



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**

The information and opinions contained in this document have been compiled or arrived at by Banca UBAE from sources believed to be reliable and in good faith, but no representation or warranty, expressed or implied, is made as to their accuracy, completeness or correctness. All opinions and estimates contained in this document constitute the Company's judgment as of the date of this document and are subject to change without notice. The information contained in this document is published for the assistance of recipients, but is not to be relied upon as authoritative or taken in substitution for the exercise for judgment by any recipient. The Company does not accept any liability whatsoever for any direct, consequential or indirect damage arising from any use of this document or its contents. This document is strictly confidential and may not be reproduced, distributed or published for any purpose.



## CONTENTS









---

- 4** A brief history of Banca UBAE
- 5** LFB's banking network
- 6** Our mission and business
- 7** Italy overview
- 8** Fact sheet
- 9** Banca UBAE's Rating
- 10** Why Banca UBAE: our strengths
- 11** International coverage
- 12** Products and services: Trade Finance
- 13** Products and services: Syndication & Energy
- 14** Products and services: Factoring
- 15 – 17** Products and services: Finance
- 18 – 20** Standard Settlement Instructions (SSI)
- 21 – 26** Contacts
- 27** Our network and international consultants

## 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:

<b>BANKS</b>		
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%	
<b>ITALIAN CORPORATE COMPANIES</b>		
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



British Arab Commercial  
Bank

UK



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



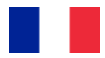
JORDAN

- 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

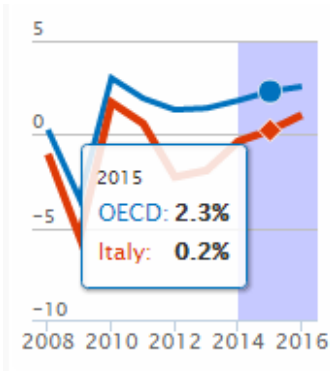
<b>January</b> 1, 6	<b>August</b> 14 (afternoon only), 15
<b>March</b> 27, 28	<b>November</b> 1
<b>April</b> 25	
<b>May</b> 1	<b>December</b> 7 (Milan only ), 8, 24 (afternoon only), 25, 26, 31(afternoon only )
<b>June</b> 2, 29 (Rome only)	<b>Week-end closing:</b> Saturdays and Sundays

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

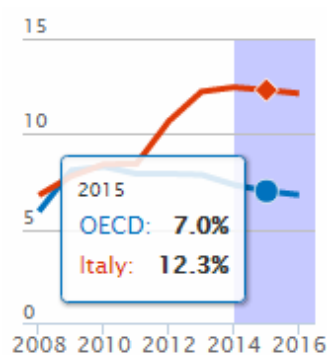
GDP growth is expected to rise to 1.4% in 2016 and 2017. The labour market is improving, helping to drive private consumption higher. However, bank credit remains constrained due to the large and still rising amount of non-performing loans, hampering investment growth. Sluggish export market growth is 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.

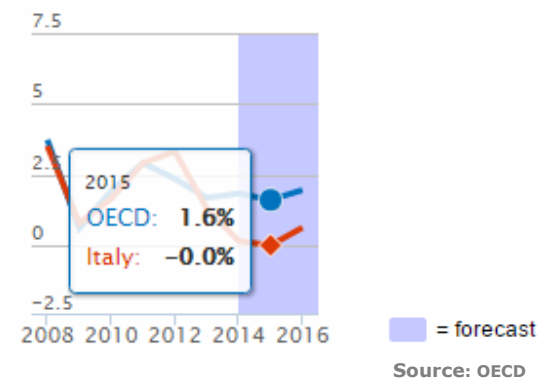
### GDP growth



### Unemployment rate



### Headline inflation



## FACT SHEET (Eur)

BALANCE SHEET	31 Dec 2013 (audited)	31 Dec 2014 (audited)	31 Dec 2015 (audited)
total assets	<b>1,741,190,063</b>	<b>3,392,055,257</b>	<b>2,786,816,993</b>
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
<b>EARNINGS</b>			
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
<b>LCs AND LGs</b>			
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
<b>RATIOS</b>			
ROE	6.05%	5.69%	3.88%
ROI	0.32%	0.15%	0.13%
NPL Ratio	0.13%	0.55%	0.16%
<b>TIER I</b>	<b>16.36%</b>	<b>13.19%</b>	<b>11.67%</b>
TIER II	7.91%	4.99%	5.37%
<b>Total Capital Ratio</b>	<b>24.27%</b>	<b>18.18%</b>	<b>17.04%</b>
net worth/total assets	11.39%	6.14%	7.65%



