



ASSAFRICA & MEDITERRANEO  
ASSOCIAZIONE PER LO SVILUPPO DELLE IMPRESE ITALIANE  
IN AFRICA, MEDITERRANEO E MEDIO ORIENTE

## PRESS RELEASE

### International Business Opportunities with Libya and other markets through Banca UBAE

Banca UBAE's Foreign Network advisors met with internationally oriented Italian companies to present opportunities in Africa, the Middle East, Indian Subcontinent and Eastern Europe

Rome, 23 October - *"At a time when the domestic economy is in an extended stall, we would like to encourage Italian companies to assess the possibility of internationalizing their business. We still have daily relations with Libya, where our Representative Office in Tripoli is operational. The Bank has never ceased to assume the Country risk,"* stated Mario Sabato, Banca UBAE's General Manager in his speech this morning during the meeting organized by Confindustria Assafrica & Mediterraneo and Banca UBAE, one of its members, at the Palazzo Confindustria. *"Even in Algeria, one of the "historical" business markets for UBAE, we are continuing to assist companies, backing them through the issue of guarantees for participation in international tenders,"* added Mr. Sabato.

*"The historical growth cycle of the industrialized countries is nearing its end: it is time to look towards the emerging areas. Africa, the Mediterranean and Middle East are complex and diversified markets that require knowledge, support networks and tools,"* noted Pier Luigi d'Agata, General Manager of Confindustria Assafrica & Mediterraneo.

The proposal from the meeting was an exit strategy from deflation and the crisis based on the opportunity provided by 30 countries in Africa, the Middle East, the Indian Subcontinent and Eastern Europe. The meeting was a unique opportunity for hearing from advisors coming from the corporate and banking world of the following countries: Libya, Lebanon, Jordan, Algeria, Saudi Arabia, Gulf Countries, Indian Subcontinent, Iran, Iraq, Egypt, Yemen, Turkey, South Korea, Indonesia, Malaysia, Philippines, Singapore, Thailand, Vietnam, Bosnia & Herzegovina, Croatia, Croatia, Kosovo, Montenegro, Serbia and Slovenia.

Also participating in the meeting, as part of the institutional roundtable that opened the work, were Nicola Lener, Country Promotion – Ministry of Foreign Affairs, Pier Francesco Gaggi, ABI Head of International Relations, Massimo D'Aiuto, SIMEST CEO and General Manager and Alessandra Ricci, SACE Business Area director.

In the afternoon, BtoB meetings were held between UBAE's Foreign Network advisors and companies interested in further examining development opportunities and expansion projects in the markets.

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**Banca UBAE** was established in 1972 as the "Unione delle Banche Arabe ed Europee/Union of Arab and European Banks." Its current objective is to develop trade, 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 the following: 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 clientele that operate at an international level are the following: export financing, letters of credit, standby letters of credit, risk sharing, guarantees, finance, trade and financial syndications and professional assistance in foreign countries covered by a network of local consultants.

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**Confindustria Assafrica & Mediterraneo** is the business association of the Confindustria System that supports and represents Italian companies that operate or want to operate in 70 countries in the Mediterranean, Africa and Middle East.

**Confindustria Assafrica & Mediterraneo** is intersectoral and brings together large industrial groups, banks, small and medium businesses, associations of the confederal system and is the only international representative of the Confindustria System with headquarters in Italy. Press office: tel. +39 06 5903670 - news@assafrica.it