

SHEARMAN & STERLING

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April 10, 2003



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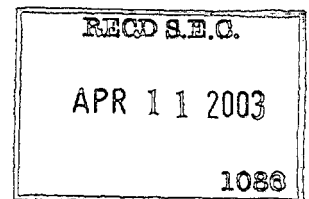
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By Hand Delivery

Securities and Exchange Commission
Office of International Corporate Finance
450 Fifth Street, N.W.
Washington, D.C. 20549
U.S.A.

SUPPL

Banca Carige S.p.A.
Information Pursuant to Rule 12g-3-2(b)
File No. 82 - 4758



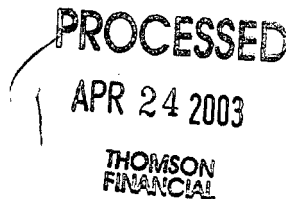
Dear Sir or Madam,

On behalf of Banca Carige S.p.A. ("Banca Carige" or the "Company"), and pursuant to the exemption available under Rule 12g-3-2(b)(iii) of the Securities Exchange Act of 1934, as amended (the "Act"), please find enclosed a press release dated February 26, 2003, announcing year end results for 2002.

These should be added to title 5 of the Company's file 82-4758, originally submitted on February 11, 1998 (time stamped on February 12, 1998).

Please acknowledge receipt of this letter and its enclosures by time-stamping the enclosed copy of this letter and returning it to our messenger, who has been instructed to wait.

Please do not hesitate to contact the undersigned (collect) in Paris at (011-33-1-53-89-70-00) should you have any questions.



Very truly yours,

John Felitti
John Felitti

cc: Dott. Nicola Ferrante, Banca Carige S.p.A.

De 4/21

PRESS RELEASE



BANCA CARIGE HEADLINE RESULTS FOR 2002: NET PROFIT: A 1.2% RISE OVER THE PREVIOUS YEAR TO € 104.8 m

This result is extremely encouraging when considered in the present context of economic uncertainty and pessimism on financial markets. Consolidation of Banca Carige's strategy of territorial expansion brought with it significant increases in amounts handled in 2002. Previous year's dividend of € 0.0723 per share confirmed for 2002.

The Board of Directors of the Bank in its meeting of 26th February 2003 approved the 2002 Balance Sheet. The results were illustrated by the Bank's CEO. Net profit rose 1.2% over 2001 to € 104.8 m; ROE at 31/12/02 was 7.7% after prudential provisions for credit risks in the light of the present economic situation.

The Board of Directors agreed to propose to the Bank's Ordinary Shareholders Meeting called for 29th March 2003 and, if necessary by adjournment on 31st March 2003, a dividend of € 0.0723 per ordinary share and a dividend of € 0.0823 per savings share. Total dividends to be distributed amounted to € 75.2 m, up 1.9% in comparison to the previous year. On approval by the Shareholders Meeting, the dividend will be distributed on 10th April 2003. In line with the relevant regulation foreseen by Borsa Italiana SpA, the shares will be tradeable ex-dividend from 7th April 2003 onwards.

The year was marked by a significant falls in national and international financial markets, a sharp drop in interest rates and a generalised worsening of the quality of credit.

In spite of these difficulties, Banca Carige managed to achieve positive results and continued with substantial investments in the Group, returns on which are expected in the next few years. During the year 42 branches were acquired from the Capitalia Group. These branches are distributed throughout the country: Veneto in the north, the Marches, Umbria and Latium in the centre, and Apulia and Sicily in the south. The acquisition consolidates further Carige's presence in Italy, following the branches purchased in 2000 and 2001 from Banco di Sicilia and Intesa Group (82 outlets in total). Territorial expansion is complemented by integration between the banking branches and insurance offices of the Carige Group. Headline results for 2002 are as follows:

| Results for 2002 <i>Millions of euros</i> | Absolute value | Variation on 2001 (%) |
|---|----------------|-----------------------|
| Customer deposits | 21,869.1 | +12.4% |
| Lending to customers | 8,634.9 | +15.6% |
| Operating income | 237.7 | +8.5% |
| Income from Ordinary activities | 171.8 | +0.1% |
| Net income | 104.8 | +1.2% |

Results for the Group include, in addition to the positive figures achieved by the Carige Group's banking subsidiaries (*Cassa di Risparmio di Savona* and *Banca del Monte di Lucca*, respectively with net income for 2002 of 24.7 and 1.6 million euros), net profits of 2.2 and 2.3 million euros for the year ending 31st December 2002 for the insurance subsidiaries *Carige Vita Nuova* and *Carige Assicurazioni*. Both companies benefited from heightened operating synergies.

Strategy

The Carige Group's strategic priorities were focused both on maintaining our traditional operating stronghold in Liguria whilst at the same time putting in place a suitable model for the development of the Group's position in other regions. This meant:

- Consolidating expansion at national level (the opening of 10 new Group branches, 7 of which under the Banca Carige name and the acquisition of 42 branches from the Capitalia Group);
- Strengthening and rationalising the insurance companies of the Carige Group (*Carige Vita Nuova* and *Carige Assicurazioni*);
- Identifying and exploiting maximum operating synergies present between the banking and insurance networks (the "Assurbanca" project);
- Expanding customer segmentation and the offer of private banking to high net worth customers outside Liguria in addition to the provision of corporate banking in Liguria and Lombardy;
- Implementing on line banking services (e-banking and call centre);
- Developing mobile distribution channels (Group insurance agents, and estate agents collaborating with the Group in the distribution of its products).

During the year organisational and technical assessments were carried out in order to: strengthen the Group network; achieve high levels of cross selling; heighten back office efficiencies; update technological infrastructure.

Penetration of new markets means that this strategy will be extended into the immediate future with the aim of strengthening the Group's distribution capabilities (heightened synergies between banking branches and insurance offices) and optimising head office structures relating to product, finance and support systems.

Results

Share markets had a particularly bad year during 2002: the Milan MIBTEL index was down 23.6% whilst the banking index lost 27.2%. In this scenario, the performance of Carige shares was all the more encouraging; an annual increase of 9.2% with a dividend yield of 3.7%.

During the year, Carige savings shares were issued and subsequently quoted on the market. After its first month of trading, the share recorded an average price of 2.166 euros.

Total Financial Intermediation Activities (TFIA) rose 12.4% over 31/12/01 to 21,869.1 m. Excluding business related to the Capitalia branches purchased during the year, the increase in TFIA was 5%. Direct deposits in particular recorded a 14% rise to reach 9,236.2 m (+8.2% excluding the ex-Capitalia branches). Indirect deposits totalled 12,632.9 m; up 11.3% (+2.7% excluding the ex-Capitalia branches).

Lending to customers rose to 15.6% over the twelve months to 8,634.9 m. Excluding loans granted by the Capitalia branches and not taking into consideration the performing mortgages securitised at

the end of 2001, lending rose by 16.7%. This expansion is proof of Carige's well-established support for the local economy, especially in the form of mortgages.

Despite the climate of economic uncertainty, the quality of Carige's lending portfolio remained high: in particular, the bad loans/total lending ratio recorded little variation over twelve months at 2.7%.

