

INVESTMENT, INNOVATION, CREDIT

**The new Intesa Sanpaolo - Confindustria Agreement:
key elements for the competitiveness of Italian companies**

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Dal 2009, 15 anni di collaborazione che **hanno evoluto e arricchito il rapporto banca impresa**, diventando nel tempo un **laboratorio di sperimentazione** di nuove opportunità a supporto della competitività delle imprese

2009-13

Agreement on liquidity and recapitalisation

Finance, Innovation, Globalisation Agreement

Bank, Enterprise, Territory Agreement

Foreign Agreement, Growth, New Entrepreneurship

2014

“Sustainable Growth” Agreement

Introducing new solutions for the development of enterprises: quality factors, supply chains, training

2015

Investment Compact Addendum

SME innovation in cooperation with the Ministry for the Economy and Finance and the Ministry for the Environment and Energy Security

2016

Extension of the “Sustainable Growth” Agreement

Focus on Industry 4.0, corporate welfare, capital market access

2016-19

“Planning the Future” Agreement

Introduction of new tools for digital transformation and focus on corporate culture for human capital enhancement

2021-24

“Designing the Future” Agreement



The main achievements of the 2021 Agreement

2



Over **120** events
in the area with
more than
15,000
companies

18 sectoral
agreements
and 35
territorial
agreements

20 international
events/webinars

22,000
enterprises that
have obtained
benefits from
NRRP calls

Focus **on energy,**
sustainability,
globalisation

The new 2025 - 2028 agreement: lines of action

We promote the **competitiveness** of the Italian production system, both **nationally and internationally** and support the **transformational processes necessary for economic development**



New agreement:
“Investment, Innovation, Credit”

Supporting
enterprises in
transformatio
nal
processes,
focus on
Transition 5.0

Accelerating
the
sustainable
transition,
focus on
natural
resources

Investing in
strategic
supply
chains, focus
on
Aerospace,
Robotics, AI,
Life Sciences

Investing in
Research
and
Innovation
for the
Growth of
Innovative
Start-ups and
SMEs

Supporting
the
strengthening
of companies'
financial
structure

Promoting
sustainable
living
solutions for
workers

Supporting
the growth
and
developme
nt of
enterprises
in Southern
Italy

The new 2025 - 2028 agreement: enterprise involvement⁴

We invest in strengthening the **bank-enterprise relationship** with moments of listening, active participation and involvement of the production sector on topics relevant to growth



Creation of a central **control room**

Creation of **territorial/sectoral enterprise bank groups**

Joint analysis and surveys by Intesa Sanpaolo/Confindustria Study and Research Offices

Giving back to the territories through dedicated events