# BANCA UBAE'S LATEST RATING (AS AT January 2016)

FitchRatings

Banca UBAE

Banks  
Ratings Navigator

Banks Ratings Navigator		
Navigator date:	19 Jan 2016	
Last rating action:	12 Jan 2016	
<b>Sector Details:</b>		
Bank sector:	Wholesale Commercial	
Region:	DM Europe	
Country:	Italy	
Country IDR:	BBB+ Stable	
Last action:	23 Oct 15 Affirmed	
Country ceiling:	AA+	
Macro prudential indicator:	1	
Bank systemic indicator:	bbb	
<b>Bank Rating History</b>		
<b>Viability Rating (VR)</b>		
12 Jan 16	bb	Affirmed
23 Jan 15	bb	Affirmed
06 Feb 14	bb	Affirmed
<b>Issuer Default Rating (IDR)</b>		
12 Jan 16	BB Stable	Affirmed
23 Jan 15	BB Stable	Affirmed
06 Feb 14	BB Stable	Affirmed
<b>Support Rating Floor (SRF)</b>		
01 Dec 08	NF	Affirmed
16 Mar 07	NF	New Rating
<b>Bar Chart Legend:</b>		
Vertical bars = VR range of Rating Factor		
Bar Colors = Influence on final VR		
<ul style="list-style-type: none"> <li><span style="color: red;">■</span> Higher Influence</li> <li><span style="color: blue;">■</span> Moderate Influence</li> <li><span style="color: lightblue;">■</span> Lower Influence</li> </ul>		
Bar Arrows = Rating Factor Outlook		
<ul style="list-style-type: none"> <li><span style="color: green;">↑</span> Positive</li> <li><span style="color: red;">↓</span> Negative</li> <li><span style="color: orange;">↔</span> Evolving</li> <li><span style="color: grey;">□</span> Stable</li> </ul>		
Peer Ratings bars = Count of banks		
21	DM Europe Wholesale Commercial	
3	Italy Wholesale Commercial	
<b>Relevant Criteria &amp; References</b>		
Global Bank Rating Criteria (Mar 2015)		
Macro-Prudential Risk Monitor (Mar 2015)		

Peer Ratings	Operating Environment	Company Profile	Management & Strategy	Risk Appetite	Asset Quality	Earnings & Profitability	Capitalisation & Leverage	Funding & Liquidity	Viability Rating	Institutional Support	Issuer Default Rating
aaa									aaa	AAA	AAA
aa+									aa+	AA+	AA+
aa									aa	AA	AA
aa-									aa-	AA-	AA-
a+									a+	A+	A+
a									a	A	A
a-									a-	A-	A-
bbb+									bbb+	BBB+	BBB+
bbb									bbb	BBB	BBB
bbb-									bbb-	BBB-	BBB-
bb+									bb+	BB+	BB+
bb									bb	BB	BB Stable
bb-									bb-	BB-	BB-
b+									b+	B+	B+
b									b	B	B
b-									b-	B-	B-
ooo									ooo	CCC	CCC
oo									oo	CC	CC
o									o	C	C
f									f	NF	D or RD