Carige's Profit & Loss account was influenced during the year by changes in the structure of income and costs stemming from the purchase of 61 branches from the Intesa Group in addition to extraordinary items such as the securitisation of mortgages and the sale of three branches. *Headline income statement results are as follows:*

- **Net interest income** was slightly down (-1.8%) to 303.3 m;
- **Non interest income** (347.2 m; +18.9%) and operating costs (412.9 m; +8.2%) were influenced by the purchase of branches from the Intesa Group. On the income side, commission income (160.7 m; +11.4%) and dividends (2002: 87.2 m; 2001: 39 m) both recorded significant contributions. The item "gains from financial transactions" inevitably felt the effects of losses on financial markets and ended the year at 21.7 m.
Turning to costs, the most significant item was write-downs to financial fixed assets, which rose by 13.7% as a result of expansion in leasing activity and amortisation charges related to the purchase of branches from the Intesa Group and related furniture and fittings. Other administrative costs include personnel charges, the rise in which was contained by 3.9% to 199.4 m despite the transfer to the Bank of 321 employees from the Intesa Group. The average staff number rose from 3,300 at 31/12/01 to around 3,500;
- **Provisions and write-downs** amounted to 65.9 m, an increase of 38.7% in comparison to the previous year. This rise was linked to an increase in total volumes handled by the Bank but above all to prudential provisions for loan losses with a resulting surplus to immediate requirements of 13 m;
- **Income from Ordinary Activities** totalled 171.8 m, unchanged over 2001 (171.6 m);
- **Extraordinary Income** dropped 7.1% over the year to 12 m. In 2001, this item included 9 m deriving from the sale of three branches in the province of Savona;
- **Net Income** rose 1.2% in comparison to the previous year to 104.8 m despite the loss in income stemming from increased tax liabilities caused by changes to the mechanism of Dual Income Tax calculated at 4 million.

The Banca Carige branch network expanded further during 2002: the total number of outlets rose from 345 to 391 as a result of the opening of 7 new branches located in various parts of the country and the purchase of 42 branches from Capitalia. There was an increase in the Bank's remote distribution channels: the ATM network totalled 455 at the end of the year whilst the number of POS terminals rose in number from 8,101 in 2001 to 9,440 at 31st December 2002.

Carige's internet banking services, part of the Bank's integrated multi-channel distribution network, saw considerable growth both in the number of contracts (+18.7% over 2001) and in the number of customers regularly using the services (+29.9%).

Banca Carige's total staff amounted to 3,512 at the end of the year in comparison to 3,506 in the previous twelve months. On 1st January 2003, this number rose as the transfer of the 371 employees of the Capitalia branches acquired by Banca Carige came into effect.

Shareholders' equity rose from 1,332.8 m at December 2001 to 1,369.7 m.

Banca Carige continued to be fully in line with the various regulatory indicators currently in force, both of the Bank of Italy and of the Italian Interbank Deposit Protection Fund.

The Banca Carige Group's net assets amounted to 15,389 m; indirect deposits rose by 11.1% to 24,734.2 m whilst lending to customers increased by 13.8% to 9,495.1 m. Operating income was down 12.6% to 186.4 m whilst consolidated net income, feeling the effects of increased tax charges following changes to Dual Income Tax, and provisions to credit risk funds (a surplus of 17.3 m), was down to 66.2 m.

The financial statements of Banca Carige and the Banca Carige Group will be available at www.carige.it.

During the course of its Meeting of 26th February 2003 the Board of Directors discussed the following: "Proposal of authorising the purchase and placement of own shares in accordance with article 2357 of the Italian Civil Code"; the proposal will be put before the Ordinary Shareholders Meeting of Banca Carige for its consideration. In more detail, the document proposes the authorisation to purchase up to a maximum of 102,054,960 Banca Carige SpA ordinary shares (nominal value 1 euro each) corresponding to one tenth of the Bank's ordinary share capital (total made up by 879,906,068 ordinary shares) and to one tenth of the savings share capital (total made up by 140,643,546 savings shares) for a unitary price on a cline between:

- A price floor represented by the average Mibtel index price recorded during the previous ten business days prior to the transaction date, reduced by 20%;
- Price ceiling represented by the average Mibtel index price recorded during the previous ten business days prior to the transaction date, increased by 20%.

Authorisation requested on the part of the Shareholders Meeting regards also the possibility of alienating part or whole of the Bank's own share portfolio (ordinary and/or ordinary shares).

The Board of Directors also discussed the "Annual Corporate Governance Report", in which the Bank gives details of how it has applied the Code of Self-Regulation adopted by public limited companies listed in Italy.

FINANCIAL HIGHLIGHTS

| | 31/12/02 | 30/9/02 | 31/12/01 | 31/12/00 | Change % 02/01 | Pro forma data (7) | | |
|--|----------|----------|----------|----------|-------------------|--------------------|----------|-------|
| | | | | | | 31/12/02 | Change % | |
| | | | | | | | 02/01 | 01/00 |
| BALANCE SHEET (1) | | | | | | | | |
| Total assets | 14,393.8 | 13,100.7 | 12,835.5 | 11,635.9 | 12.1 | 13,601.3 | 6.0 | 3.5 |
| Funding | 11,433.8 | 10,318.5 | 10,151.6 | 9,251.4 | 12.6 | 10,708.6 | 5.5 | 1.1 |
| - Customer Deposits | 9,236.2 | 8,643.3 | 8,099.3 | 6,915.9 | 14.0 | 8,763.4 | 8.2 | 9.3 |
| - Amounts owed to customers | 5,912.3 | 5,176.8 | 4,863.1 | 4,089.8 | 21.6 | 5,458.1 | 12.2 | 7.3 |
| - Debts evidenced by certificates | 3,323.9 | 3,466.5 | 3,236.2 | 2,826.1 | 2.7 | 3,305.3 | 2.1 | 12.1 |
| - Deposits from Banks | 1,797.3 | 1,274.9 | 1,652.0 | 2,335.3 | 8.8 | 1,544.9 | -6.5 | -40.2 |
| - Funds managed on behalf of third parties | 0.3 | 0.3 | 0.3 | 0.2 | 0.0 | 0.3 | 0.0 | 54.5 |
| - Subordinated loans | 400 | 400 | 400 | 0 | 0.0 | 400.0 | 0.0 | ... |
| Other Financial Intermediation Activities (OFIA) | 12,632.9 | 11,758.8 | 11,348.9 | 10,677.7 | 11.3 | 11,656.4 | 2.7 | -1.5 |
| - Assets Under Management | 6,266.5 | 5,606.4 | 5,671.8 | 5,316.7 | 10.5 | 5,730.9 | 1.0 | -0.8 |
| - Assets in Custody | 6,366.4 | 6,152.4 | 5,677.1 | 5,361.0 | 12.1 | 5,925.5 | 4.4 | -2.1 |
| Total Financial Intermediation Activities (TFIA) | 21,869.1 | 20,402.1 | 19,448.2 | 17,593.6 | 12.4 | 20,419.8 | 5.0 | 2.8 |
| Lending (2) (3) | 12,080.9 | 10,871.5 | 11,026.8 | 10,206.3 | 9.6 | 11,434.2 | 3.7 | 3.0 |
| - Loans to Customers (2) (3) | 8,634.9 | 7,616.4 | 7,471.2 | 6,664.7 | 15.6 | 8,124.1 | 8.7 | 4.4 |
| - Loans to Banks (2) | 1,363.9 | 893.0 | 1,122.3 | 969.1 | 21.5 | 1,227.7 | 9.4 | 15.8 |
| - Securities | 2,082.4 | 2,362.1 | 2,433.3 | 2,572.5 | -14.4 | 2,082.4 | -14.4 | -5.4 |
| - Investment securities | 232.7 | 380.8 | 441.3 | 384.7 | -47.3 | 232.7 | -47.3 | 14.7 |
| - Trading securities | 1,849.7 | 1,981.3 | 1,992.0 | 2,187.9 | -7.1 | 1,849.7 | -7.1 | -9.0 |
| Shareholders' Equity (4) | 1,369.7 | 1,368.1 | 1,332.8 | 1,301.0 | 2.8 | 1,369.7 | 2.8 | 2.4 |
| INCOME STATEMENT (1) | | | | | | | | |
| Operating Income | 237.7 | 159.8 | 219.1 | 215.2 | 8.5 | | | |
| Income from Ordinary Activities | 171.8 | 120.1 | 171.6 | 168.5 | 0.1 | | | |
| Income before Taxation | 183.7 | 123.1 | 184.5 | 177.2 | -0.4 | | | |
| Net Income | 104.8 | 69.9 | 103.5 | 98.2 | 1.2 | | | |
| RESOURCES (5) | | | | | | | | |
| Number of branches | 391 | 349 | 345 | 283 | 13.3 | 349 | 1.2 | 0.4 |
| Number of employees | 3,512 | 3,513 | 3,506 | 3,080 | 0.2 | 3,512 | 0.2 | 0.6 |
| FINANCIAL RATIOS | | | | | | | | |
| Non interest income | | | | | | | | |
| / Gross operating income | 53.38% | 52.04% | 48.59% | 46.87% | | | | |
| Operating costs | | | | | | | | |
| / Gross operating income | 63.47% | 66.17% | 63.53% | 60.77% | | | | |
| Income before Taxation | | | | | | | | |
| / Shareholders' Equity | 13.41% | 9.00% | 13.84% | 13.62% | | | | |
| ROE | 7.65% | 5.11% | 7.77% | 7.55% | | | | |
| ROAE (6) | 7.76% | 5.18% | 7.86% | 5.62% | | | | |
| SOLVENCY RATIOS | | | | | | | | |
| Risk-Weighted Assets (RWA) (1) | 9,708.1 | 9,085.3 | 8,780.0 | 6,449.9 | 10.6% | | | |
| Tier 1% of RWA | 9.27% | 11.12% | 11.11% | 18.83% | | | | |
| Total Capital % of RWA | 11.58% | 15.31% | 15.45% | 18.49% | | | | |

