



SACE AND BANCA UBAE: AGREEMENT FOR CORPORATE INTERNATIONALIZATION

Objective of the agreement: support the growth projects of Italian companies in those high-potential markets where the synergies between SACE and Banca UBAE can offer the best opportunities, such as Africa, the Middle East, emerging Europe and the Far East

Rome, 29 October 2014 – SACE and Banca UBAE have announced the signing of a collaboration agreement to support the growth of Italian companies in the emerging markets with highest potential through insurance-financial solutions to sustain exports and investments.

The agreement combines SACE's expertise in assuming risks and its access to Italian exporters through a network of offices in Italy and abroad with the solid experience of Banca UBAE in the most promising emerging markets, primarily Africa, the Middle East, the Far East and Eastern Europe. More specifically, companies will have access to financing earmarked for internationalization projects, bonds for international tenders and contracts, and letters of credit offered by Banca UBAE and guaranteed by SACE.

"Internationalization processes require adequate resources and investments, as well as an informed approach to understanding the target market – declared Alessandra Ricci, Manager of SACE's Business Area – . Agreements like this, which can maximize the synergies between the insurance and banking spheres, are tangible responses to the needs of all those companies looking afar for growth. In this initiative the expertise and network of Banca UBAE will certainly bring significant value added."

"Our longstanding bilateral collaboration with SACE has been renewed and bolstered by the signing of a cooperation agreement that will support internationally-oriented companies in a more effective, synergistic and systematic manner , – stated Mario Sabato, General Manager of Banca UBAE –. Our bank, with HQ in Rome, branch in Milan and representation office in Tripoli (Libya), is a privileged intermediary with a strong international calling, ready to contribute actively to the creation of value for its customers, primarily in the prime markets for Italian exports."



SACE offers export credit, credit assurance, foreign investment protection services, financial guarantees, sureties and factoring. With operations worth €70 billion assured in 189 countries, the SACE Group supports the competitiveness of Italian and foreign businesses, guaranteeing more stable cash flows and transforming enterprise insolvency risks into development opportunities.

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Banca UBAE was established in 1972 as the "Unione delle Banche Arabe ed Europee". Its current objective is to develop commercial, industrial and economic relations between Europe and countries in North and Sub-Saharan Africa, the Middle East, the Indian Subcontinent and Eastern Europe. Banca UBAE's main shareholders are: Libyan Foreign Bank, Unicredit, Banque Centrale Populaire, Banque Marocaine du Commerce Extérieur, Sansedoni Siena (Fondazione Monte dei Paschi di Siena), Intesa Sanpaolo, ENI Adfin (Gruppo ENI) and Telecom Italia. Today it operates mainly in 50 countries with the support of 500 correspondent banks. The main services offered to customers who are active overseas are: export financing, letters of credit, standby letters of credit, risk sharing, guarantees, finance, trade and financial syndications and tailor-made assistance in the countries covered by a network of local consultants.

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