



DEVOTED TO
INTERNATIONAL BUSINESS

ABOUT US



UP TO SEPTEMBER 2016

It is not the strongest species that survive, nor the most intelligent, but the ones most responsive to change...

C. Darwin

...so and just in case, start using Banca UBAE for your international business.

- ◆ *مصرفكم للعمليات الدولية* ◆
- ◆ *Your Bank for International Operations* ◆

DISCLAIMER STATEMENT

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A BRIEF HISTORY OF BANCA UBAE

Banca UBAE established in Rome in 1972 is a trusted advisor and a privileged partner for companies and financial institutions looking to establish or expand business ties between Italy and North and Sub-Saharan Africa, the Middle East, the Indian subcontinent and South Eastern European Countries, namely a “niche” bank offering customized solutions with high quality service.

Current Shareholding:

BANKS		
Libyan Foreign Bank, Tripoli*	67.55%	
Unicredit SpA, Rome	10.79%	
Banque Centrale Populaire, Casablanca	4.66%	
Banque Marocaine Dce, Casablanca	4.34%	
Intesa Sanpaolo SpA, Turin	1.80%	
ITALIAN CORPORATE COMPANIES		
Eni Adfin SpA (Eni Group), Rome	5.39%	
Sansedoni Siena (Fondazione Monte Paschi di Siena), Siena	3.67%	
Telecom Italia SpA, Milan	1.80%	

*Libyan Foreign Bank is the largest bank in Libya

INT'L BANKING NETWORK OF OUR MAIN SHAREHOLDER: LIBYAN FOREIGN BANK – TRIPOLI



UK

British Arab Commercial Bank



LEBANON

North Africa Commercial Bank



MALI

Banque Commerciale du Sahel



ALGERIA

Banque du Maghreb Arabe pour l'Investissement et le Commerce (BAMIC)



BAHRAIN

Alubaf Arab International Bank



TOGO

Société InterAfricaine de Banque (SIAB)



ITALIA

Banca UBAE



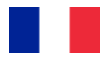
JORDAN

- The Housing Bank for Trade & Finance
- Arab Jordan Investment Bank



ZIMBABWE

CBZ Bank



FRANCE

- UBAF Paris
- Banque BIA



TUNISIA

- Alubaf International Bank
- North Africa International Bank
- Banque Tuniso-Libyenne



UGANDA

Tropical Bank



SPAIN

Aresbank SA



EGYPT

- Arab International Bank
- Suez Canal Bank



MAURITANIA

Chinguitty Bank



TURKEY

Arab Turkish Bank (A & T Bank)



HONGKONG

UBAF Hong Kong



NIGER

Banque Commerciale du Niger



UAE

Arab Bank for Investment and Foreign Trade



BURKINA FASO

Banque Commerciale du Burkina



CHAD

Banque Commerciale du Chari

OUR MISSION AND BUSINESS

*To become the preferred advisor and partner for Companies and Financial Institutions wishing to create or enhance commercial, financial, industrial and economic relations between Europe and some countries in **North** and **Sub-Saharan Africa**, the **Middle East**, the **Indian subcontinent**.*

- Active staffed dealing room for MM/FX activities
- Experienced and committed multilingual staff in a single location
- We intend to fully express our function of trusted intermediaries, thus contributing to the acceleration of the virtuous circle for sustainable growth of our clients

ITALY OVERVIEW



2016 National Bank Holidays

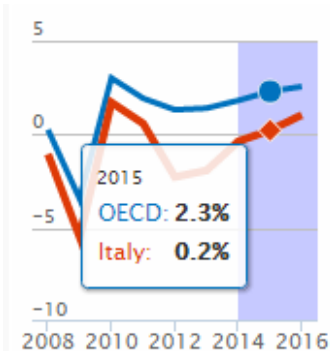
January 1, 6	August 14 (afternoon only), 15
March 27, 28	November 1
April 25	
May 1	December 7 (Milan only), 8, 24 (afternoon only), 25, 26, 31(afternoon only)
June 2, 29 (Rome only)	Week-end closing: Saturdays and Sundays

*Kindly note that any payments received with the above-mentioned value dates shall be carried out on the following working day.

