

Mission

Banca UBAE acts as a trusted consultant and privileged partner for Companies and Financial Institutions wishing to establish or develop commercial, industrial, financial and economic relations between European and North African & Middle Eastern countries.

History

Banca UBAE was established as “Unione delle Banche Arabe ed Europee” in Rome in 1972, by top banking groups from North Africa and some of Italy’s leading banks and industrial groups. At the time of its incorporation the Bank’s partners were: Union de Banques Arabes et Françaises, Istituto di Credito per le Imprese di Pubblica Utilità, Banco di Roma, BNL, SOFID (ENI Group) and certain IRI Group companies (STET, Istituto Ligure Interessenze Industriali e Commerciali, Condotte d’Acqua).

From the outset, the Bank’s aim has been to support Italian and European enterprise by providing a crucial link to markets around the Mediterranean and the Middle East thanks to unrivalled local knowledge and a solid introduction in the region.

Values

Culture. Banca UBAE stands out for its profound acquaintance with the traditions and institutions of the countries in which it operates. This wealth of knowledge is essential to the Bank’s pivotal role as a business broker between Europe, North Africa and the Middle East.

Human capital. Competence, professionalism and a strong team spirit are distinctive features of the Bank’s approach to business. At Banca UBAE, human resources are kept constantly involved and informed about the development and implementation of corporate strategy.

Integrity. Over more than 30 years in the business, Banca UBAE has maintained a reputation for transparency as well as meticulous adherence to the principles and rules of banking ethics. Delivery of financial services is geared to ensure that satisfaction for all parties is achieved in utter conformity with the legislation in force at both international and individual country level.

Customer focus. Banca UBAE strives to build long-lasting relationships based on mutual trust. All customers are treated with courtesy and attention and can look forward to accurate, speedy and personalised service.

The company

Our shareholders include major lending institutions - Libyan Foreign Bank, National Société Générale Bank, Bank Al-Maghrib, Banque Marocaine du Commerce Extérieur, Capitalia, Monte dei Paschi di Siena (by way of Sansedoni), Intesa Sanpaolo - and top Italian corporate groups: ENI (by way of SOFID) and Telecom Italia.

OWNERSHIP PROFILE

Libyan Foreign Bank - Tripoli	49,93%
National Société Générale Bank - Cairo	17,62%
Capitalia	10,79%
ENI Group (SOFID)	5,39%
Bank Al-Maghrib - Rabat	4,66%
Banque Marocaine du Commerce Extérieur - Casablanca	4,34%
Monte dei Paschi di Siena (Sansedoni)	3,67%
Telecom Italia	1,80%
Intesa Sanpaolo	1,80%

Products and services

Banca UBAE offers a broad range of services and is uniquely qualified to assist clients operating on Arab markets with export finance, letters of credit, stand-by L/Cs, risk sharing arrangements, finance, trade and financial syndications. The Bank’s main areas of business are:

TRADE FINANCE

- Confirmation of export L/Cs and opening of import L/Cs (payable at sight or on term).
- Issuance of irrevocable payment orders against confirmed letters of credit.
- Credit transfers against transferable letters of credit.
- Back-to-back letters of credit.
- Issuance of contractual/financial guarantees and stand-by L/Cs.
- Post-financing facilities.
- Pre-export financing on export L/Cs bearing the Bank’s confirmation.
- Forfeiting.

FOR INFORMATION:

BANKS: direzione.financialinstitutions@ubae.it

COMPANIES: direzione.corporate@ubae.it

SYNDICATIONS & ENERGY

- Facilities assisting trade in oil, gas and petroleum products (including syndicated facilities):

- Opening of import and stand-by L/Cs.
- Management of oil payment flows.
- Post-financing facilities.
- Pre-import financing.

- Credit facilities for exporters of goods and services and for companies performing contracts in the energy and non-energy sectors; syndications arranged for:

- Issuance of contractual guarantees.
- Issuance of guarantees covering local-currency funding requirements.
- Export credits.
- Opening/confirmation of L/Cs.
- Silent confirmation (Star del Credere).

- International euro market financial syndications: arrangement/participation.

- Forfeiting.

FOR INFORMATION:

direzionesyndications.energy@ubae.it

FINANCE

- Treasury.

- Forex:

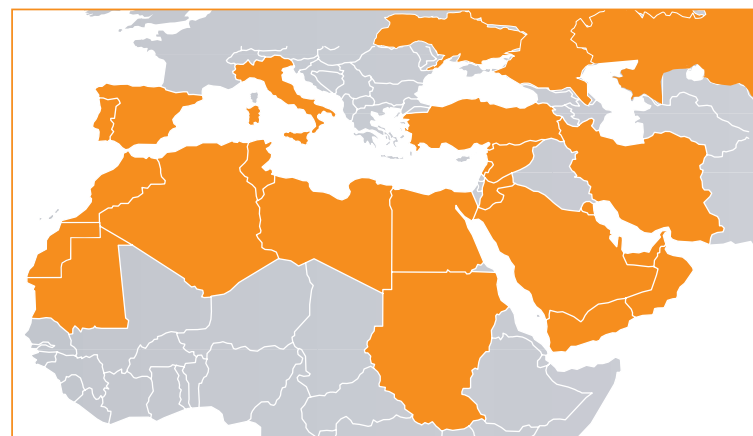
- All major currencies against euros and US dollars, spot and forward.
- Exotic currencies (North Africa & Middle East) against euros and US dollars.
- Main cross-exchange rates.

FOR INFORMATION:

direzione.finance@ubae.it

Why UBAE?

Banca UBAE operates in more than 20 countries across North Africa and the Middle East, where it has achieved a privileged position as a manager of the financial flows generated by trade with Italy and Europe. Today the Bank is also developing its business on prominent emerging markets in Eastern Europe.



WE ARE TRADE FINANCE SPECIALISTS

Drawing on consolidated experience in this field and in the provision of banking services to assist trade in oil and energy products in particular.

WE OFFER UNIQUE TERRITORIAL FOCUS

We have an in-depth understanding of the culture, markets and business/monetary regulations of all the countries in which we operate.

WE GUARANTEE PROFESSIONAL ON-SITE ASSISTANCE

With support from our consultants in key locations in North Africa and the Middle East.

HEAD OFFICE

Via Quintino Sella, 2 00187 Rome
P.O. Box: 290
Tel. +39 06 423771
Fax +39 06 4204641
Cable: UBAE ROMA
Swift: UBAI IT RR
Treasury & Foreign Exchange: +39 06 42046301 - 4

MILAN BRANCH

Piazza Armando Diaz, 7 20123 Milan
Tel. +39 02 7252191
Fax +39 06 42046415
Cable: UBAE MILANO
Swift: UBAI IT RR MIL

TRIPOLI REPRESENTATIVE OFFICE

Omar Mukhtar Street
O. Mukhtar Investment Complex
Tripoli, G.S.P.L.A.J.
Tel. +21821 4446598/4447639
Fax +21821 3340352

ADVISORS

Algeria
Gulf and Yemen
Iran
Lebanon, Syria, Jordan
Tunisia



YOUR PARTNER IN TRADE FINANCE

