



DEVOTED TO
INTERNATIONAL BUSINESS

ABOUT US



NOVEMBER 2017 EDITION



Throughout its 45-years history Banca UBAE has built a solid reputation in delivering trade finance solutions to internationally oriented clients, especially corporate customers.

We are one of the few Italian and International commercial banks having direct access to the Mena Region Countries and in particular to the Libyan financial and business arena, through which we are able to support cross border trade finance activities as well as the export of Libyan oil worldwide.

General Manager, Mario Sabato

مصرفكم للعمليات الدولية

Your Bank for International Operations

DISCLAIMER STATEMENT

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CONTENTS

4	A brief history of Banca UBAE
5	LFB's Banking Network
6	Our mission and business
7	Italian overview
8	Fact sheet
9	Why Banca UBAE: our strengths
10	International coverage
11	Products and services - Trade Finance
12	- Syndication & Energy
13	- Factoring
14 – 16	- Finance
17 – 19	Standard Settlement Instructions (SSI)
20 – 25	Executive Management and Commercial Contacts
26	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:

BANKS		
<i>Libyan Foreign Bank, Tripoli*</i>	67.55%	 <p>المصرف الليبي الخارجي Libyan Foreign Bank</p>
<i>Unicredit SpA, Rome</i>	10.79%	 <p>UniCredit</p>
<i>Banque Centrale Populaire, Casablanca</i>	4.66%	 <p>BANQUE POPULAIRE</p>
<i>Banque Marocaine du Commerce Exterieur, Casablanca</i>	4.34%	 <p>BMCE BANK البنك المغربي للتجارة الخارجية</p>
<i>Intesa Sanpaolo SpA, Turin</i>	1.80%	 <p>INTESA  SANPAOLO</p>
ITALIAN CORPORATE COMPANIES		
<i>Eni SpA , Rome</i>	5.39%	 <p>Eni</p>
<i>Sansedoni Siena (Fondazione Monte Paschi di Siena), Siena</i>	3.67%	 <p>SANSEDONI</p>
<i>Telecom Italia SpA, Milan</i>	1.80%	 <p>TELECOM ITALIA</p>

*Libyan Foreign Bank is the largest bank in Libya

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



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

Chinguity 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

ITALIAN OVERVIEW



2017 National Bank Holidays

January 1, 6

August 14 (afternoon only), 15

April 16, 17, 25

November 1

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.

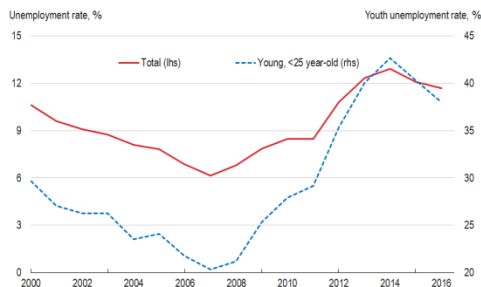
In 2017 GDP is expected to increase by 1.0 percent in real terms. The domestic demand will provide a contribution of 1.1 percentage points to GDP growth in 2017. Exports and imports are also expected to accelerate (3.5% and 4.4% respectively). Employment rate will continue to increase in 2017 although slightly slowing down if compared to the previous years. The rate of unemployment is likely to decrease at 11.5%. The government budget deficit will continue to decline gradually, as the economic recovery raises tax revenue and interest payment on the public debt decline.

GDP growth



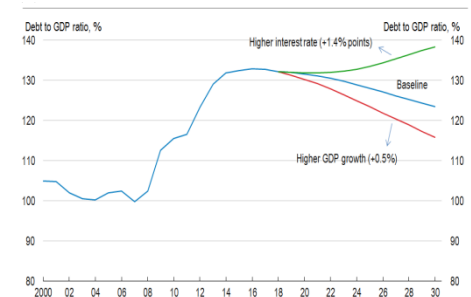
Source: OECD Economic Outlook 100 Database, projections revised as of 20 January 2017

Unemployment



Source: OECD, LFS database, Employment and unemployment (LFS)

Debt to GDP Ratio



Sources: OECD - ISTAT

FACT SHEET (Eur)