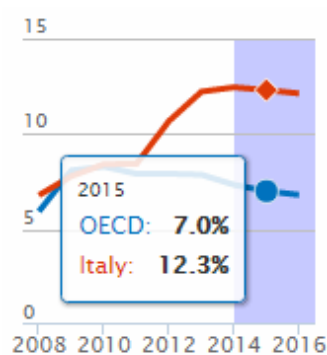
GDP growth is expected to rise to 1.4% in 2016 and 2017. The labour market is improving, helping to drive private consumption higher. However, bank credit remains constrained due to the large and still rising amount of non-performing loans, hampering investment growth. Sluggish export market growth is hindering exports. Large, although declining, economic slack will contain consumer price and wage inflation.

The government budget deficit will continue to decline gradually, as the economic recovery raises tax revenue and interest payment on the public debt decline. Extending the cuts in social security contributions is a priority to consolidate the recovery of the labour market. Further measures to address banks' holdings of non-performing loans would strengthen the recovery. Permanently shifting the tax burden from labour to consumption and real estate, and raising environmental taxes would strengthen the foundations of stronger, greener and more inclusive growth.

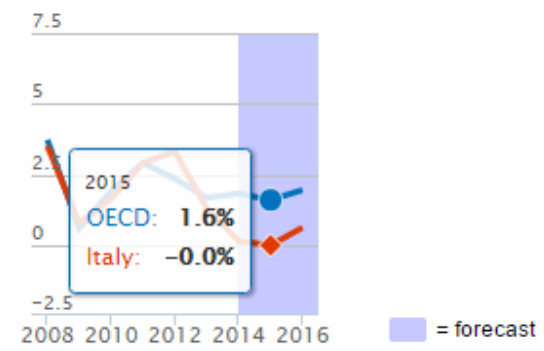
GDP growth



Unemployment rate



Headline inflation



■ = forecast

Source: OECD

FACT SHEET (Eur)

BALANCE SHEET	31 Dec 2013 (audited)	31 Dec 2014 (audited)	31 Dec 2015 (audited)
total assets	1,741,190,063	3,392,055,257	2,786,816,993
earning assets	1,690,814,557	3,169,974,323	2,723,338,598
funding	1,502,008,809	3,246,034,880	2,644,472,308
net worth	198,331,394	208,313,802	213,350,280
net result	10,152,522	9,552,846	6,847,514
eligible net worth	306,996,148	289,377,942	317,448,747
subordinated loans	100,000,000	100,000,000	100,000,000
EARNINGS			
net interest income	26,308,875	22,745,387	18,557,121
net commissions	12,800,450	13,271,507	13,247,423
net financial income	(132,540)	1,788,600	5,355,805
trading profit	38,976,785	42,918,146	37,160,349
net result	10,152,522	9,552,846	6,847,514*
LCs AND LGs			
non-oil L/Cs turnover	1,037,670,000	1,607,970,000	773,322,066
oil L/Cs turnover	1,499,080,000	993,710,000	582,912,795
guarantees turnover	166,356,350	281,374,620	100,781,752
guarantees outstanding	337,625,650	424,990,450	384,143,173
RATIOS			
ROE	6.05%	5.69%	3.88%
ROI	0.32%	0.15%	0.13%
NPL Ratio	0.13%	0.55%	0.16%
TIER I	16.36%	13.19%	11.67%
TIER II	7.91%	4.99%	5.37%
Total Capital Ratio	24.27%	18.18%	17.04%
net worth/total assets	11.39%	6.14%	7.65%

*The net result includes the expenditure incurred from the National Resolution Fund (by Bank of Italy), not only the ordinary share amounting for year 2015 to Euro 2.3 million which was not owned for the previous year.

WHY BANCA UBAE: OUR STRENGTHS

LOCAL EXPERTISE

- ❑ comprehensive and long-standing knowledge of the culture, markets and regulatory framework of the country in North and Sub-Saharan Africa, the Middle East, the Indian Subcontinent and East European
- ❑ strong business and institutional ties, thanks not least to UBAE's core shareholders
- ❑ flexible service also for business from/with less well-known international banks

FOCUS ON TRADE FINANCE

- ❑ supply chain trade finance products are the most important line of business for Banca UBAE: i.e. letters of credit, collections and guarantees
- ❑ strong record in servicing international trade in crude oil and other energy products
- ❑ renowned competence in taking and managing country, credit and financial risks

PROFESSIONAL ASSISTANCE

- ❑ from a network of expert advisors based in key locations across North Africa, the Middle East, Indian subcontinent and certain Balkan countries.

TAILOR MADE CONSULTANCY SERVICES

- ❑ Cooperation Agreements in place with major Italian regional Banks to perform international business on behalf of their clients.