(1) Millions of Euros.

(2) Gross of allowance for credit risks.

(3) Including leased fixed assets.

(4) Including reserves for general banking risks.

(5) Statistics at the end of period.

(6) Net income on average shareholders' equity (Return On Average Equity).

(7) Pro forma data and changes of 2002 exclude ex-Capitalia branches data; pro forma changes exclude ex-Intesa branches data

BALANCE SHEET

| ASSETS | | | Change % | |
|---|-------------------|-------------------|----------|--------|
| <i>(Thousands of Euros)</i> | 31/12/02 | 31/12/01 | 02/01 | 01/00 |
| 10 CASH IN HAND, BALANCES WITH CENTRAL BANKS AND POST OFFICES | 173,442 | 164,675 | 5.3 | 47.0 |
| 20 TREASURY CERTIFICATES AND OTHER BILLS ELIGIBLE FOR REFINANCING WITH CENTRAL BANKS | 311,014 | 418,493 | - 25.7 | - 3.4 |
| 30 LOANS AND ADVANCES TO CREDIT INSTITUTIONS: | 1,355,667 | 1,114,875 | 21.6 | 15.8 |
| (a) repayable on demand | 543,976 | 262,255 | ... | - 48.3 |
| (b) other loans and advances | 811,691 | 852,620 | - 4.8 | 87.2 |
| 40 ACCRUED INCOME AND PREPAID EXPENSES: | 7,909,841 | 6,982,175 | 13.3 | 11.1 |
| including: | | | | |
| - loans using funds managed on behalf of third parties | 188 | 188 | - | 18.5 |
| 50 BONDS AND OTHER FIXED-INCOME SECURITIES: | 1,598,437 | 1,921,680 | - 16.8 | - 3.8 |
| (a) issued by public bodies | 929,013 | 989,111 | - 6.1 | - 15.3 |
| (b) issued by banks | 386,496 | 577,786 | - 33.1 | 18.4 |
| including: | | | | |
| - own securities | 43,087 | 53,059 | - 18.8 | - 5.8 |
| (c) issued by financial institutions | 189,258 | 250,511 | - 24.5 | - 1.3 |
| including: | | | | |
| - own securities | - | - | - | - |
| (d) issued by others | 93,670 | 104,272 | - 10.2 | 18.0 |
| 60 SHARES, QUOTAS AND OTHER EQUITY SECURITIES | 172,907 | 93,181 | 85.6 | - 34.0 |
| 70 EQUITY INVESTMENTS | 51,989 | 57,720 | - 9.9 | 6.8 |
| 80 INVESTMENTS IN GROUP COMPANIES | 586,522 | 561,085 | 4.5 | 0.0 |
| 90 INTANGIBLE FIXED ASSETS | 480,133 | 357,298 | 34.4 | ... |
| including: | | | | |
| - start-up costs | 1,047 | 3,131 | - 66.6 | - 31.2 |
| - goodwill | 450,799 | 330,912 | 36.2 | ... |
| 100 TANGIBLE FIXED ASSETS | 865,460 | 627,510 | 37.9 | 19.8 |
| including: | | | | |
| - leasing | 605,418 | 380,268 | 59.2 | 36.0 |
| 120 OWN SHARES | 11,619 | 21,838 | - 46.8 | 23.9 |
| <i>(nominal value: Euro 6,025)</i> | | | | |
| 130 OTHER ASSETS | 795,487 | 428,107 | 85.8 | 14.7 |
| 140 ACCRUED INCOME AND PREPAID EXPENSES: | 81,300 | 86,837 | - 6.4 | - 4.3 |
| (a) accrued income | 71,817 | 78,310 | - 8.3 | - 7.6 |
| (b) prepaid expenses | 9,483 | 8,527 | 11.2 | 42.4 |
| including: | | | | |
| - discount on bonds issued | 4,425 | 2,159 | ... | 74.4 |
| TOTAL ASSETS | 14,393,818 | 12,835,474 | 12.1 | 10.3 |