BALANCE SHEET	Dec 31, 2015 (audited)*	Dec 31, 2016 (audited)*	June 30, 2017 (unaudited)*
<input type="checkbox"/> total assets	2,786,816,993	2,880,630,372	2,581,583,587
<input type="checkbox"/> earning assets	2,723,338,598	2,544,543,641	2,534,920,022
<input type="checkbox"/> funding	2,644,472,308	2,629,237,409	2,401,868,092
<input type="checkbox"/> net worth	213,350,280	217,457,342	219,426,557
<input type="checkbox"/> net result	6,847,514	3,552,894**	7,625,006**
<input type="checkbox"/> eligible net worth	317,448,747	316,202,581	319,426,557
<input type="checkbox"/> subordinated loans	100,000,000	100,000,000	100,000,000
EARNINGS			
<input type="checkbox"/> net interest income	18,557,121	21,347,896	12,386,003
<input type="checkbox"/> net commissions	13,247,423	12,960,836	9,331,846
<input type="checkbox"/> net financial income	5,355,805	2,724,623	6,523,538
<input type="checkbox"/> trading profit	37,160,349	37,035,068	28,196,176
LCs AND LGs			
<input type="checkbox"/> L/Cs turnover	1,356,234,861	1,336,009,890	1,091,721,100
<input type="checkbox"/> guarantees turnover	100,781,752	125,118,475	76,570,660
<input type="checkbox"/> guarantees outstanding	384,143,173	454,428,397	473,365,720
RATIOS			
<input type="checkbox"/> ROE	3.88%	2.01%	9.51%
<input type="checkbox"/> Texas Ratio	1.94%	1.93%	2.51%
<input type="checkbox"/> NPL Ratio	0.16%	0.05%	0.03%
<input type="checkbox"/> TIER I	11.67%	10.95%	10.44%
<input type="checkbox"/> Total Capital Ratio	17.04%	16.03%	15.22%
<input type="checkbox"/> net worth/total assets	7.90%	7.67%	8.50%

* by BDO Italia S.p.A.

** the net result is burdened by the decision of the Government (November 2015), as for mandatory EU legislation, to oblige the entire banking sector to financially support 4 Italian banks under bankruptcy proceedings. The decision implied for Banca UBAE an ordinary contribution to the National Resolution Fund of Eur 1.4 million at 31.12.2017 and a monthly provision up to about EUR 700.000 at 30.06.2017.

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, documentary 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.

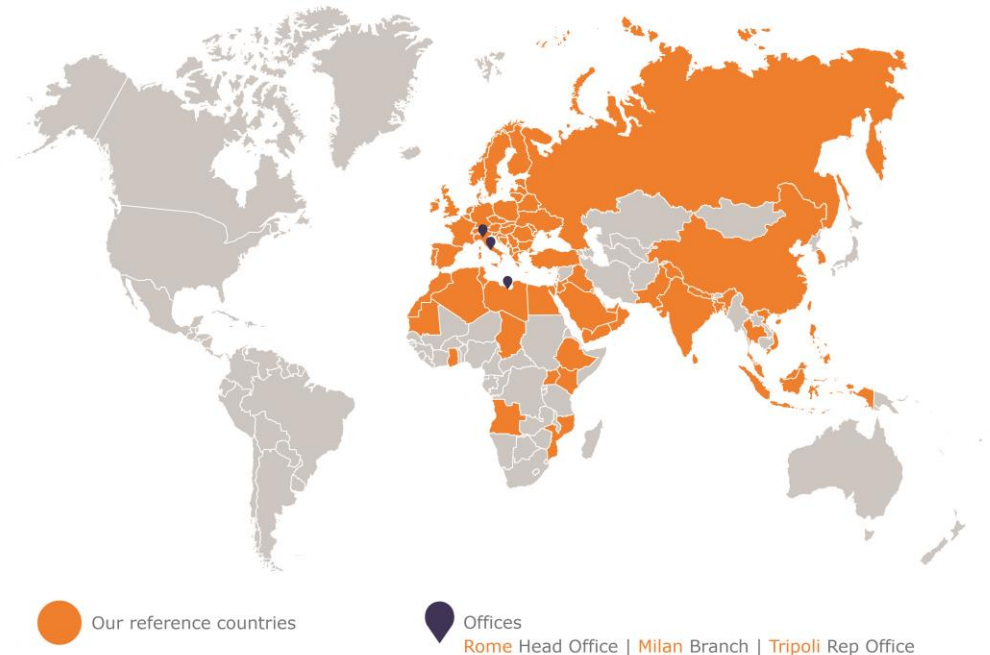
TAILOR MADE CONSULTANCY SERVICES

- ❑ 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	Romania
China	Russia
Croatia	Saudi Arabia
Czech Republic	Serbia
Djibouti	Singapore
Egypt	Slovenia
Ethiopia	South Korea
Ghana	Sri Lanka
India	Thailand
Indonesia	Tunisia
Italy	Turkey
Kenya	U.A.E.
Kuwait	Uganda
Jordan	Vietnam
Lebanon	Yemen
Libya	



Office Hours in Rome and Milan: Monday to Friday from 08:30 to 16:30
(please also refer to pag. 7 for National Bank Holidays)

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 45 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.