INTERNATIONAL COVERAGE

Banca UBAE is continuously reviewing its procedures in order to offer its correspondents and clients the best and most comprehensive assistance available, both in term of services and products as well as cost-efficiency especially in the following core business countries, in order to create added value.

- | | |
|--------------------|--------------|
| Albania | Malaysia |
| Algeria | Mauritania |
| Angola | Montenegro |
| Austria | Morocco |
| Bahrain | Mozambique |
| Bangladesh | Nepal |
| Bosnia-Herzegovina | Oman |
| Bulgaria | Pakistan |
| Burkina Faso | Philippines |
| Chad | Qatar |
| China | Romania |
| Croatia | Russia |
| Czech Republic | Saudi Arabia |
| Egypt | Serbia |
| Ethiopia | Singapore |
| Ghana | Slovenia |
| India | South Korea |
| Indonesia | Sri Lanka |
| Iran | Thailand |
| Kenya | Tunisia |
| Kosovo | Turkey |
| Kuwait | U.A.E. |
| Jordan | Uganda |
| Lebanon | Ukraine |
| Libya | Vietnam |
| | Yemen |



- Our reference countries
- Offices
Rome Head Office | Milan Branch | Tripoli Rep Office

Our offices in Rome and Milan are available Monday to Friday
from 08:30 hrs to 16:30 hrs

PRODUCTS AND SERVICES: TRADE FINANCE

- ❑ Confirmation of export L/Cs and opening of import L/Cs
- ❑ 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
- ❑ Forfaiting
- ❑ Medium term corporate financing
- ❑ Bill discounting
- ❑ Factoring

In more than 40 years of activity, we have developed contacts and built up links throughout all the world's major markets. We can thus support and coordinate Italian clients internationally oriented offering them and their potential foreign partners opportunities for direct, practical dialogue.

PRODUCTS AND SERVICES: SYNDICATION & ENERGY

- Facilities assisting trade in oil, gas and petroleum products (including syndicated facilities funded and unfunded):
 - ❑ 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)
 - ❑ accounts for trading companies
- International euro market financial syndications: arrangement/participation
- Forfaiting
- Attracting foreign investments

**Banca UBAE arranges syndicated facilities
supporting top Italian and international general contractors
which awarded significant civil work projects on its core markets**

PRODUCTS AND SERVICES: FACTORING

- Factoring produces positive effects on the various business areas with interests in commercial credit.
- A Factoring operation is able to satisfy, in one, sale business relationship, the client's management and financial needs, thanks to a dedicated instrument which simplify the management of receivable.
- Such a service it is available mainly at our Milan Branch via a dedicated desk (please refer to subsequent page 24 for contact details).

PRODUCTS AND SERVICES: FINANCE

- **Treasury**

- ❑ deposits, Fra, IRS, Swaps
- ❑ special funding products
- ❑ DCD: Dual Currency Deposit

- **Forex**

- ❑ all major currencies against euro and US dollar, spot and forward
- ❑ exotic currencies (North Africa & Middle East) against euro and US dollar
- ❑ main cross-exchange rates
- ❑ platforms white label with real time quotes

- **Capital markets:**

- ❑ sale and placing of third-party investment products to international and institutional customers
- ❑ Bonds
- ❑ Equity

CAPITAL MARKETS PRODUCTS

□ BONDS

1. PRIMARY BOND MARKET

- Banca UBAE is specialized in Government Bonds as well as in the Covered Bonds Market at European level.
- It is possible, through Banca UBAE, to participate in the auctions of Investment and non Investment grade bonds, Supranationals

2. SECONDARY BOND MARKET

- Banca UBAE's Traders Team provides quotations on Government Bonds, Corporate Bonds Investment and non Investment Grade, Agencies, Supranationals on the Secondary Market in Euro, Usd and local currencies.
- Usd quotations also for Treasuries

3. STRUCTURED CAPITAL MARKETS

- Within structured products, Funded and Unfunded, the following types of products are also provided:
 - Fx options, euro and usd currencies
 - Fx and Interest rate derivatives, in euro, usd, gbp, chf currencies
 - Commodities (precious & base metals, crude oil, wheat)
 - Equity options
 - Hybrid products (equity, commodities, ird and fx...)
 - Structured repos
 - Portfolio restructuring

CAPITAL MARKETS PRODUCTS

4. HARMONIZED INVESTMENT FUNDS

- Through our Bank, it is possible to subscribe shares of Mutual Funds

5. CREDIT MARKETS

- Securities and linear structured credit products
- Secondary Market support
- CDS, Credit Indices
- CLN, Credit Linked Notes