Institutional Support	Value	Drivers & Sensitivities
Parent VR	nr	<p><b>Business Model Constrains Ratings</b> UBAE's ratings reflect its trade finance franchise and small size, its exposure to potentially volatile countries and client concentration, and are constrained by funding dependence on its majority shareholder, the Libyan Foreign Bank (LFB).</p> <p><b>Funding Dependence</b> The LFB provides a significant part of UBAE's funding, a stable portion of which is dedicated to commercial activities while the rest fluctuates significantly, based on the LFB's needs. Liquidity is adequate.</p> <p><b>Adequately Controlled Risks</b> Long-standing relationships with its clients allow UBAE to control risks adequately. This results in low problem loans in relation to its total loans and business volumes.</p> <p><b>Stable Revenue Generation</b> Revenues from the commercial business have remained stable over time while proceeds from money market and securities tend to be volatile. The cost base is high, as for most peers, and the ability to achieve efficiencies limited.</p> <p><b>Acceptable Capitalisation</b> Capitalisation is acceptable for its business model and concentration risk. However the capital base is small in absolute terms, limiting UBAE's ability to diversify its business and making it vulnerable to shocks.</p> <p><b>Uncertain Shareholder Support</b> We believe LFB's propensity to support UBAE is high but its ability to do so cannot be relied on due to the uncertain political and economic environment in Libya.</p> <p><b>Sensitive to Concentration, Liquidity Deterioration</b> A material deterioration in the quality of one or more of counterparties, or an unexpected withdrawal of parent funding threatening its liquidity profile would put UBAE's ratings under pressure.</p> <p><b>Limited Upward Potential</b> Upside ratings potential could come from sustainable funding diversification, material capital strengthening and significant improvements in Libya's operating environment.</p>
Total Adjustments (notches)		
Institutional Support:		
Support Factors (negative)	Equalised 1 Notch 2+ Notches	
Parent Ability to Support		
Parent/group regulation		
Relative size		
Parent Propensity to Support		
Role in group		
Potential for disposal		
Implication of subsidiary default		
Integration		
Jurisdiction		
Size of ownership stake		
Support track record		
Subsidiary performance and prospects		
Branding		
Legal commitments		
Cross-default clauses		

## 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	<b>EMIRATES NBD BANK PJSC,</b> Dubai city	EBILAEAD	1261431338301	CP	FX	MM
CHF	<b>BANQUE DE COMMERCE ET DE PLACEMENTS,</b> Geneva	BPCPCHGG	CH3708629106031010000	CP		
CHF	<b>BANCA POPOLARE DI SONDRIO,</b> Sondrio	POSOIT22	IT55F0569611091CRDCH0035980		FX	MM
CNY	<b>BANK OF CHINA,</b> Milan	BKCHITMM	IT03Y0309301600900200224592	CP	FX	MM
EUR	<b>ISTITUTO CENTRALE DELLE BANCHE POPOLARI ITALIANE SPA,</b> 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	<b>BRITISH ARAB COMMERCIAL BANK PLC</b> , London	BACMGB2L	0000104792	CP	FX	MM
JPY	<b>THE BANK OF TOKYO – MITSUBISHI UFJ Ltd</b> , Tokyo	BOTKJPJT	653-0470228	CP	FX	MM
KWD	<b>AL AHLI BANK OF KUWAIT KSCP</b> , Kuwait	ABKKKWKW	0900-613720-050	CP	FX	MM
NOK	<b>DNB NOR BANK ASA</b> , Oslo	DNBANOKK	7001.02.23286	CP	FX	MM
PLN	<b>PKO BANK POLSKI</b> , Warsaw	BPKOPLPW	PL17102000161201110000006897	CP	FX	MM
QAR	<b>QATAR NATIONAL BANK</b> , Doha	QNBQAQA	QA53QNBA00000000001800591001	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
RUB	<b>UNICREDIT BANK AUSTRIA AG</b> , Vienna	BKAUATWW	10005718654	CP	FX	MM
USD	<b>JP MORGAN Chase</b> , New York	CHASUS33	409346793	CP	FX	
USD	<b>BANCA POPOLARE DI SONDRIO</b> , Sondrio	POSOIT22	IBAN: IT74S0569611091CRDUS0035980		FX	MM
USD	<b>BANK OF CHINA</b> , Milan	BKCHITMM	100200200235048	CP	FX	MM
SAR	<b>AL RAJHI BANK</b> , Riyadh	RJHISARI	SA7080000100608010082743	CP	FX	MM
SEK	<b>DANSKE BANK</b> , Copenhagen	DABADKKK	IBAN: SE0312000000012460104839	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.