LIABILITIES AND STOCKHOLDERS' EQUITY

| (Thousands of Euros) | 31/12/02 | 31/12/01 | Change % | |
|---|-------------------|-------------------|----------|--------|
| | | | 02/01 | 01/00 |
| 10 - AMOUNTS OWED TO CREDIT INSTITUTIONS: | 1,797,348 | 1,651,997 | 8.8 | - 29.3 |
| (a) repayable on demand | 70,009 | 62,726 | 11.6 | - 54.2 |
| (b) with agreed maturity dates or periods of notice | 1,727,339 | 1,589,271 | 8.7 | - 27.7 |
| 20 AMOUNTS OWED TO CUSTOMERS: | 5,912,248 | 4,863,054 | 21.6 | 18.9 |
| (a) repayable on demand | 5,504,428 | 4,495,688 | 22.4 | 20.4 |
| (b) with agreed maturity dates or periods of notice | 407,820 | 367,366 | 11.0 | 3.6 |
| 30 DEBTS EVIDENCED BY CERTIFICATES: | 3,323,926 | 3,236,263 | 2.7 | 14.5 |
| (a) bonds | 2,853,874 | 2,691,729 | 6.0 | 18.8 |
| (b) certificates of deposits | 397,349 | 474,394 | - 16.2 | - 3.0 |
| (c) other | 72,703 | 70,140 | 3.7 | - 2.7 |
| 40 FUNDS MANAGED ON BEHALF OF THIRD PARTIES | 310 | 298 | 4.0 | 28.2 |
| 50 OTHER LIABILITIES | 813,614 | 615,210 | 32.2 | 68.9 |
| 60 ACCRUED EXPENSES AND DEFERRED INCOME: | 144,444 | 132,066 | 9.4 | - 10.4 |
| (a) accrued expenses | 80,733 | 91,045 | - 11.3 | - 19.1 |
| (b) deferred income | 63,711 | 41,021 | 55.3 | 18.0 |
| 70 RESERVE FOR TERMINATION INDEMNITIES | 84,941 | 71,068 | 19.5 | 14.9 |
| 80 RESERVES FOR RISKS AND CHARGES | 429,446 | 423,974 | 1.3 | 4.3 |
| (a) reserves for pensions and similar commitments | 287,888 | 297,736 | - 3.3 | 0.1 |
| (b) reserves for taxation | 109,434 | 98,069 | 11.6 | 13.8 |
| (c) other reserves | 32,124 | 28,169 | 14.0 | 23.2 |
| 90 RESERVES FOR LOAN LOSSES | 13,000 | 5,165 | ... | - |
| 100 RESERVES FOR GENERAL BANKING RISKS | 5,165 | 5,165 | - | - |
| 110 SUBORDINATED LOANS | 400,000 | 400,000 | - | - |
| 120 CAPITAL STOCK | 1,020,550 | 1,017,510 | 0.3 | - |
| 130 ADDITIONAL PAID-IN CAPITAL | 136,095 | 132,005 | 3.1 | 5.9 |
| 140 RESERVES | 199,957 | 170,198 | 17.5 | 16.8 |
| (a) legal reserve | 56,869 | 46,515 | 22.3 | 26.8 |
| (b) reserve for purchase of treasury stock | 11,619 | 21,838 | - 46.8 | 23.9 |
| (c) statutory reserves | - | - | - | - |
| (d) other reserves | 131,469 | 101,845 | 29.1 | 11.4 |
| 150 REVALUATION RESERVES | 7,956 | 7,956 | - | - |
| 170 NET INCOME | 104,818 | 103,545 | 1.2 | 5.4 |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY | 14,393,818 | 12,835,474 | 12.1 | 10.3 |

GUARANTEES AND COMMITMENTS

| | | | | |
|----------------------------|-----------|-----------|--------|--------|
| 10 GUARANTEES GIVEN | 1,321,238 | 1,219,483 | 8.3 | 9.7 |
| including: | | | | |
| - acceptances | 4,210 | 9,514 | - 55.7 | ... |
| - other guarantees | 1,317,028 | 1,209,969 | 8.8 | 9.3 |
| 20 COMMITMENTS | 770,378 | 628,686 | 22.5 | - 13.5 |
| including: | | | | |
| - repurchase agreements | - | - | - | - |

INCOME STATEMENT

| (thousands of Euros) | | 31/12/02 | 31/12/01 | Change % | |
|---|--|-----------|-----------|----------|--------|
| | | | | 02/01 | 01/00 |
| 10 - INTEREST INCOME AND SIMILAR REVENUES | | 567,000 | 608,987 | - 6.9 | 12.6 |
| including: | | | | | |
| - loans and advances to customers | | 431,518 | 452,528 | - 4.6 | 14.9 |
| - fixed-income securities | | 110,237 | 128,225 | - 14.0 | 7.0 |
| 20 - INTEREST EXPENSES AND SIMILAR CHARGES | | - 263,694 | - 300,164 | - 12.2 | 20.4 |
| including: | | | | | |
| - amounts owed to customers | | - 62,713 | - 64,994 | - 3.5 | 30.1 |
| - securities issued | | - 137,141 | - 135,796 | 1.0 | 23.5 |
| 30 - DIVIDENDS AND OTHER REVENUES: | | 87,245 | 39,029 | ... | 31.2 |
| (a) from shares, quotas and other equity securities | | 2,847 | 2,858 | - 0.4 | 41.7 |
| (b) from equity investments | | 40,413 | 16,232 | ... | 56.1 |
| (c) from equity investments in group companies | | 43,985 | 19,939 | ... | 15.0 |
| 40 - COMMISSION INCOME | | 160,710 | 144,204 | 11.4 | - |
| 50 - COMMISSION EXPENSES | | - 12,825 | - 12,019 | 6.7 | 8.2 |
| 60 - GAINS (LOSSES) FROM FINANCIAL TRANSACTIONS, NET | | - 5,989 | 3,245 | ... | - 75.1 |
| 70 - OTHER OPERATING INCOME | | 123,889 | 121,702 | 1.8 | 39.3 |
| 80 - ADMINISTRATIVE COSTS: | | - 321,821 | - 301,550 | 6.7 | 11.4 |
| (a) personnel | | - 199,388 | - 191,935 | 3.9 | 11.2 |
| including: | | | | | |
| - wages and salaries | | - 138,176 | - 117,002 | 18.1 | 9.2 |
| - social security costs | | - 38,267 | - 32,702 | 17.0 | 12.6 |
| - termination indemnities | | - 8,608 | - 9,008 | - 4.4 | 3.7 |
| - pensions and similar commitments | | - 5,247 | - 11,899 | - 55.9 | - 1.0 |
| (b) other administrative costs | | - 122,433 | - 109,615 | 11.7 | 11.8 |
| 90 - DEPRECIATION AND AMORTIZATION OF INTANGIBLE AND TANGIBLE FIXED ASSETS | | - 91,052 | - 80,087 | 13.7 | 27.6 |
| 100 - PROVISIONS FOR RISKS AND CHARGES | | - 3,176 | - 2,784 | 14.1 | 6.5 |
| 110 - OTHER OPERATING EXPENSES | | - 5,800 | - 4,227 | 37.2 | - 31.7 |
| 120 - PROVISIONS FOR LOAN LOSSES AND FOR GUARANTEES AND COMMITMENTS | | - 59,670 | - 48,154 | 23.9 | 1.8 |
| 130 - RECOVERIES OF LOANS AND REVERSALS OF PROVISIONS FOR GUARANTEES AND COMMITMENTS | | 9,863 | 5,609 | 75.8 | - 39.6 |
| 140 - ADDITIONAL PROVISIONS FOR LOAN LOSSES | | - 13,000 | - 2,433 | ... | - 52.9 |
| 150 - WRITE-DOWNS TO FINANCIAL FIXED ASSETS | | - 11 | - 27 | - 59.3 | - 97.0 |
| 160 - RECOVERIES OF FINANCIAL FIXED ASSETS | | 88 | 263 | - 66.5 | - |
| 170 - INCOME FROM ORDINARY ACTIVITIES | | 171,757 | 171,594 | 0.1 | 1.8 |
| 180 - EXTRAORDINARY INCOME | | 14,559 | 15,468 | - 5.9 | 20.5 |
| 190 - EXTRAORDINARY EXPENSES | | - 2,598 | - 2,588 | 0.4 | - 38.5 |
| 200 - EXTRAORDINARY INCOME, NET | | 11,961 | 12,880 | - 7.1 | 49.2 |
| 220 - INCOME TAXES | | - 78,900 | - 80,929 | - 2.5 | 2.6 |
| 230 - NET INCOME | | 104,818 | 103,545 | 1.2 | 5.4 |

