

## PRESS RELEASE

### *The program to strengthen the Corporate and Investment Banking Division internationally continues*

#### **INTESA SANPAOLO: THE NEW REPRESENTATIVE OFFICE IN WASHINGTON IS NOW OPERATIONAL**

- **Apart from reinforcing the Group's presence in the United States, the new representative office will have direct responsibility for relations with multilateral agencies and supranational organizations, and will be headed by Luigi Ruggerone**
- **The Group confirms its role as global partner of businesses in emerging markets as well**

*Milan, 11 November 2015* – Confirming the Group's growing commitment in support of businesses that operate or intend to operate on international markets, **Intesa Sanpaolo** is continuing with its projects to **develop and reinforce its international network** and is opening its representative office in Washington.

As well as managing relations with US Government Agencies and Supranational organizations operating in the financial markets, the new office will have direct responsibility for relations with Multilateral Agencies present in the local area, such as the World Bank with its various different activities and the Inter-American Development Bank.

Appointed as head of the new Office is **Luigi Ruggerone**, Economist for emerging markets at the **Comit** Research Office from 1996 and then at **Intesa Sanpaolo** until 2013 as Head of the Group's country risk and international banks office, and finally at the **International Monetary Fund** where, for two years, he dealt with questions of global financial stability, contributing to the first chapter of the *Global Financial Stability Report*, one of the IMF's major twice-yearly publications.

Through the Washington office, Intesa Sanpaolo will have an active role in promoting and supporting its customers' participation in infrastructure and development projects carried out by the Agencies in emerging markets, thus establishing itself as a global partner of companies in their strategies for internationalization.

For this purpose, the new representative office will operate in close synergy with the Group's international network and its structures in Italy, both for co-financing projects of interest and for making available a dedicated offer of solutions for financing, trade export finance, structured export finance, international guarantees and mitigation of interest rate and currency risks.

In addition, collaborating with **Banca IMI**, Intesa Sanpaolo Group's investment bank, also ensures innovative, specialist solutions in the areas of structured finance, project and infrastructure finance, investment banking and capital markets.

The Washington office, a part of the **International Network & Global Industries Head Office of the Corporate and Investment Banking Division**, also reinforces the Group's overseeing in the United States where Intesa Sanpaolo is already present through the New York Hub Branch, responsible for activities in the Americas area.

### **The Intesa Sanpaolo Group's international network**

Intesa Sanpaolo operates in over 40 countries. With a network of **branches, representative offices** and **banks specialized** in corporate banking, it is **present in 28 countries** supporting the local and cross-border activities of corporate customers and businesses. Moreover, through its subsidiary banks reporting to the **International Subsidiary Banks Division**, it guarantees strategic cover of the territory in another **12 countries** in Central and Eastern Europe and in the Middle East and North Africa, providing retail and commercial banking as well as corporate banking services.

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