financial instruments.

Board of Directors: company body responsible by law for the management of a company and the direction of its business.

Board of Statutory Auditors: the control body of joint-stock companies that adopt the traditional administration system.

Borsa Italiana S.p.A.: the private company managing the organisation and operation of Italy's financial markets.

Bond: a security in the form of a loan contracted between a legal person and members of the public that incorporates two rights: the right to repayment of the nominal value upon maturity and the right to the payment of interest on the amount (coupon). Bonds pay interest, calculated in relation to the nominal value, that can be fixed, floating or index-linked, which is to say linked to price indices or reference rates using specific mechanisms.

Branches: the bank's area branches.

Broker: a financial intermediary who executes their customers' instructions to buy and sell for which they receive payment in commission that is usually stated as a percentage of the value of the transaction.

Budget: basic business planning tool, it is the document that represents the forecast of the trend of future costs and revenues of a company.

Bund: a long-term government bond issued by the German government.

Buono del Tesoro Poliennale (BTP): acronym of Treasury Bonds with a medium-/long-term maturity that pays a fixed-rate yield, issued by the Italian Ministry of Economy and Finance to finance public debt.

Business model: the system of inputs, added-value activities and outputs by means of which an organisation creates and preserves value in the short, medium and long term. With reference to financial reporting, this is a driver that guides, together with the SPPI test, the classification of financial instruments in the categories provided for by the accounting standard IFRS 9. The objective of the business model is to reflect the ways in which groups of financial assets are managed to generate cash flows.

Call option: an option contract that, upon payment of a premium, gives the buyer the right to buy a given asset at a price set by the contract (exercise price or strike price) on or by a given date.

Capital: the resources and relations forming the inputs in an organisation's business model, which are used, increased, consumed, changed or influenced through its activities in the process of creating value.

Cash Generating Unit (CGU): a cash generating unit is the smallest identifiable group of assets generating cash inflows that are largely independent of the cash inflows generated by other assets or groups of assets.

Certificates: investment certificates are financial instruments that can have the contractual characteristics of derivatives that are linked to the performance of an underlying asset. The purchase of a certificate gives the investor the right to receive a sum linked to the value of the underlying asset at a given date. In certain cases, an option may provide the investor with partial or total protection of the premiums paid irrespective of the performance links stipulated in the contracts.

CET1 Ratio, Common Equity Tier 1 ratio: comprising the sum of Common Equity Tier 1 (CET1) Capital and Additional Tier 1 (AT1) Capital.

Client Assets (CA): these consist of:

- Managed assets, which include mutual funds and pension funds, asset management and life insurance technical reserves;
- non-managed assets, which include securities deposited (net of units in Group mutual funds), non-life insurance technical reserves and current account overdrafts.

Collateral: pledge of financial instruments or cash offered as security by a borrower to a lender that the lender can take possession of or sell on the market if the borrower defaults on their obligations. Collateral provides banks with a guarantee, in relation to their market counterparties, of the successful conclusion of the transactions in progress and of future transactions, effectively releasing the risk profile of its investments from considerations connected with the counterparty risk.

Common Equity Tier 1 Capital - CET1: as defined by the regulatory provisions for banks set out in Regulation (EU) 575/2013 (Capital Requirements Regulation or CRR) and by Directive 2013/36/EU (Capital Requirements Directive CRD IV), which implement the standards developed by the Basel Committee on Banking Supervision in the European Union. CET1 is calculated as the algebraic sum of ordinary shares issued by the Bank that meet the classification criteria for regulatory purposes, the share premium deriving from the issue of the instruments included in CET1, profits carried forward, revaluation reserves and other reserves. A series of items are then deducted from the foregoing amount (e.g. anticipated losses, equity investments, deferred tax assets), which moreover benefit from the allocation mechanism and, in the transitional period, gradual application through the phase-in arrangements.

Commissione Nazionale per le Società e la Borsa (CONSOB) - Italian National Commission for Listed Companies and the Stock Exchange: an entirely autonomous administrative body with the status of a legal person and the object of promoting the protection of investors' interests and of ensuring the effective operation, transparency and growth of the Italian securities market.

Community Directives: European Union legislative instruments directed at member states, which are obliged to achieve the objectives specified in the directives, and in turn issue implementation legislation for application within each individual state.

Compound interest: percentage of principal formed when accrued interest is added to the principal and generates interest in its turn.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Core Business: principal business towards which company strategies and policies are directed.

Corporate Customers: customer segment made up of medium and large enterprises (mid-corporate and large corporate).

Corporate Governance: the body of rules and regulations that govern the life of a company, in particular with respect to the transparency of its documents and company minutes, and to the completeness of the information it provides the market.

Corporate Social Responsibility (CSR): is the integration of social and environmental matters in a company's business operations and stakeholder relations.

Corporate Sustainability Reporting Directive (CSRD): European Union Directive updating and expanding non-financial reporting requirements for companies. The CSRD requires companies to disclose detailed and verified information on environmental, social and governance (ESG) aspects, improving the transparency and comparability of information. The Directive applies to large companies and listed SMEs, requiring the integration of ESG data into corporate financial statements and verification by third-party bodies, in order to ensure the credibility and reliability of the information for investors and other interested parties.

Cost/Income ratio: the financial ratio of net operating expenses to net operating income. One of the key ratios showing the efficient running of a bank. The lower it is, the higher the efficiency.

Counterparty risk: the risk of a potential loss due to a counterparty failing to meet their contractual obligations.

Country risk: set of economic, financial and political factors that may make it difficult to obtain the repayment of debts contracted by trusted foreign customers irrespective of their individual solvency.

Country Risk Premium (CRP): premium for country risk, a cost of capital component aimed specifically at compensating the risk associated with a given country (which is to say the risk connected with economic, financial, political or currency instability).

Credit risk: the risk that a change in the credit rating of a trusted counterparty with whom a bank has an exposure could generate a corresponding change in value of the credit position.

Customer Satisfaction Index (CSI): this is an indicator that measures customer satisfaction with regard to the company. The CSI is based on a simple question to the customer to see what assessment they attribute to the company: from 1 to 10 where 10 is the highest and 1 the lowest.

Default: the situation in which it is impossible for a party to meet their contracted financial obligations.

Deficit: a situation in which spending exceeds revenue. A Public Deficit is when the difference between government revenue and spending forms a public debt.

Deposit Guarantee Scheme: one of the three pillars of the euro area banking union, this was set up in 2014 to meet the challenges of fragmentation in the European financial market. Bank deposits of up to €100k are protected using a single guarantee fund.

Depository bank: a bank providing third parties with a custody and administration service for assets (cash and financial instruments) under management with an asset management company. In the case of mutual funds and pension funds, the depository bank also acts in a supervisory role with respect to the work of the asset management company, regarding both respect for the fund regulations and the correct accounting of the transactions conducted, and calculates the Net Asset Value (NAV).

Derivative: term for a type of financial instrument, the price/ return of which is based on the price/return of other assets known as underlying assets, which can be financial instruments, indices, interest rates, currencies or raw materials.

Dividend: amount distributed by a company to its shareholders by way of remuneration for the capital they have invested (risk capital), representing the distribution of net profit for the year.

Donor Advised Fund: is a kind of juridical tool that ensures donors to maintain direction and control powers, while alleviating them from the responsibilities of management and administration. These funds can be created through foundations which already exist and offer to act as philanthropic intermediaries.

Doubtful loan: loan to a party that is insolvent or in a substantially equivalent situation.

Dow Jones: index representing the performance of the New York Stock Exchange(NYSE).

Duration: financial duration of a security, or its residual life, weighted by the flow of coupons that the security will pay in the future. The duration is generally used to measure investments in bonds. The duration expressed in years and days indicates the date by which the holder of a bond regains possession of the principal initially invested, taking the coupons into account. It is an indicator of the interest rate risk of a bond or bond portfolio. In its most frequent configuration it is calculated as the average due date of the projected cash flows, weighted for the contribution of the current value of each flow to the price.