**RECLASSIFIED
INCOME STATEMENT**

INCOME STATEMENT (thousands of Euros)

| | 31/12/02 | 30/9/02 | 31/12/01 | 31/12/00 | Change % | |
|--|-----------------|-----------------|-----------------|-----------------|--------------|-------------|
| | | | | | 02/01 | 01/00 |
| 10 Interest income and similar revenues | 567,000 | 416,152 | 608,987 | 540,700 | -6.9 | 12.6 |
| 20 Interest expenses and similar charges | - 263,694 | - 189,641 | - 300,164 | - 249,204 | -12.2 | 20.4 |
| NET INTEREST INCOME | 303,306 | 226,511 | 308,823 | 291,496 | - 1.8 | 5.9 |
| 40 Commission income | 160,710 | 120,100 | 144,204 | 144,250 | 11.4 | -0.0 |
| 50 Commission expenses | - 12,825 | - 9,232 | - 12,019 | - 11,106 | 6.7 | 8.2 |
| 60 Gains (losses) | | | | | | |
| from financial transactions | - 5,989 | - 13,226 | 3,244 | 13,030 | -284.6 | -75.1 |
| 30 Dividends and other revenues | 87,245 | 58,840 | 39,029 | 29,757 | 123.5 | 31.2 |
| 70 Other operating income | 123,889 | 92,890 | 121,702 | 87,381 | 1.8 | 39.3 |
| 110 Other operating expenses | - 5,800 | - 3,560 | - 4,227 | - 6,185 | 37.2 | -31.7 |
| NON INTEREST INCOME | 347,230 | 245,812 | 291,933 | 257,127 | 18.9 | 13.5 |
| GROSS OPERATING INCOME | 650,536 | 472,324 | 600,756 | 548,623 | 8.3 | 9.5 |
| 80 Administrative costs | - 321,821 | - 237,808 | - 301,550 | - 270,637 | 6.7 | 11.4 |
| - Personnel | - 199,388 | - 152,109 | - 191,935 | - 172,586 | 3.9 | 11.2 |
| - Other administrative costs | - 122,433 | - 85,699 | - 109,615 | - 98,051 | 11.7 | 11.8 |
| 90 Depreciation and amortization of intangible and tangible fixed assets | - 91,052 | - 74,750 | - 80,087 | - 62,769 | 13.7 | 27.6 |
| OPERATING COSTS | -412,873 | -312,558 | -381,637 | -333,406 | 8.2 | 14.5 |
| OPERATING INCOME | 237,663 | 159,766 | 219,119 | 215,217 | 8.5 | 1.8 |
| 100 Provisions for risks and charges | -3,176 | -2,863 | -2,784 | -2,614 | 14.1 | 6.5 |
| 120 Provisions for loan losses and for guarantees and commitments | -59,670 | -45,670 | -48,154 | -47,312 | 23.9 | 1.8 |
| 130 Recoveries of loans and reversals of provisions for guarantees and commitments | 9,863 | 8,778 | 5,609 | 9,283 | 75.8 | -39.6 |
| 140 Additional provisions for loan losses | -13,000 | - | -2,433 | -5,165 | 434.3 | -52.9 |
| 150 Write-downs to financial fixed assets | -11 | -11 | -26 | -882 | -57.7 | -97.1 |
| 160 Recoveries of financial fixed assets | 88 | 88 | 263 | - | -66.5 | ... |
| PROVISIONS AND WRITE-DOWNS | -65,906 | -39,678 | -47,525 | -46,690 | 38.7 | 1.8 |
| 170 INCOME FROM ORDINARY ACTIVITIES | 171,757 | 120,088 | 171,594 | 168,527 | 0.1 | 1.8 |
| 180 Extraordinary income | 14,559 | 5,030 | 15,468 | 12,842 | -5.9 | 20.4 |
| 190 Extraordinary expenses | - 2,598 | - 2,018 | - 2,588 | - 4,211 | 0.4 | -38.5 |
| 200 EXTRAORDINARY INCOME, NET | 11,961 | 3,012 | 12,880 | 8,631 | - 7.1 | 49.2 |
| INCOME BEFORE TAXATION | 183,718 | 123,100 | 184,474 | 177,158 | - 0.4 | 4.1 |
| 220 Income taxes | - 78,900 | - 53,200 | - 80,929 | - 78,915 | -2.5 | 2.6 |
| 230 NET INCOME | 104,818 | 69,900 | 103,545 | 98,243 | 1.2 | 5.4 |

