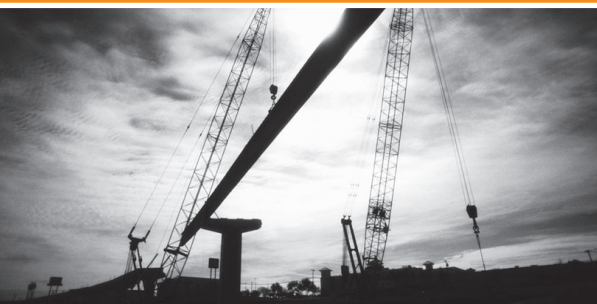


SYNDICATIONS & ENERGY

Managing trade in the energy and infrastructure sectors



Banca UBAE has more than 30 years' experience assisting commerce between Italy and countries in North Africa and the Middle East, with a focus on:

- facilitating trade in oil, natural gas and petroleum products;
- providing credit for exporters of goods and services and for companies working on major infrastructure, plant or civil-works projects.

Trade in oil, gas and petroleum products

Banca UBAE counts large corporate customers who are variously involved in the extraction, refining and sale of hydrocarbons. It manages significant money flows generated by their activities and is ideally placed to help both domestic and foreign clients buy or sell crude and refined products to/from the Middle East, North Africa and the Gulf region. In this context, Banca UBAE **opens letters of credit and stand-by L/Cs** and provides finance (post-financing facilities), often for very substantial amounts. In some cases, it will arrange bank syndicates to share the risks involved.

Non-oil Exports, Tenders

Exporters who secure large supply contracts or orders for infrastructure, industrial plant or civil works can rely on Banca UBAE to arrange **comprehensive financial packages** and to provide **assistance with all their credit requirements**. In particular, syndicated facilities organised by Banca UBAE include:

- **Issuance of contractual guarantees** (performance, advance payment, customs, retention money and other bonds).
- **Issuance of guarantees** on financial requirements denominated in local currencies (e.g., the currency of the country in which a contract will be fulfilled).



- **Export credit**, with or without SACE coverage.
- **Opening of letters of credit** in favour of sub-suppliers.
- **Confirmation of L/Cs** opened by a foreign buyer to pay for supplies or contract works.
- **Silent confirmation (Star del Credere)** to cover political risk.

Alternatively, Banca UBAE may join syndicates arranged by other banking institutions offering either the same facilities or similar solutions based on the principles of **Islamic finance**.

Financial Syndications

Acting in an arranger or non-arranger capacity, Banca UBAE is routinely involved in **international syndications** on the **euro market**, typically in favour of top-tier international banks looking to support their customers' export operations.

Forfaiting

Non-recourse discounting of credit instruments payable at term (generally to an exporter).

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