Earnings per Share (EPS): ratio of net profit to the average number of outstanding shares at period end, net of treasury shares.

E-banking: the use of an electronic network (Internet or similar) that allows customers to carry out a vast range of banking and financial transactions online.

ECB reference interest rates: interest rates set by the Governing Council that reflect European Central Bank monetary policy. Currently they include the minimum bid rate on the main refinancing transactions, the interest rate on the marginal lending facility and the interest rate on the deposit facility of the central bank.

Effective interest rate: the effective interest rate is the rate that discounts the current value of the future cash flows arising from a loan - in relation to both principal and interest - to the amount disbursed inclusive of the costs/income arising from the loan. This method of accounting using financial logic makes it possible to spread the economic effect of costs/ income throughout the residual life of the loan.

E-learning: distance training using computer aids.

Emerging markets: the financial markets of developing countries. These markets offer considerable opportunities to obtain high yields, but are characterised by high risk and volatility.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Endorsement credit: operation through which a bank or finance company undertakes to bear or guarantee a customer’s debt to a third-party.

ESG: identifies three areas that constitute the concept of sustainability and guide the choices taken by business operators with their investment policies and pursued strategies.

Euribor: reference interbank rate used in European Union countries. It is calculated as the weighted average of the interest rates at which the major banks operating in the European Union grant loans. It is calculated daily and used as a parameter for setting the variable interest rates on loans.

Euro Short-Term Rate (€STR): rate for loans, also known as Ester. This new index represents the official average short-term interest rate of transactions on the European interbank market, i.e. those transactions that need to be settled by the end of the day following the day they were set up.

European Banking Authority (EBA): EU body established by Regulation (EU) No 1093/2010 made up of representatives of the member states’ central banks and supervisory authorities and operating as part of the framework of regulatory activities regarding banking policy. It promotes cooperation and convergence in the financial supervisory practices of the different member states.

European Central Bank (ECB): European Union institution tasked with managing monetary policy in the euro area. Its objective is price stability. The main governing bodies of the ECB are the Governing Council, Executive Board and General Council.

European Commission: executive body of the European Union tasked with the implementation of European Laws (Directives, Regulations and Decisions), and the financial statements and programmes of the European Parliament and Council. It has power of legislative initiative and negotiates international agreements, mainly regarding commerce and cooperation. The President and members of the European Commission are appointed by the member states following the prior approval of the European Parliament.

European Financial Reporting Advisory Group (EFRAG): technical support committee to the European Commission, established with the aim of providing opinions on the quality of newly issued IFRS.

European Option: an option that may be exercised only at the expiry date of the option.

European Securities and Markets Authority (ESMA): EU body established by Regulation (EU) No 1095/2010 responsible for safeguarding the stability of the European Union’s financial system by ensuring the integrity, transparency, efficiency and orderly functioning of securities markets, as well as enhancing investor protection.

European Stability Mechanism (ESM): financial stability mechanism with a maximum lending capacity of €500bn that provides financial assistance to euro area Member States experiencing or threatened by financing difficulties. The main difference with respect to the earlier European Financial Stability Facility (EFSF) regards private sector involvement. The ESM is able to provide loans, buy government bonds on the primary and secondary markets and recapitalise banks, albeit not yet directly.

European Union (EU): currently made up of 27 members, the European Union is governed by five institutions: the European Parliament, the European Council, the European Commission, the Court of Justice and the Court of Auditors.

European Union Regulations: regulations that are directly applicable and compulsory in all member states of the European Union without any national transposition legislation being required.

E.V.A. (Economic Value Added): an internal financial ratio used to calculate the monetary value created by a company in a given period. It is calculated by subtracting the shareholder’s expected return on shareholders’ equity from net profit. The expected return is generally taken to equal the net return on 12-month Treasury Bills issued at the beginning of the year, plus a market risk premium, which is assumed to be constant at 4.5 percent over the periods concerned.

Exchange rate risk: the risk that the fair value or future cash flows of a financial instrument could fluctuate as a result of exchange rate fluctuations.

Exchange-traded funds (ETF): index-linked mutual funds, traded on regulated markets, which exactly replicate the performance of a specific market index. The sole investment objective of an ETF is to passively match the composition and return of a market index (stock market, sector, geographical area, bond market) which is the benchmark.

Expected loss: expected loss on lending activities. It has the aim of promptly recognising losses on outstanding loans in the financial statements. The ECL will be calculated according to the risk stage in which the instruments are classified from the time that they are first recognised, with a time horizon of 12 months (stage 1) or lifetime (stages 2 and 3).

Exposure At Default (EAD): EAD is an estimation of future on-balance sheet and/or off-balance sheet exposure in the event and at the time of a debtor’s default.

Fair value: the purchase price for which an asset can be traded or a liability settled in a free transaction between informed and independent parties.

Fair value hedge: coverage of exposure to changes in the fair value of a financial statement item.

Fair value option (FVO): the fair value option permits entities to designate a financial instrument to be measured at fair value. The option can also be exercised for financial instruments that are not derivatives and not held for trading, allowing them to be measured at fair value in the income statement.

Fairness/Legal opinion: opinion provided upon request by experts recognised for their professionalism and competence regarding the congruence of economic conditions and/or the legitimacy and/or technical aspects of a given transaction.

Federal funds rate: short-term interest rate in the United States federal funds market, in which banks excess reserves with the Federal Reserve are traded. Although it is a market rate, the Federal Reserve announces a short-term rate target for its open market transactions, and the effective rate is generally close to this target rate.

Federal Reserve (FED): the Federal Reserve (Bank) or just FED is the Central Bank of the United States.

Financial instruments quoted in an active market: financial instruments are considered to be listed in an active market when the price quotations representing effective, standard market transactions that have occurred over a normal reference period are readily and regularly available through stock exchanges, dealers, brokers, sector companies, pricing services or authorised bodies.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Financial intermediary: professional figure who provides the public with financial products and services (purchase of equities, granting of loans, provision of payable services and foreign exchange broking).

Financial Stability Board (FSB): international body tasked with monitoring the global financial system in order to develop and promote policies in the interest of financial stability.

Forborne exposures: forborne exposures can be non-performing or performing as follows:

- Non-performing exposures with forbearance measures. These exposures can be an item under doubtful loans, unlikely to pay or non-performing past due or overdue loans. They do not represent a category of non-performing assets of their own.
- Forborne performing exposures.

Forward: forward contracts on interest rates, exchange rates or stock market indices, generally traded in Over The Counter markets, in which the conditions are stipulated when the contract is agreed but performance occurs at a predetermined future date, through the receipt or payment of differentials calculated with reference to parameters that differ depending on the subject of the contract.

Front-end fees: fees paid by customers when signing a contract and when making any subsequent payments.

FTSE MIB: the principal benchmark index for the Italian equity markets. The index measures the performance of the 40 most-capitalised Italian shares and seeks to replicate the broad sector weights of the Italian stock market. The FTSE MIB Index is market capitalisation-weighted after adjusting constituents for float.

Funding: obtaining, in various forms, the funds needed to finance company operations or specific financial transactions.

Futures: standardised forward contracts with which the parties commit to exchanging assets or commodities at a predetermined price on a future date. These contracts are as a rule traded on regulated markets, where their performance is guaranteed. In practice, futures on assets often do not involve the physical exchange of the underlying asset.

Gain: positive economic amount resulting from the sale of an asset at a higher price than the purchase price.

Global Reporting Initiative (GRI): an independent international organisation with the object of developing and disseminating guidelines for accurate sustainability reporting.