CONSOLIDATED FINANCIAL HIGHLIGHTS

| | 31/12/02 | 30/9/02 | 31/12/01 | 31/12/00 | Change % 02/01 | Pro forma data (8) | | |
|--|----------|----------|----------|----------|-------------------|--------------------|-------------------|--------|
| | | | | | | 31/12/01 | Change % 02/01 | 01/00 |
| BALANCE SHEET (1) | | | | | | | | |
| Total assets | 15,388.9 | 14,121.7 | 13,961.8 | 12,801.5 | 10.2 | 14,596.4 | 4.5 | 2.9 |
| Funding | 12,424.9 | 11,282.3 | 11,216.7 | 10,344.8 | 10.8 | 11,699.7 | 4.3 | 0.7 |
| - Customer Deposits | 10,558.2 | 9,943.9 | 9,377.2 | 8,131.2 | 12.6 | 10,085.4 | 7.6 | 8.7 |
| - Amounts owed to customers | 6,900.8 | 6,167.7 | 5,838.1 | 5,010.8 | 18.2 | 6,446.6 | 10.4 | 7.1 |
| - Debts evidenced by certificates | 3,657.4 | 3,776.2 | 3,539.1 | 3,120.4 | 3.3 | 3,638.8 | 2.8 | 11.3 |
| - Deposits from Banks | 1,466.4 | 938.1 | 1,439.2 | 2,213.4 | 1.9 | 1,214.0 | - 15.6 | - 46.5 |
| - Funds managed on behalf of third parties | 0.3 | 0.3 | 0.3 | 0.2 | - | 0.3 | - | 50.0 |
| - Subordinated loans | 400.0 | 400.0 | 400.0 | - | - | 400.0 | - | ... |
| Other Financial Intermediation Activities (OFIA) | 14,176.0 | 13,291.5 | 12,884.8 | 12,297.8 | 10.0 | 13,199.5 | 2.4 | - 2.0 |
| - Assets Under Management | 7,034.0 | 6,344.5 | 6,421.6 | 6,091.7 | 9.5 | 6,498.4 | 1.2 | - 1.1 |
| - Assets in Custody | 7,142.0 | 6,947.0 | 6,463.2 | 6,206.1 | 10.5 | 6,701.1 | 3.7 | - 2.8 |
| Total Financial Intermediation Activities (TFIA) | 24,734.2 | 23,235.4 | 22,262.0 | 20,429.0 | 11.1 | 23,284.9 | 4.6 | 2.3 |
| Lending (2) (3) | 13,210.9 | 12,070.0 | 12,317.2 | 11,527.6 | 7.3 | 12,564.2 | 2.0 | 2.4 |
| - Loans to Customers (2) (3) | 9,495.1 | 8,505.3 | 8,341.4 | 7,539.0 | 13.8 | 8,984.3 | 7.7 | 3.8 |
| - Loans to Banks (2) | 1,328.1 | 873.2 | 1,175.1 | 998.4 | 13.0 | 1,192.2 | 1.5 | 17.7 |
| - Securities | 2,387.7 | 2,691.5 | 2,800.7 | 2,990.2 | - 14.7 | 2,387.7 | - 14.7 | - 6.3 |
| - Investment Securities | 242.0 | 391.8 | 460.1 | 405.6 | - 47.4 | 242.0 | - 47.4 | 13.4 |
| - Trading Securities | 2,145.7 | 2,299.7 | 2,340.6 | 2,584.6 | - 8.3 | 2,145.7 | - 8.3 | - 9.4 |
| Shareholders' Equity (4) | 1,305.8 | 1,304.2 | 1,275.5 | 1,260.0 | 2.4 | 1,305.8 | 2.4 | 1.2 |
| GROUP INSURANCE COMPANIES (1) | | | | | | | | |
| Total premiums | 676.2 | 459.6 | 668.4 | 778.7 | 1.2 | | | |
| Damages paid-out | 430.3 | 311.9 | 512.9 | 528.9 | - 16.1 | | | |
| INCOME STATEMENT (1) | | | | | | | | |
| Operating Income | 186.4 | 125.0 | 213.2 | 207.4 | - 12.6 | | | |
| Income from Ordinary Activities | 112.0 | 83.3 | 162.6 | 152.9 | - 31.1 | | | |
| Income before Taxation | 128.5 | 86.6 | 178.0 | 160.8 | - 27.8 | | | |
| Net Income | 66.2 | 43.0 | 96.1 | 80.3 | - 31.1 | | | |
| RESOURCES (5) | | | | | | | | |
| Number of branches | 452 | 409 | 403 | 342 | 12.2 | 410.0 | 1.7 | - |
| Number of employees | 4,111 | 4,107 | 4,104 | 3,701 | 0.2 | 4,111.0 | 0.2 | 2.2 |
| Insurance companies: | | | | | | | | |
| - number of branches | 443 | 448 | 482 | 558 | - 8.1 | | | |
| - number of employees | 402 | 406 | 408 | 405 | - 1.5 | | | |
| FINANCIAL RATIOS | | | | | | | | |
| Non interest income | | | | | | | | |
| / Gross operating income | 48.08% | 47.39% | 47.64% | 46.33% | | | | |
| Operating costs | | | | | | | | |
| / Gross operating income | 72.74% | 75.05% | 68.89% | 67.16% | | | | |
| Income before Taxation | | | | | | | | |
| / Shareholders' Equity (4) | 9.84% | 6.64% | 13.96% | 12.76% | | | | |
| ROE | 5.07% | 3.29% | 7.53% | 6.37% | | | | |
| ROAE (6) | 5.13% | 3.33% | 7.58% | 6.29% | | | | |
| SOLVENCY RATIOS (7) | | | | | | | | |
| Risk-Weighted Assets (RWA) (1) | 10,152.2 | 9,491.6 | 9,231.1 | 7,977.0 | 10.0 | | | |
| Tier 1% of RWA | 7.14% | 8.67% | 8.71% | 13.07% | | | | |
| Total Capital % of RWA | 9.02% | 12.60% | 12.56% | 12.39% | | | | |

(1) Millions of Euros.

(2) Gross of allowance for credit risks.

(3) Including leased fixed assets.

(4) Including reserves for general banking risks.

(5) Statistics at the end of period.

(6) Net income on average shareholders' equity (Return On Average Equity).

(7) Ratios communicated to the Bank of Italy. Excluding ratios at 31/3/2002.

(8) Pro forma data and changes of 2002 exclude ex-Castalia branches data; pro forma changes exclude ex-Intesa branches data.

| |
|---------------------------------------|
| CONSOLIDATED BALANCE SHEET |
|---------------------------------------|

| ASSETS (thousands of Euros) | 31/12/02 | 31/12/01 | Change % | |
|---|------------|------------|----------|--------|
| | | | 02/01 | 01/00 |
| 10 - CASH IN HAND, BALANCES WITH CENTRAL BANKS AND POST OFFICES | 197,247 | 186,280 | 5.9 | 43.4 |
| 20 - TREASURY CERTIFICATES AND OTHER BILLS ELIGIBLE FOR REFINANCING WITH CENTRAL BANKS | 427,642 | 576,767 | - 25.9 | - 10.6 |
| 30 - LOANS AND ADVANCES TO CREDIT INSTITUTIONS: | 1,320,229 | 1,167,647 | 13.1 | 17.7 |
| (a) repayable on demand | 547,759 | 309,564 | 76.9 | - 41.6 |
| (b) other loans and advances | 772,470 | 858,083 | - 10.0 | 85.8 |
| 40 - ACCRUED INCOME AND PREPAID EXPENSES: | 8,746,577 | 7,723,697 | 13.2 | 10.0 |
| including: | | | | |
| - loans using funds managed on behalf of third parties | 188 | 188 | - | 18.5 |
| 50 - BONDS AND OTHER FIXED-INCOME SECURITIES: | 1,759,587 | 2,125,965 | - 17.2 | - 3.3 |
| (a) issued by public bodies | 1,031,803 | 1,109,388 | - 7.0 | - 13.3 |
| (b) issued by banks | 429,387 | 642,805 | - 33.2 | 13.7 |
| including: | | | | |
| - own securities | 44,916 | 54,776 | - 18.0 | - 22.5 |
| (c) issued by financial institutions | 199,423 | 262,401 | - 24.0 | 2.9 |
| including: | | | | |
| - own securities | - | - | - | - |
| (d) issued by others | 98,974 | 111,371 | - 11.1 | 13.6 |
| 60 - SHARES, QUOTAS AND OTHER EQUITY SECURITIES | 200,478 | 97,938 | ... | - 33.5 |
| 70 - EQUITY INVESTMENTS | 103,800 | 97,356 | 6.6 | 5.4 |
| (a) carried at equity | 75,992 | 61,715 | 23.1 | 7.6 |
| (b) others | 27,808 | 35,641 | - 22.0 | 1.8 |
| 80 - INVESTMENTS IN GROUP COMPANIES | 152,385 | 129,400 | 17.8 | - 1.2 |
| (a) carried at equity | 152,385 | 129,400 | 17.8 | - 1.2 |
| (b) others | - | - | - | - |
| 90 - POSITIVE DIFFERENCE ARISING FROM CONSOLIDATION | 93,236 | 94,197 | - 1.0 | - 5.5 |
| 100 - POSITIVE DIFFERENCE ARISING FROM APPLICATION OF THE EQUITY METHOD | 14,859 | 15,359 | - 3.3 | - 8.6 |
| 110 - INTANGIBLE FIXED ASSETS | 480,672 | 358,201 | 34.2 | ... |
| including: | | | | |
| - start-up costs | 1,058 | 3,149 | - 66.4 | - 31.3 |
| - goodwill | 450,799 | 330,912 | 36.2 | ... |
| 120 - TANGIBLE FIXED ASSETS | 967,126 | 803,246 | 20.4 | 16.9 |
| 140 - OWN SHARES | 25,613 | 35,832 | - 28.5 | 13.3 |
| (nominal value: Lit. 34,650) | | | | |
| 150 - OTHER ASSETS | 809,174 | 450,477 | 79.6 | 8.7 |
| 160 - ACCRUED INCOME AND PREPAID EXPENSES: | 90,308 | 99,446 | - 9.2 | - 5.0 |
| (a) accrued income | 80,497 | 90,315 | - 10.9 | - 7.9 |
| (b) prepaid expenses | 9,811 | 9,131 | 7.4 | 39.1 |
| including: | | | | |
| - discount on bonds issued | 4,425 | 2,159 | ... | 74.3 |
| TOTAL ASSETS | 15,388,933 | 13,961,808 | 10.2 | 9.1 |