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.

FACTORING

- Factoring activities produce 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 pag. 23 for contact details).

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/IBAN	CP	FX	MM
AED	COMMERCIAL BANK OF DUBAI, Dubai	CBDUAEAD	AE290230000001001996576	CP	FX	MM
CAD	BANCA POPOLARE DI SONDRIO, Sondrio	POSOIT22	IT74P0569611091CRDCA0035980 (Intermediary Bank: National Bank of Canada, Montreal - BNDCCAM)	CP	FX	MM
CHF	BANQUE DE COMMERCE ET DE PLACEMENTS, Geneva	BPCPCHGG	CH3708629106031010000	CP		
CHF	BANCA POPOLARE DI SONDRIO, Sondrio	POSOIT22	IT55F0569611091CRDCH0035980 (Intermediary Bank: Raiffeisen Schweiz Genossenschaft, Gallen - RAIFCH22)		FX	MM
CNY	BANK OF CHINA, Milan	BKCHITMM	IT03T0309301600900200224592	CP	FX	MM
EUR	ISTITUTO CENTRALE DELLE BANCHE POPOLARI ITALIANE SPA, Milan	CIPBITMM	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/IBAN	CP	FX	MM
GBP	BANCA POPOLARE DI SONDRIO , Sondrio	POSOIT22 (through LOYDGB2L)	03598 (Intermediary Bank: Lloyds TSB Bank Plc London – LOYDGB2L)	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	QNBAQAQA	QA53QNBA0000000000001800591001	CP	FX	MM

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CUR.	CORRESPONDENT BANKS	SWIFT/BIC	ACCOUNT NUMBER/IBAN	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	IT74S0569611091CRDUS0035980 (Intermediary Bank: JP Morgan Chase Bank, New York – CHASUS33)		FX	MM
SAR	AL RAJHI BANK, Riyadh	RJHISARI	SA7080000100608010082743	CP	FX	MM
SEK	DANSKE BANK, Copenhagen	DABADKKK (through DABASESX)	SE0312000000012460104839 (Intermediary Bank: Danske Bank Stockholm – DABASESX)	CP	FX	MM

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EXECUTIVE MANAGEMENT



Mr Mario Sabato
General Manager

ph. +39 06 42377215
fax +39 06 4815786
mob. +39 3358205391

mario.sabato@ubae.it



Mr Amer Ezzedden
Deputy General Manager

ph. +39 06 42377245
fax +39 06 4817788
mob. +39 3669090320

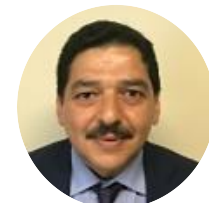
ezzedden.amer@ubae.it



Mr Adel Aboushwesha
Assistant General Manager -
Operations

ph. +39 06 42377424
fax. +39 06 4815786
mob. +39 335 8246623

adel.aboushwesha@ubae.it



Mr Esam Elrayas
Assistant General Manager -
Business

ph. +39 06 42377267
fax +39 06 4815786
mob. +39 337 1293915

esam.elrayas@ubae.it



Mr Massimo Castellucci
Executive Director
Global Head of Business
Development Area

ph. +39 06 42377427
fax +39 06 42046423
mob. +39 335 1916264

massimo.castellucci@ubae.it



Mr Fabio Fatuzzo
Executive Director
Head of Administration /IT &
Organization Area