Goodwill: the goodwill paid for the acquisition of an equity investment in a company equals the difference between the purchase price and the corresponding portion of shareholders’ equity, for the part that cannot be attributed to the separable assets of the company purchased.

Green Asset Ratio (GAR): a quantitative indicator and tool to show how institutions incorporate sustainability considerations into their risk management, business models, and strategy. It measures how much of an entity’s assets are considered “green”.

Greenhouse gas emissions: total amount of greenhouse gas emissions produced by an entity.

Gross Domestic Product (GDP): the total value of the end goods and services produced by a country in a given period of time using its own home market input. When calculated at current prices, it is known as nominal GDP, and when calculated at constant prices (base-year prices), it is known as real GDP.

Gross inflows: assets gathered through new business in mutual funds, asset management and life insurance (inflows) gross of payments (outflows) in the same period.

Harmonised mutual funds: open-ended mutual funds able to offer units (shares) to the public with certain investment limits. These limits include the requirement to invest predominantly in quoted financial instruments.

Hedge accounting: rules regarding the accounting of hedging transactions.

Hedge fund: a mutual fund that employs hedging instruments with the aim of achieving a better risk/return ratio. It has no constraints with regard to investment objectives and investment instruments and can take positions financed by heavy borrowing.

Hedging: hedging activity against the uncertainty of economic-financial variables, consisting of the acquisition, by an investor, of contracts capable of producing economic results opposite to those that will affect the main position exposed to risk.

Holding: a company that has controlling interests in several companies.

Home Banking: banking service for private customers which allows them to use a computer at home and to mobile to execute transactions such as payment instructions and utility payments, to request services such as the issue of new cheque books and to obtain information on their banking situation.

IAS/IFRS: the International Accounting Standards/International Financial Reporting Standards issued by the International Accounting Standards Board (IASB), adopted by the countries of the European Union from 2005.

Impairment: a financial asset is considered to be impaired when its book value is higher than its estimated recoverable value.

Impairment test: an impairment test consists of verifying the holding of the carrying amount of an asset recorded in the balance sheet. To this end, it is necessary to verify that the recoverable amount of the asset is higher than the carrying amount. The recoverable amount is the higher of the fair value less costs to sell and the value in use of the asset. According to IAS36 accounting standard, the following must be subjected to impairment test:

- intangible assets with indefinite useful life;
- goodwill;
- any other asset, if there is an indication that it may have suffered a permanent reduction in value.

In the money: expression regarding option contracts. A call option is in the money when the market price is higher than the strike price, whereas a put option is in the money when the market price is lower than the strike price.

Incurred loss: a loss that is already inherent in a portfolio but not yet identifiable at individual loan level. Also known as “incurred but not reported loss”. It represents the credit risk inherent in a portfolio of performing loans, and is a basic indicator of the total presumptive adjustments required in the financial statements.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Index-Linked Policies: life insurance policies where the benefit upon maturity depends on the performance of a reference parameter that can be a share price index, a basket of securities or other indicator.

Inflation: phenomenon in which price changes impact on asset purchasing power expressed in nominal terms. Measured statistically by an index regarding a basket of specific goods.

Information system: the system of infrastructures, personnel and procedures used to manage important information for a company. The part of this system which is managed using information technology is generally called the information technology (IT) system.

Initial public offering (IPO): offering to the public of the shares of a company that intends to be listed on a regulated market.

Insolvency: situation in which a debtor is no longer able to meet their financial commitments as they fall due.

Integrated Report: a document reporting on how the governance, business model and overall vision of an organisation, its operating context, opportunities and risks, strategy and plans for the allocation of its resources, its performance and future prospects contribute to the creation and preservation of value in the short, medium and long term.

Integrated reporting: body of processes and activities through which an organisation communicates its ability to create and preserve value in the short, medium and long term, integrating financial reporting with reporting on strategies, future development plans, risks, opportunities and topics relating to governance and to economic, environmental and social impacts.

Interbank Deposit Protection Fund (IDPF): a deposit guarantee scheme, set up in the form of a private consortium recognised by the Bank of Italy. Its members are Italian banks other than mutual savings banks and its purpose is to guarantee the depositors of member banks for amounts up to €100k. The Fund intervenes in cases of compulsory administrative liquidation or extraordinary administration, following authorisation by the Bank of Italy. The resources for these interventions are provided by the member banks subsequent to the emergence of the crisis affecting the bank (ex post), at the request of the Fund.

Interbank market: a residual money market, offered by banks with excess funds and taken up by banks that need additional funds to meet their liquidity requirements. The introduction of the euro created a single large European interbank market with the Euribor as its reference rate.

Interest: remuneration for principal borrowed.

Interest rate risk: the financial risk to which a bank is exposed as a result of a fluctuation in interest rates, which can be measured in terms of potential changes in future net interest income or in the current value of shareholders’ equity (considered as the difference between the current value of interest-bearing assets and interest-bearing liabilities).

Interest Rate Swap (IRS): a contract in which the counterparties agree to exchange cash flows, paying a fixed/floating or floating/floating rate on a given notional principal amount.

Internal consumption: Economic indicator that represents the share of goods and services produced and used within a country, net of exports. These exclude imports, providing a measure of domestic demand which is met exclusively by domestic production.

International Accounting Standards Board (IASB): the international body responsible for issuing the IAS/IFRS international accounting standards.

International Integrated Reporting Council (IIRC): an international committee whose mission is to create a global framework that integrates financial, environmental, social and governance information in a manner that is clear, concise, cohesive, comparable and able to respond to the complexities of the current socio-economic environment, cohesively integrating different reporting models. The IIRC was founded in 2010 and, in 2021, merged with the Sustainability Accounting Standards Board (SASB) to form the International Sustainability Standards Board (ISSB), under the auspices of the IFRS Foundation.

International Sustainability Standards Board (ISSB): an international body created in 2021 by the IFRS Foundation with the aim of developing global standards for sustainability reporting. The ISSB provides guidelines for the disclosure of information regarding environmental, social and governance (ESG) factors, aimed at ensuring transparency and comparability at a global level. Its purpose is to support investors in assessing ESG risks and opportunities and to promote consistent reporting among companies.

Institutional investors: entities such as banks, insurance companies, asset management companies and stockbrokers which invest in securities for professional reasons.

Investment grade: term for a medium-to-high rating of an issuer or bond (higher than S&P Global Ratings BBB and Moody’s Baa2). Classifying a financial instrument as investment grade implicitly means it is of medium-to-high quality.

ISIN: a 12-digit alphanumeric code that uniquely identifies the securities in circulation of all member countries of the International Organization for Standardization (ISO).

ISTAT: Italy’s National Institute of Statistics, founded in 1926, which produces statistics on all aspects of Italian economic and social life.

Istituto per la Vigilanza sulle Assicurazioni (IVASS) - Italian Insurance Regulator: independent authority that works to ensure the stability of the market and insurance companies, as well as the transparency of insurance products, in the interest of insureds and users in general.

Joint venture: agreement between two or more companies to undertake a given business activity, generally by establishing a joint stock company.

Lease liability: this represents the payable recognised in the lessee’s balance sheet for a leasing transaction and is equal to the present value of the instalments due under the lease and discounted at the marginal financing rate of the lessee itself.

Life Insurance Guarantee Fund: established by Law no. 213 of 30 December 2023, the Fund is a protection system designed to protect insured persons in the event that an insurance company operating in the life branch is no longer able to honour its commitments. In practice, if an insurance company goes bankrupt and is placed into compulsory administrative liquidation, the Fund intervenes to guarantee the payment of the benefits provided for by the policies. This mechanism is financed through contributions deducted from life insurance premiums.

Liquidity: convertibility into cash. When liquidity regards an investment, it refers to the potential of that investment to be converted into cash quickly and without difficulty.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Liquidity risk: the risk of an entity encountering difficulties in obtaining the funds to meet the obligations deriving from financial instruments.