LIABILITIES AND STOCKHOLDERS' EQUITY

| (thousands Euro) | 31/12/02 | 31/12/01 | Change % | |
|--|-------------------|-------------------|-------------|------------|
| | | | 02/01 | 01/00 |
| 10 - AMOUNTS OWED TO CREDIT INSTITUTIONS: | 1,466,421 | 1,439,221 | 1.9 | - 35.0 |
| (a) repayable on demand | 44,216 | 86,041 | - 48.6 | - 44.9 |
| (b) with agreed maturity dates or periods of notice | 1,422,205 | 1,353,180 | 5.1 | - 34.2 |
| 20 - AMOUNTS OWED TO CUSTOMERS: | 6,900,768 | 5,838,151 | 18.2 | 16.5 |
| (a) repayable on demand | 6,239,389 | 5,208,676 | 19.8 | 18.0 |
| (b) with agreed maturity dates or periods of notice | 661,379 | 629,475 | 5.1 | 5.3 |
| 30 - DEBTS EVIDENCED BY CERTIFICATES: | 3,657,445 | 3,539,076 | 3.3 | 13.4 |
| (a) bonds | 3,146,656 | 2,943,444 | 6.9 | 17.8 |
| (b) certificates of deposits | 429,497 | 515,059 | - 16.6 | - 4.8 |
| (c) other | 81,292 | 80,573 | 0.9 | - 1.0 |
| 40 - FUNDS MANAGED ON BEHALF OF THIRD PARTIES | 310 | 298 | 4.0 | 28.2 |
| 50 - OTHER LIABILITIES | 851,226 | 684,111 | 24.4 | 60.0 |
| 60 - ACCRUED EXPENSES AND DEFERRED INCOME: | 149,127 | 139,398 | 7.0 | - 10.5 |
| (a) accrued expenses | 83,940 | 95,191 | - 11.8 | - 19.2 |
| (b) deferred income | 65,187 | 44,207 | 47.5 | 16.1 |
| 70 - RESERVE FOR TERMINATION INDEMNITIES | 103,515 | 89,611 | 15.5 | 8.4 |
| 80 - RESERVES FOR RISKS AND CHARGES | 420,792 | 433,199 | - 2.9 | 4.3 |
| (a) reserves for pensions and similar commitments | 294,061 | 304,260 | - 3.4 | 0.1 |
| (b) reserves for taxation | 88,574 | 94,234 | - 6.0 | 5.1 |
| (c) other reserves | 38,157 | 34,705 | 9.9 | 17.6 |
| 90 - RESERVES FOR LOAN LOSSES | 14,644 | 6,708 | ... | 63.6 |
| 100 - RESERVES FOR GENERAL BANKING RISKS | 5,165 | 5,165 | - | - |
| 110 - SUBORDINATED LOANS | 400,000 | 400,000 | - | ... |
| 130 - NEGATIVE DIFFERENCE ARISING FROM APPLICATION OF THE EQUITY METHOD | 35,134 | 1,995 | ... | 0.8 |
| 140 - MINORITY INTERESTS | 17,539 | 18,507 | - 5.2 | 0.6 |
| 150 - CAPITAL STOCK | 1,020,550 | 1,017,510 | 0.3 | - |
| 160 - ADDITIONAL PAID-IN CAPITAL | 136,095 | 132,005 | 3.1 | 5.9 |
| 170 - RESERVES | 135,981 | 112,742 | 20.6 | 7.8 |
| (a) legal reserve | 56,869 | 46,515 | 22.3 | 26.1 |
| (b) reserve for purchase of treasury stock | 25,613 | 35,832 | - 28.5 | 13.3 |
| (c) statutory reserves | - | - | - | - |
| (d) other reserves | 53,499 | 30,395 | 76.0 | - 15.7 |
| 180 - REVALUATION RESERVES | 8,050 | 8,050 | - | - |
| 200 - NET INCOME | 66,171 | 96,061 | - 31.1 | 19.7 |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY | 15,388,933 | 13,961,808 | 10.2 | 9.1 |

GUARANTEES AND COMMITMENTS

| | | | | |
|------------------------------|-----------|-----------|--------|--------|
| 10 - GUARANTEES GIVEN | 1,391,727 | 1,292,422 | 7.7 | 9.6 |
| including: | | | | |
| - acceptances | 4,249 | 9,514 | - 55.3 | ... |
| - other guarantees | 1,387,478 | 1,282,908 | 8.2 | 9.2 |
| 20 - COMMITMENTS | 820,908 | 658,555 | 24.7 | - 20.8 |
| including: | | | | |
| - repurchase agreements | - | - | - | - |