6. PRIVATE PLACEMENTS

7. SECURITIES SERVICES

- Clearing & Settlement
- Holding Services
- Local Custody

□ EQUITY

1. EQUITY MARKETS

- Direct market access and brokerage
- Cash equity, etf, derivatives, indexes
- Managing of orders and positions

2. EQUITY SERVICES

- Clearing & Settlement
- Holding Services
- Local Custody

STANDARD SETTLEMENT INSTRUCTIONS (SSI)

For settlement through: UBAI IT RR (CP, FX, MM)

(CP) = Commercial Payments (FX) = Foreign Exchange (MM) = Money Markets

CUR.	CORRESPONDENT BANKS	SWIFT/BIC	ACCOUNT NUMBER	CP	FX	MM
AED	EMIRATES NBD BANK PJSC, Dubai city	EBILAEAD	1261431338301	CP	FX	MM
CHF	BANQUE DE COMMERCE ET DE PLACEMENTS, Geneva	BPCPCHGG	CH3708629106031010000	CP		
CHF	BANCA POPOLARE DI SONDRIO, Sondrio	POSOIT22	IT55F0569611091CRDCH0035980		FX	MM
CNY	BANK OF CHINA, Milan	BKCHITMM	IT03Y0309301600900200224592	CP	FX	MM
EUR	ISTITUTO CENTRALE DELLE BANCHE POPOLARI ITALIANE SPA, Milan	CIPBITMM	IBAN: IT65M0500001600BC0990003598	CP	FX	MM

Important Notice

We reserve the right to amend our SSI at any time and from time to time. We will notify you of such amendments via our website or other such means.

Settlement of Commercial Transactions (CP)

The above listed banks must be used for Commercial Payments unless a different bank has been agreed upon.

STANDARD SETTLEMENT INSTRUCTIONS (SSI)

CUR.	CORRESPONDENT BANKS	SWIFT/BIC	ACCOUNT NUMBER	CP	FX	MM
GBP	BRITISH ARAB COMMERCIAL BANK PLC , London	BACMGB2L	0000104792	CP	FX	MM
JPY	THE BANK OF TOKYO – MITSUBISHI UFJ Ltd , Tokyo	BOTKJPJT	653-0470228	CP	FX	MM
KWD	AL AHLI BANK OF KUWAIT KSCP , Kuwait	ABKKKWKW	0900-613720-050	CP	FX	MM
NOK	DNB NOR BANK ASA , Oslo	DNBANOKK	7001.02.23286	CP	FX	MM
PLN	PKO BANK POLSKI , Warsaw	BPKOPLPW	PL17102000161201110000006897	CP	FX	MM
QAR	QATAR NATIONAL BANK , Doha	QNBQAQA	QA53QNBA00000000001800591001	CP	FX	MM

Important Notice

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Settlement of Commercial Transactions (CP)

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STANDARD SETTLEMENT INSTRUCTIONS (SSI)

CUR.	CORRESPONDENT BANKS	SWIFT/BIC	ACCOUNT NUMBER	CP	FX	MM
RUB	UNICREDIT BANK AUSTRIA AG , Vienna	BKAUATWW	10005718654	CP	FX	MM
USD	JP MORGAN Chase , New York	CHASUS33	409346793	CP	FX	
USD	BANCA POPOLARE DI SONDRIO , Sondrio	POSOIT22	IBAN: IT74S0569611091CRDUS0035980		FX	MM
USD	BANK OF CHINA , Milan	BKCHITMM	100200200235048	CP	FX	MM
SAR	AL RAJHI BANK , Riyadh	RJHISARI	SA7080000100608010082743	CP	FX	MM
SEK	DANSKE BANK , Copenhagen	DABADKKK	IBAN: SE0312000000012460104839	CP	FX	MM

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Settlement of Commercial Transactions (CP)

The above listed banks must be used for Commercial Payments unless a different bank has been agreed upon.

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KEY CONTACTS

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KEY CONTACTS

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OUR NETWORK AND INTERNATIONAL CONSULTANTS

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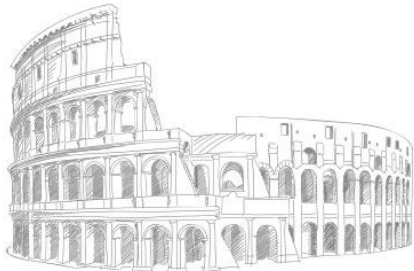
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