



This year the trust and esteem of our FCI partners surprised us: thanks to them we were able to reach the top step of the podium as Export factor and confirm our 2nd place as Import&Export Factor of the year for Europe.

INTESA SANPAOLO would like to thank and express deep gratitude to all our FCI correspondents.

Our membership in FCI dates back 1984 and we witnessed of how the international scenarios have changed over the years. INTESA has been and is at client's side when he decides to develop international business: we set up tailored made solutions to meet the wider needs of our clients, not forgetting however to offer factoring in the more traditional meaning. Being member of FCI and playing now the main role of Export Factor allowed us to build and keep very important business relationships with about 30 correspondent companies and to maintain visibility in the international arena. The appreciation we receive teaches us that we are on the right track.

INTESA SANPAOLO Group is well represented in FCI. Apart from the Italian headquarter, also the following subsidiaries are Associate members of the Network:

- VUB BANKA (Slovakia)
- PRIVDREDNA BANKA ZAGREB (Croatia)
- INTESA SANPAOLO BANK (Romania)

awaiting the ongoing memberships by CIB Bank (Hungary) and Intesa Sanpaolo Banka Bosna i Hercegovina (Bosnia-Hercegovina).

The strength of our Group

We are the leading banking group in Italy in financial services for households and businesses, ranking among the top five groups in the euro area. INTESA is also top player in Europe for factoring solutions

We serve 13.6 million customers in Italy with a network of over 3,300 branches throughout the country. We also have a strategic international footprint with over 900 branches serving 7.3 million customers - including those of our subsidiary commercial banks - in 12 countries in Central and Eastern Europe, the Middle East and North Africa and an international network of specialists in support of corporate customers across 25 countries, particularly in the Middle East and North Africa, and regions where Italian companies are most active.

Our Mission

People of Intesa Sanpaolo

- Believe in the integrity and sustainability of our actions and those of our Bank.
- Care for our customers through the excellence of our products, our services and our behaviour.
- Create value and innovation for people, businesses, and communities in all countries and areas where we operate.
- Build a future fostering sustainable development in favour of the environment, the younger generations and a truly inclusive society.