

Press release

FIDEURAM - INTESA SANPAOLO PRIVATE BANKING CONSOLIDATED RESULTS AT 30 JUNE 2022

NET PROFIT OF €528 MILLION, CHARACTERISED BY THE MAJOR RESILIENCE OF THE “CORE” COMPONENTS OF REVENUES AND STABILITY OF COSTS

SOLID COMMERCIAL PERFORMANCE WITH €6.8 BILLION IN NET FLOWS DESPITE THE MAJOR WORSENING OF THE REFERENCE CONTEXT

ASSETS UNDER ADMINISTRATION OF €322.4 BILLION (-7%) WITH POSITIVE RESULTS OF NET INFLOWS, PENALISED BY THE PERFORMANCE OF FINANCIAL MARKETS

The main results of Fideuram - Intesa Sanpaolo Private Banking as at 30 June 2022:

- **Total net inflows €6.8 billion** (€8.6 billion in the first half of 2021, -21%)
- **Total assets under administration stand at €322.4 billion** (€348.3 billion at 31 December 2021, -7%)
- **Net commission of €1 billion**, essentially in line with the first half of 2021, made up 96% of recurring commission
- **Cost/income ratio of 34%** compared with 32% in the first half of 2021
- **Consolidated net income of €528 million** compared with €646 million in the first six months of 2021, positively impacted by the net capital gain of €164 million obtained during the first quarter of last year¹.
- **Capital solidity** well above regulatory requirements with a **Common Equity Tier 1 ratio of 14.8%**.

¹Capital gain realised on the sale of the Custodian and Fund Administration Branch of Fideuram Bank (Luxembourg).

Milan, 29 July 2022 - The Board of Directors of Fideuram - Intesa Sanpaolo Private Banking (Intesa Sanpaolo Group), chaired by Paolo Molesini, approved the Consolidated Half-Year Report as at 30 June 2022.

During the first half of the year, the commercial business of the Fideuram Group - Intesa Sanpaolo Private Banking recorded **€6.8 billion in net inflows**, down € 1.8 billion (-21%) on the figure of the first six months of 2021, due to the significant deterioration of the market context that characterised the half-year. The analysis by aggregates shows that inflows concentrated on the **savings under administration component** (€5.3 billion) reflecting a decidedly more conservative approach to savings flows.

At end June 2022, **assets under administration** came to **€322.4 billion**, showing a **limited downturn** (-7%) on 31 December 2021. The **evolution of assets** compared with end 2021, is due to **market performance that has an unfavourable impact on the assets** and suffers the repercussions of the military conflict between Russia and Ukraine. This effect was partly **mitigated by the positive result of net inflows** achieved by the Private Banker Networks.

As at 30 June 2022, the Group's distribution structure **had 6,641 private bankers**, with an **average per capita portfolio of €49 million**.

An analysis of the main income statement aggregates shows that in first half of 2022 **net commissions** amounted to **€1 billion**, **essentially in line** with the balance recorded in the first six months of 2021. **Recurring net commission**, the predominant component of the commission margin, came to **€968 million**, **unchanged** on the same period of last year.

Net interest income of **€99 million** showed a **limited downturn of €7 million** as compared with the first half of last year.

Net operating costs of **€391 million** showed a **slight increase of €9 million (+2%)** compared with the same period of 2021. A detailed analysis shows that **personnel costs** (€211 million) dropped by €2 million, mainly due to the different dynamic of the variable component of remuneration. **Other administrative costs** (€142 million) recorded an increase of €9 million, mainly due to the greater costs for information providers, third party services, promotional-advertising and IT expenses. **Net adjustments to property, plant and equipment and intangible assets** increased by €2 million due to higher amortisation of software.

The **cost/income ratio** was **34%** compared with the 32% recorded in the same period of last year.

Consolidated net income came to **€528 million** compared with €646 million in the first six months of 2021, which included a net capital gain of €164 realised with the sale of the Deposit Bank and Fund Administration Business Unit of Fideuram Bank (Luxembourg). **Net of this non-recurring component**, net income is **up €46 million (+10%)** on the same period of last year.

The consolidated capital ratios of Fideuram - Intesa Sanpaolo Private Banking are above the minimum levels required by the regulations. Specifically, as at 30 June 2022, the Common Equity Tier 1 ratio was 14.8% and the Total Capital ratio was 14.9%.