## EXECUTIVE MANAGEMENT

<b>Mr Mario Sabato</b>	General Manager	ph. +39 06 42377215 fax +39 06 4815786	mario.sabato@ubae.it
<b>Mr Ezzedden Amer</b>	Deputy General Manager	ph. +39 06 42377245 fax +39 06 4817788	ezzedden.amer@ubae.it
<b>Mr Adel Aboushwesha</b>	Assistant General Manager - Operations	ph. +39 06 42377424 fax. +39 06 4815786	adel.aboushwesha@ubae.it
<b>Mr Esam Elrayas</b>	Assistant General Manager - Business	ph. +39 06 42377267 fax +39 06 4815786	esam.elrayas@ubae.it
<b>Mr Massimo Castellucci</b>	Executive Director Global Head of Business Development Area	ph. +39 06 42377427 fax +39 06 42046423	massimo.castellucci@ubae.it
<b>Mr Fabio Fatuzzo</b>	Executive Director Head of Administration /IT & Organization Area	ph. +39 06 42377359 fax +39 06 42046409	fabio.fatuzzo@ubae.it
<b>Mr Giovanni Gargasole</b>	Executive Director Head of Credit & Risk Area	ph. +39 06 42377212 fax +39 06 42046433	giovanni.gargasole@ubae.it
<b>Mr Antonino Sprizzi</b>	Executive Director Head of Finance Area	ph. +39 06 42046301/4 fax +39 06 42377442	antonino.sprizzi@ubae.it

## KEY CONTACTS

### INTERNATIONAL BUSINESS DEVELOPMENT DIVISION

<b>Mr Massimo Castellucci</b>	Head of Division ( <i>ad interim</i> )	ph. +39 06 42377427 fax +39 06 42046423	massimo.castellucci@ubae.it
<b>Mr Andrea Barbati</b>	<u>Relationship Manager for:</u> Turkey, Trading and Oil Companies, Telecom Companies, Syndicated and Oil Operations	ph. +39 06 42377327 fax +39 06 42046424	andrea.barbati@ubae.it
<b>Mrs Amel Mashali</b>	<u>Relationship Manager for:</u> Egypt, Jordan, Lebanon, Tunisia	ph. +39 06 42377367 fax +39 06 42046425	amel.mashali@ubae.it
<b>Mr Gian Luca Luciano</b>	<u>Relationship Manager for:</u> Bangladesh, China, India, Indonesia, Iran, Japan, Malaysia, Nepal, Pakistan, Philippines, South Korea, Sri Lanka, Thailand, Vietnam, Yemen, rest of Asia countries	ph. +39 06 42377383 fax +39 06 42046425	gianluca.luciano@ubae.it
<b>Mrs Luisa Salvidio</b>	<u>Relationship Manager for:</u> OECD Banks, Russia, CIS & CEE Countries, Algeria, Burkina Faso, Ivory Coast, Ghana, Guinea, Mali, Mauritania, Morocco, Niger, Togo, Uganda, America, Oceania, rest of Africa	ph. +39 06 42377210 fax +39 06 42046425	luisa.salvidio@ubae.it
<b>Mr Tarek Lahmar</b>	<u>Relationship Manager for:</u> Libya	ph. +39 06 42377330 fax +39 06 42046423	tarek.lahmar@ubae.it
<b>Mr Mohamed Babaa</b>	<u>Relationship Manager for:</u> Angola, Chad, Ethiopia, GCC Countries, Kenya, Mozambique, Uganda	ph. +39 06 42377410 fax +39 06 42046423	mohamed.babaa@ubae.it

