

### Top Management profiles

**Gian Maria Gros-Pietro** (Torino, 1942).

**Chairman of the Board of Directors of Intesa Sanpaolo** since April 2016, after being Chairman of the Management Board of Intesa Sanpaolo from May 2013, he is currently the (non executive and independent) Chairman of ASTM S.p.A. and the Lead Independent Director of Edison S.p.A.. He is a member of the ABI Executive Committee and of the Corporate Governance Committee of Borsa Italiana. At LUISS University, where he currently sits as a member of the Board of Directors, he served as Head of the Department of Economics and Business from 2004 to 2011. Full professor of Business Economics first at Turin University and then at LUISS University, from 1974 to 1995 he was the Manager of the Institute for Economic Research on Firms and Growth, the main body of CNR, the Italian National Research Council, in the economic field. He was an Independent Director at Fiat for nine years (2005-2014), also chairing the Audit Committee, and was the Chairman of Atlantia from 2002 to 2010. Worth mentioning among his previous assignments is the role of Chairman of ENI (1999-2002) and IRI (1997-1999). At banking level, he was a Director at Credito Valtellinese (2010-2012), Chairman of Credito Piemontese (2009-2011), a Senior Advisor for Italy of Société Générale Corporate & Investment Banking (2005-2009), a member of the European Advisory Board of Rothschild & Cie Banque (2002-2005), a Director of Banca CRT (2000-2002).

**Carlo Messina** (Roma, 1962).

**Managing Director and Chief Executive Officer of Intesa Sanpaolo** since 29 September 2013.

A graduate of Economics and Business from the Luiss University of Rome, he began his career in Banca Nazionale del Lavoro in 1987, where he held the position of Manager in charge of the Corporate Finance and Primary Markets Department. While developing his professional career, he carried out intense academic activities as Professor of Economics of Financial Intermediaries at the Business Administration Master of the Luiss School of Management and as Professor of Corporate Finance at the Department of Economics and Business of Ancona University. In 1992 he joined Bonifiche Siele Finanziaria (Parent Company of the Banca Nazionale dell'Agricoltura banking group), where he held the position of Manager in charge of the Planning and Strategic Control Department. In 1996 he took on the role of Manager in charge of Planning at Banco Ambrosiano Veneto, where in 1997 he became the Manager in charge of the Planning Department. In Banca Intesa, he held the position of Head of Planning and Banking Research Department from 1998 and went on to become Head of the Management Control Head Office Department in 2001 and Head of the Planning and Control Head Office Department in 2002. In Intesa Sanpaolo, in 2007 he became Head of the Value Creation Governance Area, and then became Chief Financial Officer in 2008 and General Manager and Chief Financial Officer in 2012. In May 2013, he became General Manager and Head of the Chief Financial Officer Governance Area, and in June 2013 General Manager, Head of the Chief Financial Officer Governance Area, and Head of the Banca dei Territori Division. In September 2013, he took on the role of Managing Director and CEO (Management Board), General Manager, and Head of the Banca dei Territori Division. In January 2016, he was Managing Director and CEO (Management Board) and General Manager, and, since April

2016, he has held the same positions within the new one-tier governance system adopted by the Bank. He is currently a member of the Executive Committee of ABI (Italian Banking Association) and has been a member of the Bocconi University Board since November 2014. On 1 June 2017, Carlo Messina was knighted for Services to Industry "Cavaliere del Lavoro" by the President of the Italian Republic, Sergio Mattarella.

**Stefano Barrese** (Roma, 1970).

Stefano Barrese has been **in charge of the Banca dei Territori Division** (domestic commercial banking) since January 2016. After receiving a degree in Economics and Business from the LUISS University of Rome in 1993, he was enrolled in the Register of Chartered Accountants and the Register of Official Auditors in Rome. He started his career in 1995 with Arthur Andersen before moving on to Erg Petroli.