The reclassified consolidated balance sheet and consolidated income statement are attached for information on the results achieved in H1 2022. The two schedules show the consolidated figures of Fideuram - Intesa Sanpaolo Private Banking as at 30 June 2022 and in the corresponding comparison period.

Media Information:

Intesa Sanpaolo

Media Relations Wealth Management

+39.02.87963119 - +39.02.87963977 - +39.02.87965317

stampa@intesaspaolo.com

Consolidated balance sheet

(reclassified and in millions of euro)

ATTIVO	30.6.2022	31.12.2021 (*)	VARIAZIONE	
			ASSOLUTA	%
Cassa e disponibilità liquide	5.461	4.464	997	22
Attività finanziarie valutate al fair value con impatto a conto economico	537	554	(17)	-3
Attività finanziarie valutate al fair value con impatto sulla redditività complessiva	3.069	3.125	(56)	-2
Titoli di debito valutati al costo ammortizzato	20.419	20.776	(357)	-2
Finanziamenti verso banche	18.465	20.352	(1.887)	-9
Finanziamenti verso clientela	14.607	14.450	157	1
Derivati di copertura	218	32	186	n.s.
Partecipazioni	269	238	31	13
Attività materiali e immateriali	1.195	1.106	89	8
Attività fiscali	243	191	52	27
Altre voci dell'attivo	1.809	1.621	188	12
TOTALE ATTIVO	66.292	66.909	(617)	-1
PASSIVO				
Debiti verso banche	3.701	4.000	(299)	-7
Debiti verso clientela	56.334	56.306	28	-
Passività finanziarie di negoziazione	41	30	11	37
Derivati di copertura	461	730	(269)	-37
Passività fiscali	146	211	(65)	-31
Altre voci del passivo	1.810	1.729	81	5
Fondi per rischi e oneri	516	649	(133)	-20
Capitale sociale, riserve e strumenti di capitale	2.753	2.218	535	24
Patrimonio di pertinenza di terzi	2	(65)	67	n.s.
Utile netto	528	1.101	(573)	-52
TOTALE PASSIVO	66.292	66.909	(617)	-1

n.s.: not significant

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

Consolidated income statement

(reclassified and in millions of euro)

	I SEMESTRE 2022	I SEMESTRE 2021	VARIAZIONE	
			ASSOLUTA	%
Margine di interesse	99	106	(7)	-7
Risultato netto delle attività e passività finanziarie	19	32	(13)	-41
Commissioni nette	1.009	1.030	(21)	-2
MARGINE DI INTERMEDIAZIONE	1.127	1.168	(41)	-4
Risultato delle partecipazioni e altri proventi (oneri) di gestione	8	14	(6)	-43
PROVENTI OPERATIVI NETTI	1.135	1.182	(47)	-4
Spese per il personale	(211)	(213)	2	-1
Altre spese amministrative	(142)	(133)	(9)	7
Rettifiche di valore nette su attività materiali e immateriali	(38)	(36)	(2)	6
COSTI OPERATIVI NETTI	(391)	(382)	(9)	2
RISULTATO DELLA GESTIONE OPERATIVA	744	800	(56)	-7
Rettifiche di valore nette su crediti	(3)	1	(4)	n.s.
Accantonamenti netti ai fondi rischi e rettifiche di valore nette su altre attività	13	(17)	30	n.s.
Proventi (oneri) non ricorrenti netti	-	219	(219)	-100
RISULTATO CORRENTE LORDO	754	1.003	(249)	-25
Imposte sul reddito del periodo per l'operatività corrente	(190)	(299)	109	-36
Oneri di integrazione e incentivazione all'esodo (al netto delle imposte)	(15)	(10)	(5)	50
Effetti economici dei costi di acquisizione (al netto delle imposte)	(10)	(11)	1	-9
Oneri riguardanti il sistema bancario (al netto delle imposte)	(11)	(13)	2	-15
Utile (perdita) di pertinenza di terzi	-	(24)	24	n.s.
UTILE NETTO	528	646	(118)	-18

n.s.: not significant

Income for the first half of 2021 includes a net capital gain of €164 million relative to the sale of the Deposit Bank and Fund Administration Business Unit of Fideuram Bank (Luxembourg). If this non-recurring revenue is excluded, income for the first half of 2022 rose by €46 million (+10%).