Lock-up: period of time during which management and large investors are prohibited from selling their shares.

London Benchmarking Group (LBG): a network of companies committed to measuring and reporting the value and impact of their community investment. The London Benchmarking Group has drawn up a comprehensively-structured reporting model that has become an internationally-recognised standard, widely endorsed by many organisations, including the main sustainability indices (such as the Dow Jones Sustainability Index).

Long position: the market purchase of a security with the expectation that the asset will rise in value on any market.

Loss Given Default (LGD): the estimated share of an asset that is lost if a debtor defaults.

Mark to Market: a process for valuing a portfolio of securities or other financial instruments on the basis of market prices.

Market: a place where demand and supply for one or more goods or services meet, and where this meeting leads to the determination of a price at which sellers are prepared to sell their assets and buyers to purchase them.

Market making: a financial activity carried out by specialist brokers with the aim of ensuring the liquidity and depth of the market, both through their continuous presence and through their function as a competitive guide for determining prices.

Market risk: the risk of losses on balance-sheet and off balance-sheet positions that could result from unfavourable fluctuations in market prices. The variables that constitute the different types of risks forming market risk are: interest rates (interest rate risk), market prices (price risk) and exchange rates (exchange rate risk).

Materiality: consists in determining the relevance and significance of a topic for an organisation and its stakeholders. A topic is material to an organisation and its stakeholders if it influences their decisions, actions and performance.

Mercato interbancario dei depositi (e-MID - interbank market of deposits): electronic market for trading in interbank deposits operated by the company e-MID S.p.A..

Merger: transaction in which a number of legal entities are replaced with one.

Mercato Telematico Azionario (MTA): the electronic stock exchange division of the Italian stock exchange on which ordinary shares, preference shares, savings shares, convertible bonds, pre-emption rights, warrants, covered warrants and units in closed-ended equity and real-estate funds are traded.

MiFID (Markets in Financial Instruments Directive): The Markets in Financial Instruments Directive is Directive 2004/39/EC of the European Parliament and of the Council of 21 April 2004 regarding investment services in the financial instruments sector.

MiFID 2: the new European directive 2014/65/EU on investment services addresses the goal of creating a single market for financial services in Europe, which guarantee complete and fair disclosure to investors, management of potential conflicts of interest, and adequate customer profiling.

Morgan Stanley Capital International All Country World Index (MSCI ACWI): an index measuring the stock performance of principal listed companies worldwide. The vast measurement basis of the index reflects the average situation of stock markets worldwide and provides information on the performance of a hypothetical equity investment on the world market, measured as the weighted average of the performance of the regional markets. The MSCI ACWI is made up of 47 country indices, comprising 23 of securities traded on developed country markets and 24 of securities traded on emerging country markets.

Mutual fund: independent assets in the form of a diversified portfolio of financial assets divided up into units belonging to a large number of holders and managed by a special management company.

NASDAQ (National Association of Securities Dealers Automated Quotation): The US electronic stock exchange for securities which usually have lower capitalisation than those listed on the New York Stock Exchange.

New York Stock Exchange (NYSE): the New York Stock Exchange is the world's largest stock exchange by market capitalisation of its listed companies. The NYSE was founded in 1817 and merged with Euronext in 2007, creating a global capital market that includes the principal European markets. Subsequently, in 2013, NYSE Euronext was acquired by Intercontinental Exchange (ICE), which retained the brand but separated Euronext, making it independent again.

National consumption: Economic aggregate that measures the total goods and services consumed by residents of a country in a given period, regardless of their origin. They include both domestic production for domestic consumption and imports, while excluding exports.

Net Asset Value (NAV): the value of each unit into which the assets of mutual funds are divided.

Net inflows: assets gathered through new business in mutual funds, asset management and life insurance (inflows) net of payments (outflows) in the same period.

Net Promoter Score (NPS): this is an indicator that measures the propensity of customers to recommend a product, service or company. The NPS is based on a simple question to the customers to understand to what extent they would recommend the bank to a friend, relative or business partner (depending on the interlocutor). Based on the opinion expressed, respondents are divided into:

- detractors: unhappy customers who could damage the company through negative word of mouth;
- passive customers: satisfied but not devoted customers, who could be influenced by competitors;
- promoters: customers who are loyal to the company and recommend it to other people.

The NPS is calculated by subtracting the percentage of detractors from the percentage of promoters. The result, however, is not expressed in percentage points, but as an absolute number between -100 and +100.

Nikkei 225: Tokyo stock market index of the top 225 shares listed in the first section of the stock exchange, with the highest capitalisation and liquidity.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Nominal value: for shares is the fraction of share capital represented by a single share. For bonds is the value that the issuer commits to repaying upon maturity and on which the interest is calculated. It does not change over time and is not influenced by the issuer’s financial situation. In the case of shares, it can only be changed by means of a change to the Articles of Association and the consequent splitting or consolidation of shares. The nominal value (also known as par value or face value) is not the same as the issue price (shares can be issued for a higher amount than their nominal value, that is to say with a premium, while bonds can not only be issued above par but below par as well); nor is it the same, for shares, as the current value or market value.

Non-performing loans: loans that show evidence of a possible decline in value (impairment loss) as a result of events occurring after their initial recognition. These include loans that have been given the status of doubtful loans, debtor unlikely to pay loans and non-performing past due loans in accordance with the Bank of Italy rules in line with the IAS/IFRS.

Official reserves: the official reserves held by central banks consist of universally-accepted means of payment, mainly dollars and gold, on which they can draw to finance the import of essential goods in the event of a crisis or to intervene on the foreign exchange market to support their currency.

Online trading: system for trading financial assets on the stock exchange using a computer.

Open market operations: the purchase or sale of government bonds by a country’s central bank with the aim of controlling the monetary base of an economy.

Operational risk: the risk of loss arising from inadequate or ineffective internal processes, human resources or systems, or from external events. This definition includes legal risk.

Option: the entitlement but not the obligation, acquired through the payment of a premium, to buy (call option) or sell (put option) a financial instrument at a predetermined price (strike price) by or at a given future date.

Organismo Italiano di Contabilità (OIC - Italian accounting standards body): standards setting organisation for accounting matters in Italy. It issues accounting standards for financial statements for which the application of IAS/IFRS is not mandatory, provides support regarding the application of the IAS/IFRS in Italy and assists Italian lawmakers in the issue of accounting regulations.

Out of the money: said of a call option when the strike price is above the spot price of the underlying asset, and of a put option when the strike price is below the spot price.

Outright Monetary Transaction (OMT): programme launched by the Governing Council of the European Central Bank in 2012. It provides for unlimited purchases, without the subordination of private investors, of short-term government bonds issued by euro area countries which have declared they are in economic difficulty. It requires the submission of a formal request for help to the ESM bailout fund in order to be activated, and that the specified conditions of the intervention be respected in the future.

Outsourcing: contract by which a company (client) transfers to a third party (outsourcer), legally autonomous, the performance of its own activity in exchange for a fee. Often the outsourcer is a company that is part of the client’s group. Outsourcing can cover all sectors of business activity.

Overdue loan: loans to parties with loans that are overdue or past due at period end as defined by the related Bank of Italy rules.

Overnight: interbank transaction in which one bank lends money to another bank with the commitment that the loan will be repaid the following day. The interest is also paid upon repayment.

Over The Counter (OTC): transactions entered into directly by the parties concerned without using a regulated market.

Own funds: regulatory capital that each bank must hold to satisfy the prudential supervisory requirements set out in the provisions implementing the Basel Accords. Own funds are composed of the sum of Tier 1 capital and Tier 2 capital.

Pay-out Ratio: the percentage of a company’s income that is distributed to shareholders in the form of a dividend related to the company’s total income.

