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BANCA

**PRESS RELEASE**

## **UNIPOL BANCA BUYS 59 BRANCHES FROM THE CAPITALIA GROUP**

**Bologna, 4 December 2002** - On 31/12/2002 Unipol Banca will end the financial year with company variables up and in a better position than what was forecast.

From having 95 bank outlets at the beginning of the year, the sales network now has 122 outlets and around 60 financial sales points which can call on a network of approximately 400 advisers.

Direct customer deposits will be in the region of €1.3 billion (+49% on 2001) and customer funds will come to over €6.7 billion (+9% on 2001), of which approximately €520 million from managed savings.

Lending activities will be in excess of €1 billion (+35% on 2001). It is estimated that there will be over 120,000 customers at the end of the year. The number of employees has increased from 665 to 750 (+13% on 2001).

After depreciation of over €13 million, net profits are expected to be up significantly at approximately €5.5 million (+256% on 2001).

**Following the acquisition of 59 outlets from the Capitalia group for an investment of €163.4 million, subject to approval from the Bank of Italy, Unipol Banca will start 2003 with the following combined data.**

The sales network will be made up of 181 outlets and approximately 60 financial sales points.

Direct customer deposits will be approximately €1.8 billion (+38% on the forecast for the end of 2002) and customer funds will come to over €7.5 billion (+12% on the forecast for the end of 2002), of which approximately €900 million from managed savings (+80% on the forecast for the end of 2002).

Loans from the acquired outlets of €587 million (excluding bad and doubtful debts) will take total lending activities to €1.5 billion (+50% on the forecast for the end of 2002).

It is estimated that there will be over 200,000 customers and 1,150 employees (+53% on the forecast for the end of 2002).

Unipol Banca's increased presence in Piedmont, Lombardy, Tuscany, Lazio, Sardinia and Sicily will undoubtedly help to increase synergies between the Group's insurance and banking businesses.

There are already over 550,000 Unipol Group customers in the areas served by the new bank outlets.

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