He joined the Planning department of Banca Intesa in 1998. After the merger between Banca Intesa and Sanpaolo Imi, he held several positions, including Head of Capital Management in the Planning, Capital Management and Synergy Control Department and Head of Planning in the Planning and Control Head Office Department. Mr Barrese has been with the Banca dei Territori Division since 2013. He was head of the Planning and Control Department, the Marketing Department and, subsequently, the Sales and Marketing Area. He currently sits on the boards of ABI (Italian Banking Association), Consorzio Bancomat and SSD LUISS.

**Tommaso Corcos** (Roma, 1962).

**Chief Executive Officer and General Manager of Eurizon Capital SGR** since January 2014. He holds a degree in Business Administration from Rome's Università La Sapienza, as well as a Master in Financial Advisory, and participated in the Harvard Business School Advanced Management Program (AMP). He began his career in 1987 in BNL's foreign shareholding office. Between 1990 and 2001, he held several positions with Intesa Asset Management SGR/Nextra Investment Management SGR as Market Manager, rising to Head of Investment Management for the bond, equity and currency sectors. In September 2002, he joined Fideuram as Chief Executive Officer of Fideuram Investimenti SGR S.p.A. – formerly Fideuram Capital. From 2006 to 2013, he was Vice President and Chief Executive Officer of Fideuram Asset Management Ireland and Vice President of Fideuram Gestions, and was a member of the Board of Interfund Sicav and Eurizon Alternative Investments SGR S.p.A.. Since January 2014, he has been Chairman of Eurizon Capital S.A. and Epsilon SGR.

**Nicola Maria Fioravanti** (Roma, 1962).

**Head of Intesa Sanpaolo's Insurance Division** since 1 July 2015.

"Magna cum laude" degree in Economics and Business from La Sapienza University in Rome. He was responsible for Budget, Planning and Control at Telecom Italia from 1988 to 1992, and for Strategic Planning at Bonifiche Siele from 1992 to 1996. In 1996, he entered the banking sector and, over time, held positions at Banco Ambrosiano Veneto and Banca Intesa in the area of Planning, Research and Management Control. From 2006, he held various positions in the Chief Financial Officer Area, Strategic Planning of Intesa Sanpaolo, the most recent of these being head of the Planning, Strategic ALM and Capital Management Head Office Department from 2013 to 2014. Since 30 October 2014, he has been Managing Director of Intesa Sanpaolo Vita and Chairman of the Board of Directors of Intesa Sanpaolo Assicura.

**Giovanni Gilli** (Milano, 1954).

Married with three children, he graduated “cum laude” in Economics at the University of Bocconi in Milan. He joined Intesa Sanpaolo in 2002, and is currently **in charge of the Capital Light Bank**. Previously, he led the Strategic Operations and Special Projects Unit, reporting directly to the CEO, and was responsible for all M&A and Corporate Development activities of the Bank. He was also in charge of a number of projects of particular strategic and organisational importance. In that period, he concluded around 50 transactions including acquisitions, disposals and mergers, worth more than €30 billion, and he personally oversaw the merger between Intesa and Sanpaolo in 2006. Before joining the Bank, he worked for The Chase Manhattan Bank, Mc Kinsey & Co. and Euromobiliare and, in the role of Gruppo Gabbianelli-Vogue’s managing director and main investor, he successfully led a leveraged buyout operation to create a high-class point of reference in the ceramic tiles sector. The operation concluded with the sale of the Group to a direct competitor.