Performance: result obtained by a mutual fund over a given period of time. Performance is measured by the increase in value of a unit in the reference period with respect to a benchmark.

Pension funds: bodies/management companies (in certain cases with the status of a legal person) which pay out supplementary pension benefits.

Performance fees: recurring fees withheld by an asset management company exclusively on the basis of the performance of the product managed. The percentage charged is usually linked to any increase in the value of a unit with respect to a reference parameter. This reference parameter can be a benchmark or another indicator, such as the rate of inflation, for example.

Personal Financial Adviser: a natural person who – as an employee, agent or authorised representative – is professionally engaged in the off-premises offer of financial instruments and/or investment services in accordance, in Italy, with the provisions of the Italian Finance Consolidation Act and the laws and regulations implementing them. The work of a personal financial adviser is carried out exclusively in the interest of a single principal. In order to practice the profession in Italy, a personal financial adviser must be registered in a register kept for the purpose by the Italian National Commission for Listed Companies and the Stock Exchange (CONSOB).

Performing loan: loan to a party that did not present any specific insolvency risks.

Physical risk: Adverse impacts from extreme weather events (e.g., hurricanes, floods) or from slow-moving climate change (e.g., sea level rise) that can damage assets, infrastructure and business operations. These risks are divided into acute risks (sudden events) and chronic risks (gradual changes over time).

Plain vanilla (derivatives): expression identifying financial instruments characterised by their simple, standardised composition. Although this is a relative and not absolute concept, plain vanilla instruments have pre-set characteristics that leave no room for discretion.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Portfolio: the real and financial assets held by an individual investor.

Position: market commitment to buy or sell financial instruments.

Price risk: the risk that the fair value or future cash flows of a financial instrument could fluctuate following fluctuations in market prices (other than the fluctuations caused by interest rate risk or exchange rate risk) arising from factors specific to the individual instrument or to its issuer, or due to factors that influence all similar financial instruments traded on the market.

Pricing: generally speaking, the procedures used to calculate the returns/yields and/or costs of the products and services offered by a bank.

Primary market: the underwriting or sale transactions for the issuance of securities to the public.

Prime rate: the interest rate that banks offer for loans to their most important customers. The Prime Rate depends on general market conditions, the availability of reserves and the amount of the loan, and can vary from one country to another.

Principal Adverse Impacts (PAI): are the significant negative effects that investment decisions can have on sustainability factors, i.e. on the environment, society and governance (ESG). These impacts can occur in many forms, such as pollution, climate change, human rights abuses, corruption and corporate mismanagement. The measurement and management of PAI are fundamental elements to evaluate the sustainability of an investment and to guide choices towards activities that minimize negative impacts and contribute to a more sustainable future.

Private Banking: financial services for the global management of private customers’ financial requirements.

Prospectus: a document prepared on the basis of templates prescribed by the Italian National Commission for Listed Companies and the Stock Exchange (CONSOB) and approved by it, in which an issuer provides adequate disclosure to investors about the characteristics of an investment and the risks associated with it.

Prudential filters: filters used in calculating own funds that apply corrections to the financial statement items in order to maintain the quality of own funds and reduce any potential volatility that could arise from the application of the IAS/IFRS international financial reporting standards.

PSD2: Directive 2015/2366/EU on payment services promotes the development of an efficient, secure and competitive internal market for retail payments by strengthening user protection, supporting innovation and improving the security levels of services.

Public offer for sale: offering, to the public, of a block of shares by the controlling group, through a placement.

Public offer for subscription: an offer to the public of shares in the process of issue regarding which the old shareholders have waived their pre-emption rights either partially or totally.

Public purchase and exchange offer: a mixed purchase and exchange offering in which shares can be purchased or exchanged with others.

Public Purchase Offer (PPO): transaction by which a substantial number of shares in a listed company is purchased in order to acquire control of said company. The Italian National Commission for Listed Companies and the Stock Exchange (CONSOB) has set the maximum ownership limit for any controlling shareholder at 30%, above which it is obligatory to launch a PPO for the remaining shares on the market.

Put option: an option contract that, upon payment of a premium, gives the buyer the right but not the obligation to sell a given asset at a pre-determined price (strike price).

Quantitative easing: in monetary policy, quantitative easing identifies one of the unconventional procedures that a central bank uses to intervene in a country’s financial and economic system to increase the cash in circulation through the purchase of government securities or other bonds on the market.

Rating: an assessment of the creditworthiness of a company or of the debt securities it issues on the basis of the financial soundness of the company and of its prospects. This assessment is carried out by specialist agencies.

Rating Agency: independent company that specialises in assigning credit ratings to the issuers of financial instruments. The rating is expressed as a combination of letters and/or digits.

Recession: commonly used to mean an extended decline in Gross Domestic Product (GDP). In economics, this means a decline in GDP for at least two consecutive quarters.

Recurring fees: fees withheld by an asset management company by way of remuneration for their management activities, calculated in relation to the market value of CA.

Repurchase agreement: financial instruments largely consisting in lending agreements in accordance with which the holder sells securities to or buys them from a bank or other financial institution at a predetermined price with a commitment to buy back or resell the same securities at a future date.

Residual public purchase offer: public purchase offer provided for by Italian law to protect non-controlling shareholders against the possibility of shares being delisted or traded irregularly. A shareholder owning more than 90% of the ordinary share capital of a listed company is required to launch a residual public purchase offer.

Retail Customers: a customer segment that principally comprises private individuals, professionals, retailers and the owners of small enterprises.

Return: the total profit on an investment expressed as a percentage of the capital invested.

Return On Asset (R.O.A.): the ratio of net profit to total assets.

Return On Equity (R.O.E.): the ratio of net profit to average shareholders’ equity.

Right of use asset (RoU asset): this identifies the asset carried on the lessee’s balance sheet and corresponds to the value of the right of use of an asset held under a finance lease. The fundamental prerequisites for recognition of the RoU in the balance sheet are the possibility to identify the asset, the right to control its use and enjoy its future economic benefits.

Risk factors: the factors that give rise to the risk of a financial instrument or portfolio (e.g. exchange rates, interest rates etc.).



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Risk-free interest rate: the interest rate of a risk-free investment, which is to say an investment where there is no uncertainty regarding the cash flows generated. Risk-free investments are generally identified with short-term high investment grade government securities. The return required of any security can be expressed as the sum of the nominal risk-free rate plus the risk premium.

Risk-weighted assets (RWA): on-balance sheet and off-balance sheet assets (derivatives and guarantees) classified and weighted in order to correct their nominal value in order to express a more appropriate measurement of risk. The logic of including risk within the value of assets is to assign a weighting coefficient that gradually increases as the risk itself increases, so that the calculation produces an increase in RWA as the risk of the assets increases and a decreasing one as it decreases.

Risk Management: the acquisition, measurement, evaluation and global management of the various different types of risk and their respective hedging.

Scope1 emissions: greenhouse gas emissions generated by the head office of an enterprise and by the vehicles owned by that same enterprise.

Scope2 emissions: greenhouse gas emissions deriving from the consumption of electricity, heating and air conditioning that the company purchases from outsourcers.

Scope3 emissions: indirect emissions produced by the activity of an organisation (excluding the emissions already counted in Scope2). This category includes both “upstream” emissions, i.e. emissions deriving from production of the tools that the company needs during its own production process, and “downstream” emissions, i.e. the emissions caused by the goods produced by the company during their life cycle.

Secondary market: market on which previously-issued financial instruments are bought and sold.

Segment reporting: the reporting of financial results by business segment and geographical area.

Sensitivity: identifies the degree sensitivity with which certain assets or liabilities react to changes in rates or other reference parameters.

