



# SPAFID CONNECT

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Societa' : POSTE ITALIANE

Identificativo : 101994

Informazione  
Regolamentata

Nome utilizzatore : POSTEN03 - Fabio Ciammaglichella

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Diffusione presunta

Oggetto : Poste Italiane: distribution agreement with  
Intesa Sanpaolo

*Testo del comunicato*

Vedi allegato.

## POSTE ITALIANE AND INTESA SANPAOLO SIGN A THREE YEAR DISTRIBUTION AGREEMENT

*Turin, Milan, Rome, 11 April 2018* – Poste Italiane and Intesa Sanpaolo signed a three-year framework agreement for the distribution of selected products and services of the two groups through a range of non-exclusive specific agreements with the aim of expanding both entities' product offering to their customers. The key areas of cooperation:

- mortgages and personal loans underwritten by Intesa Sanpaolo and distributed through the post office network;
- wealth & asset management products managed by Eurizon Capital SGR<sup>1</sup> to provide a wider range of products for Poste Italiane's customers;
- payment services, including the payment of postal payment slips ("*bollettino*") through the physical and remote channels of Intesa Sanpaolo, as well as Banca 5<sup>2</sup>, including PostePay prepaid cards top-up.

With this agreement Poste Italiane and Intesa Sanpaolo will further enhance their product and services customer offering.

In line with Deliver 2022, Poste Italiane's five year strategic plan, this agreement increases the range of products Poste Italiane offers through its extensive network thus addressing the evolving needs of its 34 million customers.

The agreement is part of Intesa Sanpaolo's distribution strategy, which is based on the multi-channel bank model and on the targeted territorial coverage to optimise customer proximity.

Poste Italiane - Media Relations  
39 0659582097  
[ufficiostampa@posteitaliane.it](mailto:ufficiostampa@posteitaliane.it)

Intesa Sanpaolo - Media Relations  
+39.02.87962329  
[stampa@intesaspaolo.com](mailto:stampa@intesaspaolo.com)

Poste Italiane - Investor Relations  
+39 0659584716  
[investor.relations@posteitaliane.it](mailto:investor.relations@posteitaliane.it)  
[www.posteitaliane.it](http://www.posteitaliane.it)

Intesa Sanpaolo - Investor Relations  
+39.02.87943180  
[investor.relations@intesaspaolo.com](mailto:investor.relations@intesaspaolo.com)  
[group.intesaspaolo.com](http://group.intesaspaolo.com)

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<sup>1</sup> An Intesa Sanpaolo wholly owned company.

<sup>2</sup> Former "Banca dei Tabaccai", an Intesa Sanpaolo wholly owned company.

Fine Comunicato n.1130-16

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