**Ignacio Jaquotot** (Zaragoza, 1958).

**Head of International Subsidiary Banks Division** since October 2013. After receiving a degree in Law from the Complutense University of Madrid, he started his career within the Group in Spain in 1984, taking up the position of General Manager at the Barcelona branch of Banca Commerciale Italiana and, later on, that of Deputy General Manager at the Bank’s Madrid branch, which he held until 1998. Subsequently, he served as General Manager at Banque Sudameris Uruguay (1999-2002), at Banco Sudameris Chile (2002-2003) and at Banco Sudameris Paraguay (2003-2004). He was also a member of the Board of Directors of Banco Sudameris Argentina, Banco Wiese Sudameris Peru and Banco Sudameris Colombia. In 2005, he became Deputy Chief Executive Officer and Deputy Chairman of the Management Board of VUB Banka where, in August 2007, he was appointed Chief Executive Officer and Chairman of the Management Board. He held both positions until September 2013. Over the years, his other responsibilities have included board member positions at Uruguayan, Chilean, Paraguayan and Slovak Bankers Associations and at Italian-Uruguayan, Italian-Chilean and Italian-Paraguayan Chambers of Commerce and chairmanship of the Italian-Slovak Chamber of Commerce. In June 2012, he was awarded the honour of Commendatore Ordine al Merito of the Italian Republic.

**Mauro Micillo** (Desenzano, 1970).

**Head of the Corporate and Investment Banking Division of Intesa Sanpaolo and Chief Executive Officer of Banca IMI.**

A graduate of Business and Administration in 1994 at the Statale University in Brescia, Italy, Mr Micillo subsequently specialized in “Currency Management and International Finance” and started his career first with Fin-eco Sim before moving to IMI Fideuram Asset Management. Later, he moved to Fin-eco Investimenti SGR as Fixed Income Director. In 2000 he was appointed CIO (Chief Investment Officer) of Banca Esperia and a member of the Board of Directors of Duemme Hedge SGR. In 2002, he joined the Capitalia Group as Holding Director (in charge of Group Finance) and in 2005, he was appointed Chief Executive Officer of the Group’s asset management companies. At the end of 2007, he became Deputy General Manager and CFO (Chief Financial Officer) of the Banca Popolare di Vicenza Group. He joined the Intesa Sanpaolo Group in October 2009 as Chief Executive Officer and General Manager of Eurizon Capital SGR, Chairman of Eurizon Capital S.A. and of Epsilon SGR. In January 2014, he was appointed General Manager of Banca IMI, the Intesa Sanpaolo Group’s investment bank, where he became Chief Executive Officer in April 2015. He was formerly a

Member of the European Commission's Expert Group on Market Efficiency and also served as Vice Chairman of Assogestioni (from 2009 to 2013) and Chairman of Allfunds Bank (from 2009 to 2014). Moreover, he was a member of the Board of Directors of MTS from 2014 to 2015. Alongside his professional activity, he has also developed the academic one, firstly as Lecturer at the SDA Bocconi (1996-2002), then as Adjunct Professor at the University of Brescia (2004-2005). Since 2006, he has also held the position of Adjunct Professor of the "Asset Management" course at the LUISS Guido Carli in Rome.

**Paolo Molesini** (Feltre, 1957).

**Managing Director and General Manager of Fideuram - Intesa Sanpaolo Private Banking S.p.A.** since 1 July 2015.

From September 2004 to June 2015 Paolo Molesini was Managing Director and General Manager of Banca Intesa Private Banking S.p.A., the private bank of the Intesa Sanpaolo Group formally named, since June 2007, Intesa Sanpaolo Private Banking S.p.A.. After receiving a degree in Business Economics from the "Ca' Foscari" University in Venice and completing a master's degree in Business Administration at INSEAD Graduate Business School (Fontainebleau, France), Paolo Molesini joined the Henkel Group as Export Manager. He became Manager of the Financial Services Area of The Mac Group in London in 1986, while, in 1991, he was hired by the Fondiaria Group to set up the Strategic Marketing Division. He joined Sanpaolo Vita as Sales Director in 1993, subsequently becoming General Manager and Managing Director. From 2001 to 2003, he was head of the Retail Business Area at Banca Monte dei Paschi di Siena. He joined Intesa Sanpaolo S.p.A. in July 2003 as head of the Private Banking Division. He has served as a director in Société Européenne de Banque, Banco di Napoli and Eurizon A.I..