SEPA: Single Euro Payments Area, comprised of the 27 Member States of the European Union and other countries not belonging to the EU. All traders within this area may make and receive payments in Euro according to harmonised rules, procedures and practices.

Settlement risk: the risk, arising in securities transactions, of the counterparty not fulfilling its obligation to deliver the securities or pay the amount owed after maturity.

Share capital: the sum of the nominal values of all the shares issued by a company, corresponding to the capital received from shareholders at the time of its foundation and subsequent changes.

Shareholders’ equity: on a company balance sheet, the shareholders’ equity is the difference between the assets and liabilities.

Share: a unit of ownership of the share capital of a joint stock company or a partnership company limited by shares. The owner of a share has the status of shareholder. Should the company go into liquidation, repayment of the share capital is made on a residual basis after all the other creditors have been paid.

Short position: the market sale of a security with the expectation that the asset will fall in value.

Single Resolution Mechanism (SRM): one of the three pillars of the euro area banking union, this was set up in 2014 to meet the challenges of fragmentation in the European financial market. The mechanism provides for a Single Resolution Committee that resolves bank and investment firm crises in the euro area, operating in accordance with harmonised regulations and making use of the Single Resolution Fund.

Single Supervisory Mechanism (SSM): one of the three pillars of the euro area banking union, this was set up in 2014 to meet the challenges of fragmentation in the European financial market. The mechanism grants the European Central Bank a direct supervisory role regarding the major euro area banks, with the objective of ensuring harmonised supervisory criteria.

Società di gestione del risparmio (SGR - asset management company): a joint stock company under Italian law with registered office and general management in Italy that is authorised to provide collective asset management and individual portfolio management services for third parties, together with any other services and activities provided for by the relevant laws and regulations in force.

Società di intermediazione mobiliare (SIM - stockbrokers): an intermediary authorised to provide investment services including, amongst others, dealing on their own behalf and on behalf of third parties, the receipt and transmission of trading orders, the broking of services and asset management.

Società di investimento a capitale variabile (SICAV - open-ended investment company): a mutual fund with the structure of a joint stock company and the exclusive object of investing its assets. In contrast to a mutual fund, in which one owns units, one owns shares in a SICAV. The subscribers of a SICAV are therefore entitled to take part in the Shareholders’ Meeting.

Speculative grade: term for a low rating of an issuer or bond (less than S&P Global Ratings BBB and Moody’s Baa2). Classifying a financial instrument as speculative grade implicitly means that it is exposed to high credit risk.

Spin off: this is when part of the assets of a company is separated from it to form a new legal entity.

SPPI test: this is a test used to analyse whether the cash flows of a certain financial instrument represent solely payments of principal and interest. The result of the test, together with the adopted business model, determines the balance sheet classification of the financial instrument pursuant to IFRS9.

Spread: the difference between the interest rates of different securities with the same maturities. Normally used by Banca Fideuram to measure the difference in yield between the ten year Bund, Germany’s ten-year government bond, and Italy’s equivalent, the Buono del Tesoro Poliennale (BTP). When the BTP/Bund spread widens it means that the interest the Italian government has to pay market investors rises in comparison with the equivalent German government bond. In practice, it is a measure of Italy’s risk compared to Germany, the benchmark country.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Stakeholder: parties who for various reasons interact with the activities of a company, being involved in its results, influencing its performance and evaluating its economic, social and environmental impact.

Stakeholder engagement: the process of exchanging information with, listening to and learning from stakeholders with the intention of building mutual understanding and trust regarding problems of mutual interest. Its value lies in the possibility of combining the achievement of corporate goals with meeting the expectations of stakeholders.

Statutory reserve: the minimum amount that a bank is required to hold in reserves at the National Central Bank. Compliance with this requirement is assessed on the basis of the average daily reserve holdings over a maintenance period.

Stock option: option contracts on company shares that grant the right to purchase the shares within a predetermined time and at a fixed price. They are used as a form of supplementary remuneration in bonus and loyalty schemes.

Stress test: a simulation procedure used to measure the impact of extreme market scenarios on the bank’s total risk exposure.

Strike price: the exercise price of an option.

Structured security: a security comprising a fixed component which is similar to a normal bond and a derivative component which is similar to an option, linked to the performance of an external factor.

Sub-fund: subdivision of an umbrella fund or SICAV, distinguished by its management characteristics. A sub-fund represents capital that is independent of the asset management company’s capital and of all the other funds or sub-funds that it manages.

Sustainability Accounting Standards Board (SASB): international body responsible for issuing standards for financial sustainability reporting. In 2021, the SASB merged with the International Integrated Reporting Council (IIRC) to form the International Sustainability Standards Board (ISSB), which continues to use SASB indicators as part of its global sustainability reporting framework.

Sustainability reporting: Information document drawn up by companies in accordance with Legislative Decree 2024/125, which implements Directive (EU) 2022/2464 (CSRD), in which the environmental, social and governance (ESG) performance of the organization is reported in detail. The report aims to promote transparency, accountability and comparability of ESG information, thus supporting sustainable investment decisions. Starting in 2024, the reporting obligation will gradually apply to various categories of companies.

Sustainability Reporting: the process by which an organisation measures, communicates and takes responsibility for its performance from the standpoint of achieving the objective of sustainable development.

Sustainable Finance Disclosure Regulation (SFDR): a regulatory framework on sustainability in the financial services industry, effective 10 March 2021, adopted by the European Union to create a consistent system of dialogue between industry players and investment customers. The system provides for a classification of products connotated as ESG based on the extent to which sustainability principles and criteria are integrated into their investment objectives or approaches.

Swap: transactions that generally consist in the exchange of cash flows between operators in accordance with different types of contracts. In the case of an interest rate swap, the counterparties exchange payment cash flows, which may or may not be linked to interest rates, calculated on a notional principal amount (e.g.: one counterparty pays a fixed-rate while the other pays a floating-rate). In the case of a currency swap, the counterparties exchange specific amounts in different currencies, repaying them over time following predetermined procedures, which may regard both the notional principal and the interest-rate-linked cash flows.

Taxonomy: a classification tool provided by Regulation (EU) 2020/852 that allows to identify eco-friendly economic activities.

Tax rate: effective tax rate, resulting from the relationship between income taxes and income before taxes.

Technical form: the type of contract used for a given inflow or investment relationship.

Tier 1 ratio: ratio of the bank’s Tier 1 capital to its total risk-weighted assets (RWA).

Tier 1 capital (T1): ratio between the Common Equity Tier 1 capital and total risk-weighted assets (RWA).

Tier 2 capital (T2): principally comprised of eligible subordinated liabilities and any excesses of write-downs for anticipated losses (excess reserves) for loan positions risk-weighted following the IRB - Internal Rating Based approach.

Time value: change in the financial value of an instrument in relation to the different time horizon at which given cash flows become available or fall due.

Total Capital Ratio: ratio of own funds to total risk-weighted assets (RWA).

Trading book: the portion of a bank’s securities or financial instruments in general that is held for trading purposes.

Transition risk: Risk associated with changes in policies, technologies, regulations or market preferences related to the transition to a low-carbon economy. These changes can impact businesses by making certain technologies or business models obsolete, or by generating additional costs related to compliance with new environmental regulations.

Underlying: financial instrument that determines the value of a derivative instrument or structured security.

Unlikely to pay: loans that are not doubtful loans, where the bank assesses the borrower as being unlikely to meet their payment obligations in full (principal and/or interest) without recourse to action such as the enforcement of collateral are classified as “Debtor unlikely to pay”.

Unit Linked Policies: life insurance policies where the benefits are linked to the value of investment funds. A policy may provide a capital guarantee or guaranteed minimum return.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN’S
STATEMENT

CHIEF EXECUTIVE
OFFICER’S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS’ REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Value added: the total wealth created by a company and distributed to its stakeholders (community, financial partners, human resources, business partners/shareholders and Local and Government Bodies) or reinvested in the company (undistributed net profit and depreciation allowances). The difference between gross production and the consumption of goods and services.