**CONSOLIDATED
INCOME STATEMENT**

| (thousands of Euros) | 31/12/02 | 31/12/01 | Change % | |
|---|-----------|-----------|----------|--------|
| | | | 02/01 | 01/00 |
| 10 - INTEREST INCOME AND SIMILAR REVENUES | 635,012 | 682,992 | - 7.0 | 11.2 |
| including: | | | | |
| - loans and advances to customers | 486,147 | 506,940 | - 4.1 | 13.9 |
| - fixed-income securities | 123,716 | 147,251 | - 16.0 | 5.2 |
| 20 - INTEREST EXPENSE AND SIMILAR CHARGES | - 280,157 | - 324,108 | - 13.6 | 17.7 |
| including: | | | | |
| - amounts owed to customers | - 78,704 | - 86,084 | - 8.6 | 20.7 |
| - securities issued | - 147,531 | - 147,215 | 0.2 | 21.8 |
| 30 - DIVIDENDS AND OTHER REVENUES: | 8,754 | 9,348 | - 6.4 | 35.8 |
| (a) from shares, quotas and other equity securities | 2,878 | 2,923 | - 1.5 | 41.5 |
| (b) from equity investments | 5,876 | 6,425 | - 8.5 | 33.3 |
| (c) from equity investments in group companies | - | - | ... | ... |
| 40 - COMMISSION INCOME | 184,235 | 166,254 | 10.8 | - 2.3 |
| 50 - COMMISSION EXPENSES | - 13,705 | - 12,711 | 7.8 | 11.3 |
| 60 - GAINS (LOSSES) FROM FINANCIAL TRANSACTIONS, NET | - 5,844 | 4,427 | ... | - 61.4 |
| 70 - OTHER OPERATING INCOME | 157,806 | 161,308 | - 2.2 | 27.4 |
| 80 - ADMINISTRATIVE COSTS: | - 374,031 | - 357,217 | 4.7 | 9.4 |
| (a) personnel | - 232,748 | - 225,839 | 3.1 | 9.8 |
| including: | | | | |
| - wages and salaries | - 159,519 | - 139,232 | 14.6 | 7.5 |
| - social security costs | - 44,633 | - 39,131 | 14.1 | 11.8 |
| - termination indemnities | - 21,920 | - 11,068 | 98.0 | 0.6 |
| - pensions and similar commitments | - 5,906 | - 13,147 | - 55.1 | 8.7 |
| (b) other administrative costs | - 141,283 | - 131,378 | 7.5 | 8.8 |
| 90 - DEPRECIATION AND AMORTIZATION OF INTANGIBLE AND TANGIBLE FIXED ASSETS | - 123,129 | - 114,903 | 7.2 | 17.6 |
| 100 - PROVISIONS FOR RISKS AND CHARGES | - 3,273 | - 2,908 | 12.6 | - 7.5 |
| 110 - OTHER OPERATING EXPENSES | - 11,101 | - 9,720 | 14.2 | - 8.0 |
| 120 - PROVISIONS FOR LOAN LOSSES AND FOR GUARANTEES AND COMMITMENTS | - 67,090 | - 50,370 | 33.2 | - 10.6 |
| 130 - RECOVERIES OF LOANS AND REVERSALS OF PROVISIONS FOR GUARANTEES AND COMMITMENTS | 13,264 | 9,709 | 36.6 | - 14.9 |
| 140 - ADDITIONAL PROVISIONS FOR LOAN LOSSES | - 17,334 | - 7,296 | ... | 33.1 |
| 150 - WRITE-DOWNS TO FINANCIAL FIXED ASSETS | - 33 | - 57 | - 42.1 | - 93.7 |
| 160 - RECOVERIES OF FINANCIAL FIXED ASSETS | 99 | 270 | - 63.3 | ... |
| 170 - PROFIT (LOSSES) ON INVESTMENTS CARRIED AT EQUITY | 8,512 | 7,575 | 12.4 | ... |
| 180 - INCOME FROM ORDINARY ACTIVITIES | 111,985 | 162,593 | - 31.1 | 11.4 |
| 190 - EXTRAORDINARY INCOME | 23,339 | 18,997 | 22.9 | 52.8 |
| 200 - EXTRAORDINARY EXPENSES | - 6,868 | - 3,585 | 91.6 | - 21.5 |
| 210 - EXTRAORDINARY INCOME, NET | 16,471 | 15,412 | 6.9 | 95.8 |
| 240 - INCOME TAXES | - 60,914 | - 80,977 | - 24.8 | 1.5 |
| 250 - MINORITY INTERESTS | - 1,371 | - 967 | 41.8 | 31.9 |
| 260 - NET INCOME | 66,171 | 96,061 | - 31.1 | 19.7 |

**RECLASSIFIED
INCOME STATEMENT**

INCOME STATEMENT (thousands of Euros)

| | 31/12/02 | 30/09/02 | 31/12/01 | 31/12/00 | Change % | |
|---|-----------------|-----------------|-----------------|-----------------|--------------|-------------|
| | | | | | 02/01 | 01/00 |
| 10 Interest income and similar revenues | 635,012 | 465,536 | 682,992 | 614,192 | -7.0 | 11.2 |
| 20 Interest expense and similar charges | -280,157 | -202,016 | -324,108 | -275,256 | -13.6 | 17.7 |
| NET INTEREST INCOME | 354,855 | 263,520 | 358,884 | 338,936 | -1.1 | 5.9 |
| 40 Commission income | 184,235 | 137,607 | 166,254 | 170,157 | 10.8 | -2.3 |
| 50 Commission expenses | -13,705 | -9,807 | -12,711 | -11,419 | 7.8 | 11.3 |
| 60 Gains (losses) | | | | | | |
| from financial transactions | -5,844 | -13,609 | 4,427 | 11,482 | -232.0 | -61.4 |
| 30 Dividends and other revenues | 8,754 | 8,504 | 9,348 | 6,885 | -6.4 | 35.8 |
| 170 Profit (losses) on investments carried at equity | 8,512 | 2,988 | 7,575 | -642 | 12.4 | ... |
| 70 Other operating income | 157,806 | 118,196 | 161,308 | 126,660 | -2.2 | 27.4 |
| 110 Other operating expenses | -11,101 | -6,477 | -9,720 | -10,563 | 14.2 | -8.0 |
| NON INTEREST INCOME | 328,657 | 237,402 | 326,481 | 292,560 | 0.7 | 11.6 |
| GROSS OPERATING INCOME | 683,512 | 500,922 | 685,365 | 631,496 | -0.3 | 8.5 |
| 80 Administrative costs | -374,031 | -276,534 | -357,217 | -326,418 | 4.7 | 9.4 |
| - Personnel | -232,748 | -176,697 | -225,839 | -205,624 | 3.1 | 9.8 |
| - Other administrative costs | -141,283 | -99,837 | -131,378 | -120,794 | 7.5 | 8.8 |
| 90 Depreciation and amortization of intangible and tangible fixed assets | -123,129 | -99,394 | -114,903 | -97,718 | 7.2 | 17.6 |
| OPERATING COSTS | -497,160 | -375,928 | -472,120 | -424,136 | 5.3 | 11.3 |
| OPERATING INCOME | 186,352 | 124,994 | 213,245 | 207,360 | -12.6 | 2.8 |
| 100 Provisions for risks and charges | -3,273 | -2,894 | -2,908 | -3,143 | 12.6 | -7.5 |
| 120 Provisions for loan losses and for guarantees and commitments | -67,090 | -48,961 | -50,370 | -56,367 | 33.2 | -10.6 |
| 130 Recoveries of loans and reversals of provisions for guarantees and commitments | 13,264 | 10,481 | 9,709 | 11,404 | 36.6 | -14.9 |
| 140 Additional provisions for loan losses | -17,334 | -425 | -7,296 | -5,481 | 137.6 | 33.1 |
| 150 Write-downs to financial fixed assets | -33 | -25 | -57 | -907 | -42.1 | -93.7 |
| 160 Recoveries of financial fixed assets | 99 | 88 | 270 | 28 | -63.3 | 868.1 |
| PROVISIONS AND WRITE-DOWNS | -74,367 | -41,736 | -50,652 | -54,467 | 46.8 | -7.0 |
| 180 INCOME FROM ORDINARY ACTIVITIES | 111,985 | 83,258 | 162,593 | 152,893 | -31.1 | 6.3 |
| 190 Extraordinary income | 23,339 | 7,422 | 18,997 | 12,434 | 22.9 | 52.8 |
| 200 Extraordinary expenses | -6,868 | -4,090 | -3,585 | -4,564 | 91.6 | -21.5 |
| 210 EXTRAORDINARY INCOME, NET | 16,471 | 3,332 | 15,412 | 7,870 | 6.9 | 95.8 |
| INCOME BEFORE TAXATION | 128,456 | 86,590 | 178,005 | 160,763 | -27.8 | 10.7 |
| 240 Income taxes | -60,914 | -42,790 | -80,977 | -79,770 | -24.8 | 1.5 |
| 250 Minority interests | -1,371 | -829 | -967 | -733 | 41.8 | 32.0 |
| 260 NET INCOME | 66,171 | 42,971 | 96,061 | 80,260 | -31.1 | 19.7 |