## KEY CONTACTS

### DOMESTIC BUSINESS DEVELOPMENT DIVISION

<b>Mr Tarek Abusriwil</b>	Head of Division	ph. +39 06 42377223 fax +39 06 42046415	tarek.abusriwil@ubae.it domesticbusiness@ubae.it
<b>Mr Bruno Guadagno</b>	Relationship Manager Italian Companies	ph. +39 02 72521926 fax +39 06 42046415	bruno.guadagno@ubae.it corporate@ubae.it
<b>Mr Germano Chiesa</b>	Relationship Manager Italian Companies	ph. +39 02 72521929 fax +39 06 42046415	germano.chiesa@ubae.it corporate@ubae.it
<b>Mr Fabrizio Mariani</b>	Relationship Manager Italian Companies	ph. +39 06 42377334 fax +39 06 42046424	fabrizio.mariani@ubae.it corporate@ubae.it
<b>Mr Jacopo Ribichini</b>	Relationship Manager Italian Companies	ph. +39 06 42377341 fax +39 06 42046415	jacopo.ribichini@ubae.it corporate@ubae.it
<b>Mrs Valentina Tacci</b>	Relationship Manager Multinationals & Italian Corr. Banks	ph. +39 06 42377455 fax +39 06 42046434	valentina.tacci@ubae.it domesticbanks@ubae.it

# KEY CONTACTS

## FACTORING DESK - MILANO

<b>Mr Massimo Castellucci</b>	Executive Director  Global Head of Business Development Area	ph. +39 06 42377427	massimo.castellucci@ubae.it factoringdesk@ubae.it
<b>Mr Germano Chiesa</b>	Head of the Factoring Desk	ph. +39 02 72521929 fax +39 02 866022	germano.chiesa@ubae.it factoringdesk@ubae.it
<b>Mr Guido Pippolo</b>	Relationship Manager	ph. +39 02 72521927 fax +39 02 866022	guido.pippolo@ubae.it factoringdesk@ubae.it

<b>Mr Gianfranco Antognoli</b>	Senior Consultant – Italy (Factoring activity)	mob. + 39 335 7246268	gianfranco.antognoli@mail.ubae.it
--------------------------------	---	-----------------------	-----------------------------------



## KEY CONTACTS

### FINANCE DIVISION

<b>Mr Antonino Sprizzi</b>	Finance Chief Manager <i>(ad interim)</i>	ph. +39 06 42046301/4 fax +39 06 42377442	antonino.sprizzi@ubae.it
<b>Mr Francesco Bottello</b>	Deputy Chief Manager , Medium/Long-Term Risk & Investment Dept.	ph. +39 06 42377392 fax +39 06 42046420	francesco.bottello@ubae.it
<b>Mr Giulio Campello</b>	<b>Forex</b> Chief Dealer	ph. +39 06 42046301/4 fax +39 06 42046420	giulio.campello@ubae.it
<b>Mr Mohamed Aljerd</b> <b>Mr Massimiliano Schiavoni</b>	Dealer Dealer	ph. +39 06 42046301/4 fax +39 06 42046420	mohamed.aljerd@ubae.it massimiliano.schiavoni@ubae.it
<b>Mr Fabio Serra</b> <b>Mr Abdulmajid R. Saudi</b>	<b>Securities</b> Manager Assistant Manager	ph. +39 06 42046301/4 fax +39 06 42046420	fabio.serra@ubae.it abdulmajid.rhouma@ubae.it
<b>Mr Michelino Giubilei</b> <b>Mr Mahmud Haddad</b> <b>Mrs Vanessa D' Orsogna</b>	<b>Treasury</b> Manager Assistant Manager Trader	ph. +39 06 42046301/4 fax +39 06 42046420	michelino.giubilei@ubae.it mahmud.haddad@ubae.it vanessa.dorsogna@ubae.it
<b>Mr Mahmud Haddad</b> <b>Mr Aymin Janzouri</b>	<b>Treasury Rel.</b> <b>Development Dept.</b> Manager Assistant to the Manager	ph. +39 06 42046301/4 fax +39 06 42046420	mahmud.haddad@ubae.it aymin.janzouri@ubae.it

## KEY CONTACTS

### TRADE FINANCE DIVISION

<b>Mrs Suehayla Shemisa</b>	Head of Division	ph. +39 06 42377378 fax +39 06 42046412	merci@ubae.it garanzie@ubae.it
<b>Mr Alessandro Di Camillo</b>	Deputy Head of Division	ph. +39 06 42377360 fax +39 06 42046412	merci@ubae.it garanzie@ubae.it
<b>Mr Natalino Spampinato</b>	Head of Doc. Credits, Collections & Reimbursements Dept.	ph. +39 06 42377286 fax +39 06 42046412	merci@ubae.it
<b>Mr Paolo Giansanti</b>	Head of Guarantees Dept.	ph. +39 06 42377402 fax +39 06 42046431	garanzie@ubae.it