Value in use: the present value of the future cash flows expected to be derived from an asset or cash-generating unit.

Value retained: the difference between the Wealth created and the Value distributed, and it is used for productive investments with the aim of enabling economic growth and financial stability, as well as to ensure the creation of new wealth to the benefit of our stakeholders.

VaR: criterion for measuring market risk that follows a probabilistic approach, quantifying the risk in relation to the maximum loss that may be expected with a certain probability, on the basis of historical price fluctuations, with respect to a single position or an entire portfolio of securities for a specific time horizon.

Volatility: statistical indicator for measuring the price fluctuation of a financial instrument with respect to its average price in a given period. The greater the volatility of a financial instrument, the riskier it is.

Wealth created: the economic value generated in the year, which is for the most part distributed to the stakeholders with whom the Group has relations as part of its daily operations.



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



9. Contact us



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

Branches and Personal Financial Advisers' Offices

FIDEURAM BRANCHES

Abbiategrosso - Alba - Alessandria - Ancona - Arezzo - Asti - Bari - Belluno - Bergamo - Biella - Bologna - Bolzano - Brescia - Busto Arsizio - Cagliari - Caserta - Catania - Cernusco sul Naviglio - Cesena - Como - Cremona - Cuneo - Darfo - Empoli - Ferrara - Florence - Foggia - Forlì - Frosinone - Genoa - Grosseto - Ivrea - L'Aquila - La Spezia - Latina - Lecce - Lecco - Livorno - Lodi - Lucca - Macerata - Mantua - Massa - Messina - Mestre - Milan - Modena - Moncalieri - Montecatini Terme - Monza - Naples - Novara - Padua - Palermo - Parma - Pavia - Perugia - Pescara - Piacenza - Pisa - Pomigliano d'Arco - Pordenone - Prato - Ravenna - Reggio Calabria - Reggio Emilia - Rho - Rimini - Rome - Rovigo - Salerno - Sanremo - Savona - Seregno - Sesto San Giovanni - Siena - Syracuse - Turin - Trento - Treviglio - Treviso - Trieste - Udine - Varese - Verbania - Verona - Vicenza

FIDEURAM PERSONAL FINANCIAL ADVISERS' OFFICE

Acqui Terme - Adrano - Agrigento - Albenga - Aosta - Argenta - Aulla - Avellino - Aversa - Barletta - Bassano del Grappa - Bibbiena - Bra - Brunico - Campobasso - Carate Brianza - Carpi - Casale Monferrato - Casalecchio di Reno - Casalgrande - Cascine di Buti - Castel San Giovanni - Castelfranco Veneto - Castelnuovo Garfagnana - Cattolica - Cavalese - Cecina - Chiavari - Chieri - Città di Castello - Cittadella - Conegliano - Crema - Domodossola - Fabriano - Faenza - Feltre - Fermo - Foligno - Follonica - Fossano - Gaeta - Gallarate - Gatteo - Gavardo - Gorizia - Guastalla - Imola - Imperia - Isernia - Jesi - Lamezia Terme - Lanciano - Lido di Camaiore - Lugo - Merate - Monselice - Montebelluna - Montevarchi - Novi Ligure - Oderzo - Omegna - Orbassano - Oristano - Ovada - Pesaro - Pianezza - Pinerolo - Pieve di Sacco - Pistoia - Poggibonsi - Pontedera - Portoferraio - Potenza - Ragusa - Rivarolo Canavese - Rivoli - Rovereto - Saluzzo - San Benedetto del Tronto - San Daniele del Friuli - San Giovanni in Persiceto - Santa Croce sull'Arno - Saronno - Sarzana - Sassari - Sassuolo - Schio - Sinalunga - Sondrio - Taranto - Teramo - Terni - Thiene - Tolmezzo - Trapani - Valdagno - Valenza - Velletri - Venice - Vercelli - Vigevano - Viterbo - Voghera

SANPAOLO INVEST PERSONAL FINANCIAL ADVISERS' OFFICES

Abbiategrosso - Acquapendente - Alba Adriatica - Albenga - Alessandria - Ancona - Anzio - Aosta - Arezzo - Asti - Avezzano - Bari - Bergamo - Biella - Bologna - Bolzano - Borgomanero - Brescia - Busalla - Casalecchio di Reno - Cassino - Cerea - Chiavari - Città di Castello - Civitanova Marche - Civitavecchia - Como - Cremona - Faenza - Ferrara - Fidenza - Florence - Foggia - Foligno - Fondi - Forlì - Formia - Frattamaggiore - Frosinone - Gallarate - Genoa - Gorizia - Grosseto - Grottaferrata - Imperia - Ivrea - L'Aquila - La Spezia - Latina - Lecce - Livorno - Lodi - Lucca - Luino - Mantua - Matera - Milan - Modena - Monfalcone - Montebelluna - Montepulciano - Monza - Naples - Nervi - Novara - Ortona - Padua - Palermo - Parma - Perugia - Pesaro - Pescara - Piacenza - Pinerolo - Pisa - Prato - Rapallo - Ravenna - Rieti - Rimini - Rivoli - Rome - Salerno - Sanremo - Sant'Agnello - Savona - Siena - Susa - Terni - Thiene - Turin - Trento - Treviglio - Treviso - Udine - Valenza - Vasto - Ventimiglia - Verbania - Vercelli - Verona - Vicenza - Vignola - Viterbo - Voghera

INTESA SANPAOLO PRIVATE BANKING BRANCHES

Alba - Alessandria - Ancona - Aosta - Arezzo - Asti - Avellino - Bari - Bassano del Grappa - Belluno - Bergamo - Biella - Bologna - Bolzano - Borgomanero - Brescia - Busto Arsizio - Cagliari - Casale Monferrato - Casalecchio di Reno - Caserta - Catania - Catanzaro - Chieri - Chioggia - Cittadella - Civitanova Marche - Como - Conegliano - Cosenza - Crema - Cremona - Cuneo - Empoli - Ferrara - Florence - Foggia - Forlì - Frosinone - Genoa - Imola - Ivrea - La Spezia - Lecce - Lecco - Legnano - Lodi - Lucca - Mantua - Melzo - Messina - Mestre - Milan - Modena - Moncalieri - Mondovì - Monza - Naples - Novara - Novi Ligure - Padua - Palermo - Parma - Pavia - Perugia - Pesaro - Pescara - Piacenza - Pinerolo - Pieve di Sacco - Pistoia - Pordenone - Prato - Ravenna - Reggio Calabria - Reggio Emilia - Rimini - Rome - Rovigo - San Benedetto del Tronto - Salerno - Saluzzo - San Donà di Piave - San Giuseppe Vesuviano - Sanremo - Sassari - Savona - Siena - Taranto - Terni - Turin - Trento - Treviso - Trieste - Udine - Varese - Venice - Verbania - Vercelli - Verona - Vicenza - Vigevano

INTESA SANPAOLO PRIVATE BANKING PERSONAL FINANCIAL ADVISERS' OFFICES

Genoa - Grosseto - Salò - Varese

IW PRIVATE INVESTMENTS PERSONAL FINANCIAL ADVISERS' OFFICES

Albenga - Ancona - Arezzo - Avellino - Bergamo - Brescia - Busto Arsizio - Cagliari - Cantù - Caserta - Civitanova Marche - Cologne - Como - Cremona - Fano - Florence - Frosinone - Genoa - Grosseto - L'Aquila - Livorno - Lodi - Lucca - Macerata - Milan - Modena - Monza - Naples - Nocera Inferiore - Novara - Pesaro - Pescara - Pisa - Pomigliano d'Arco - Recanati - Rende - Rome - Salerno - San Donato Milanese - San Giovanni Valdarno - San Lazzaro di Savena - Sanremo - Savona - Taranto - Terranuova Bracciolini - Turin - Udine - Varese - Ventimiglia - Verona

REYL GROUP BRANCHES

Geneva – Lugano – Zurich

REYL GROUP PERSONAL FINANCIAL ADVISERS' OFFICES

Buenos Aires - Dubai - Geneva - London - Lugano - Zurich

INTESA SANPAOLO WEALTH MANAGEMENT BRANCHES

Brussels – Ghent – Luxembourg

(updated at 31 December 2024)



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

The Fideuram Group in a click

The Fideuram Group offers its customers increasingly advanced mobile online services, with information and account management features.