### CREDIT REPORTING & BANKING OPERATIONS DIVISION

<b>Mr Massimo Nardini</b>	Head of Division	ph. +39 06 42377211 fax +39 06 42046422	massimo.nardini@ubae.it
<b>Mr Massimo Nardini</b>	Head of International Money Transfer Dept. ( <i>ad interim</i> )	ph. +39 06 42377211 fax +39 06 42046422	massimo.nardini@ubae.it

## OUR NETWORK AND INTERNATIONAL CONSULTANTS

<p><b>Rome Head Office</b></p> <p>Via Quintino Sella, 2 00187 Rome  P.O. Box 290 Cable UBAE ROMA  Swift UBAI IT RR  Tel +39 06 423771  Fax +39 06 4204641  info@ubae.it</p>	<p><b>Milan Branch</b></p> <p>Piazza Armando Diaz, 7  20123 Milan, Cable UBAE MILANO  Swift UBAI IT RR MIL  Tel +39 02 7252191  Fax +39 06 42046415  corporate@ubae.it</p>	<p><b>Tripoli Representative Office</b></p> <p>Mr Mahmud A. Elesawi  Omar Mukhtar Street  O. Mukhtar Investment Complex  Tripoli, Libya  Tel +21821 4446598-4447639  Fax +21821 3340352  tripoli.repoffice@mail.ubae.it</p>
---	--	---

CONSULTANTS	COUNTRIES		
<b>Mr Mustapha Attoui</b>	Algeria	ph. +213 21 743718 mob. +213 56 0300303 fax +213 21 743523	mustapha.attoui@mail.ubae.it
<b>Mr Ali R. Feizollahi</b>	Iran	ph. +98 21 88040813 +98 21 88041925 mob. +98 912 1793962 fax +98 21 88040817	alireza.feizollahi@mail.ubae.it
<b>Mr Arsen Kantarci</b>	Albania, Bosnia & Herzegovina, Croatia, Kosovo, Montenegro, Serbia, Slovenia, Turkey	ph. +385 1 4622 227 mob. +385 91 910 27 11 fax +385 1 4622 227	arsen.kantarci@mail.ubae.it
<b>Mr Germame Kebede</b>	Ethiopia	ph. +251 116 185830 mob. +251 911 124690 fax +251 116 180324	germame.kebede@mail.ubae.it
<b>Mr Mohamad El Nahi</b>	Kuwait, Saudi Arabia	ph. +965 22212221 ext. 411 mob. +965 99691989	mohamad.elnahi@mail.ubae.it

<b>Mr Gianfranco Antognoli</b>	Italy – Factoring activity	mob. + 39 335 7246268	gianfranco.antognoli@mail.ubae.it
--------------------------------	----------------------------	-----------------------	-----------------------------------

# THE CENTRE OF ROME



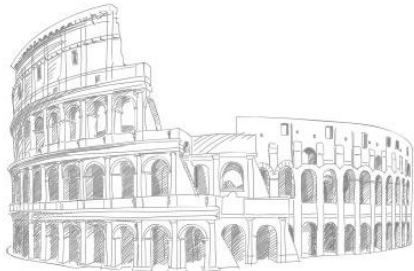
ASSIDUO LABORI  
FELICES FRUCTUS

For any additional information  
please visit our website

**[www.bancaubae.it](http://www.bancaubae.it)**

**Swift codes to be used: UBAI IT RR**

**UBAI IT RR MIL**



**Italy**

**Rome Head Office**

Via Quintino Sella, 2 - 00187 Rome

P.O. Box 290

Cable UBAE ROMA - Swift UBAI IT RR

Phone +39 06 423771

Fax +39 06 4204641

**Milan Branch**

Piazza Armando Diaz, 7 - 20123 Milan

Cable UBAE MILANO

Swift UBAI IT RR MIL

Phone +39 02 7252191

Fax +39 06 42046415

**Libya**

**Tripoli Representative Office**

Omar Mukhtar Street

O. Mukhtar Investment Complex

Tripoli, Lybia

Phone +218 21 4446598 / 4447639

Fax +218 21 3340352