For Natural Person Customers of Fideuram, Fideuram Direct, Sanpaolo Invest and IW Private Investments



Alfabeto Banking, Alfabeto Trading and Alfabeto Patrimonio apps: available free of charge for smartphones with iOS and Android operating systems, they offer home banking, online trading and asset analysis features, respectively, in a complete way compared to the Alphabet Fideuram web platform.

For Customers subscribing to the Direct Trader Account

Trading+ App, dedicated to Advanced Trading, in version for smartphones and tablets with iOS and Android OS.



For Fideuram Direct customers

Welcome+ App for easy communication with your personal financial adviser and to stay informed about news and opportunities as well as to learn more about various finance and market topics.



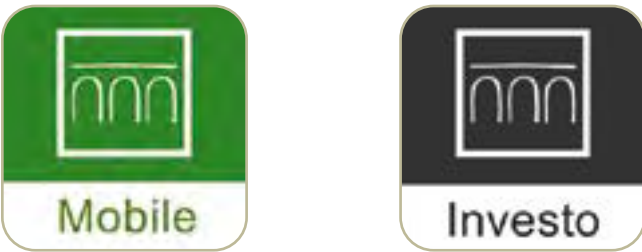
For Legal Person Customers of Fideuram, Sanpaolo Invest and IW Private Investments



Fideuram App: downloaded free of charge from the App Store/iTunes for the iPhone or iPad and from Google Play Store for Android devices. Alternatively, Customers using a smartphone with another operating system can simply enter www.fideuramonline.it to be transferred to the website automatically.

For Natural Person Customers of Intesa Sanpaolo Private Banking

Intesa Sanpaolo Mobile App (in iOS, Android and Huawei versions) and Intesa Sanpaolo Investo App (in iOS and Android versions) available free of charge for smartphones, offer home banking and online trading features, respectively, completing the experience offered by the Internet Banking platform.



For Legal Person Customers of Intesa Sanpaolo Private Banking

The Intesa Sanpaolo Private App can be downloaded free of charge from the App Store for iPhone and from the Google Play Store for devices with Android operating system, completing the experience offered by the Internet Banking platform.



Contacts

Websites:
www.fideuramintesanpaoloprivatebanking.com
www.fideuram.it
www.sanpaoloinvest.it
www.iwprivateinvestments.it
www.fideuramdirect.it
www.intesanpaoloprivatebanking.it

Toll-free customer service number for Fideuram, Sanpaolo Invest and IW Private Investments: 800.099.300
Toll-free customer service number for Fideuram Direct: 800.99.11.88
Toll-free customer service number for Intesa Sanpaolo Private Banking: 800.99.55.33
Email address: DAB-BilancioconsolidatoBF@fideuram.it



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US



ABOUT
THIS REPORT

OUR IDENTITY

GROUP
STRUCTURE

HIGHLIGHTS

KEY PERFORMANCE
INDICATORS

INTRODUCTORY NOTE

CHAIRMAN'S
STATEMENT

CHIEF EXECUTIVE
OFFICER'S STATEMENT

1. BUSINESS
MODEL

2. EXTERNAL
CONTEXT AND
STRATEGIES

3. PERFORMANCE

4. GOVERNANCE

5. CONSOLIDATED
FINANCIAL
STATEMENTS

6. INDEPENDENT
AUDITORS' REPORT

7. SCHEDULES

8. GLOSSARY

9. CONTACT US

This document:

- was presented to the Fideuram - Intesa Sanpaolo Private Banking Board of Directors in PDF format on 26 February 2025;
- may be used from March 2025, due to being published on the company website;
- has been presented to senior management and the distribution network;
- was prepared in accordance with the reporting framework of the International Integrated Reporting Council (IIRC) of January 2021.

Antonio Joli, View of the Gulf of Naples from the slopes of Vesuvius

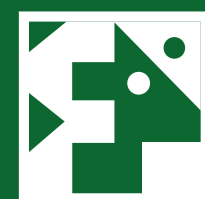
This large painting by eighteenth-century painter and scenographer Antonio Joli forms part of the Intesa Sanpaolo art collections, and is permanently exhibited in the Gallerie d'Italia in Naples as part of the exhibition "From Caravaggio to Gemito", which also includes two other views of Naples by his predecessor Gaspar van Wittel.

The evocative depiction of the Gulf of Naples seen from the slopes of Vesuvius (one of the most significant examples of Joli's celebratory Vedutism) belongs to the artist's mature period post-1762. At that time, after frequent stays in Rome and Venice, he settled and worked in Naples, as a brilliant scenographer and view painter in the manner of Canaletto and Bellotto. From this later period of production, the painting in question reveals his most typical characteristics, including the choice to represent particular moments of court life, within wide and scenic views of the city of Naples. In this case, to animate the landscape, the result of Joli's careful and lucid observation of reality, there is a procession of dignitaries strolling in the garden of the Royal Villa of Portici, together with Viceroy Ferdinand IV of Bourbon as a Capuchin friar kneels in homage. In other paintings, Ferdinando's horseback ride in the Capodimonte park, the ball game at the Aragonese fortifications, or the return by carriage of Ferdinando and Maria Carolina along the Via di Foria in Naples, all offer the painter suitable subjects to orchestrate evocative views of Naples. This view of the city, also including the Campi Flegrei and Ischia, follows the drawing made by Joli himself for the decorative apparatus of the "Topographic Map" of Naples, proposed by Duke Giovanni Carafa from Noja in 1750 but not actually published until 1775. As frequently occurs with the artist, the perspectives of this view multiply, skillfully combining into a global, authentic, and complex image. The author's eye captures Naples in its entirety, encircling the city, with a visual layout that constitutes the true modernity of Joli's vedutism, as an artist supported by remarkable technical expertise and a highly suggestive pictorialism. The sequence of trees that punctuates the sky, in fact, opens up to an image not only described in detail, but also vibrant with light and colours, measured out in light tones and on the delicate chiaroscuro differences, created between the shaded foregrounds and illuminated background.

Cover:



Antonio Joli
(Modena, 1700 around - Naples 1777)
View of the Gulf of Naples from the slopes of Vesuvius, 1765-1770 ca
oil on canvas, 157 x 235.5 cm
Intesa Sanpaolo Collection
Gallerie d'Italia - Naples



FIDEURAM
INTESA SANPAOLO
PRIVATE BANKING

Turin - Registered Office
Piazza San Carlo, 156 - 10121 Turin
Phone 011 5773511 - Fax 011 548194

Milan - Permanent Secondary Office
Via Melchiorre Gioia, 22 - 20124 Milan
Phone 02 85181 - Fax 02 85185235
www.fideuram.it

Integrated Annual Report Project:
Consolidated and Regulatory Reporting

Images:
Communication and Image Coordination



Fideuram - Intesa Sanpaolo Private Banking, in an effort to reduce its environmental impact from paper consumption, has made this document available in digital format only.

Communications, Graphic Design
and Development:

In this publication, the use of colour and colour contrasts take into account the reading needs of visually impaired and colorblind people.