ph. +39 06 42377359
fax +39 06 42046409
mob. +39 335 8385505

fabio.fatuzzo@ubae.it



Mr Giovanni Gargasole
Executive Director
Head of Credit & Risk Area

ph. +39 06 42377212
fax +39 06 42046433
mob. +39 335 1017390

giovanni.gargasole@ubae.it



Mr Antonino Sprizzi
Executive Director
Head of Finance Area

ph. +39 0642046301/4
fax +39 06 42377442

antonino.sprizzi@ubae.it

KEY CONTACTS - INTERNATIONAL BUSINESS DEVELOPMENT DIVISION

Mr Massimo Castellucci	Head of Division (<i>ad interim</i>)	ph. +39 06 42377427 fax +39 06 42046423	massimo.castellucci@ubae.it
Mr Andrea Barbati	<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
Mrs Amel Mashali	<u>Relationship Manager for:</u> Egypt, Jordan, Lebanon, Tunisia	ph. +39 06 42377367 fax +39 06 42046425	amel.mashali@ubae.it
Mr Gian Luca Luciano	<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
Mrs Luisa Salvidio	<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
Mr Tarek Lahmar	<u>Relationship Manager for:</u> Libya	ph. +39 06 42377330 fax +39 06 42046423	tarek.lahmar@ubae.it
Mr Mohamed Babaa	<u>Relationship Manager for:</u> Angola, Chad, Djibouti, Ethiopia, GCC Countries, Kenya, Mozambique, Uganda	ph. +39 06 42377410 fax +39 06 42046423	mohamed.babaa@ubae.it

KEY CONTACTS – DOMESTIC BUSINESS DEVELOPMENT DIVISION

Mr Massimo Nardini	Head of Division	ph. +39 06 42377211 fax +39 06 42046422	massimo.nardini@ubae.it
Mr Bruno Guadagno	Relationship Manager Italian Companies	ph. +39 02 72521926 fax +39 06 42046415	bruno.guadagno@ubae.it corporate@ubae.it
Mr Germano Chiesa	Relationship Manager Italian Companies	ph. +39 02 72521929 fax +39 06 42046415	germano.chiesa@ubae.it corporate@ubae.it
Mr Fabrizio Mariani	Relationship Manager Italian Companies	ph. +39 06 42377334 fax +39 06 42046424	fabrizio.mariani@ubae.it corporate@ubae.it
Mr Jacopo Ribichini	Relationship Manager Italian Companies	ph. +39 06 42377341 fax +39 06 42046415	jacopo.ribichini@ubae.it corporate@ubae.it
Mrs Valentina Tacci	Relationship Manager Multinationals & Italian Corr. Banks	ph. +39 06 42377455 fax +39 06 42046434	valentina.tacci@ubae.it domesticbanks@ubae.it

KEY CONTACTS – FACTORING ACTIVITY

Mr Massimo Castellucci (based in Rome)	Executive Director Global Head of Business Development Area	ph. +39 06 42377427	massimo.castellucci@ubae.it factoringdesk@ubae.it
Mr Germano Chiesa (based in Milan)	Head of Factoring Desk	ph. +39 02 72521929 fax +39 02 866022	germano.chiesa@ubae.it factoringdesk@ubae.it
Mr Guido Pippolo (based in Milan)	Relationship Manager	ph. +39 02 72521927 fax +39 02 866022	guido.pippolo@ubae.it factoringdesk@ubae.it
Mr Gianfranco Antognoli (based in Viareggio, Tuscany)	Senior Consultant – Italy (Factoring activity)	mob. + 39 335 7246268	gianfranco.antognoli@mail.ubae.it

KEY CONTACTS – FINANCE DIVISION

Mr Antonino Sprizzi	Finance Chief Manager (<i>ad interim</i>)	ph. +39 06 42046301/4 fax +39 06 42377442	antonino.sprizzi@ubae.it
Mr Francesco Bottello	Deputy Chief Manager Medium/Long-Term Risk & Investment Dept.	ph. +39 06 42377392 fax +39 06 42046420	francesco.bottello@ubae.it
Mr Massimiliano Schiavoni	Forex Chief Dealer	ph. +39 06 42377266 fax +39 06 42377442	massimiliano.schiavoni@ubae.it
Mr Mohamed Aljerd	Dealer	ph. +39 06 42046301/4 fax +39 06 42046420	mohamed.aljerd@ubae.it
Mr Fabio Serra	Securities Manager	ph. +39 06 42046301/4 fax +39 06 42046420	fabio.serra@ubae.it
Mr Michelino Giubilei Mrs Vanessa D'Orsogna	Treasury Manager Trader	ph. +39 06 42046301/4 fax +39 06 42046420	michelino.giubilei@ubae.it vanessa.dorsogna@ubae.it
Mr. Giulio Campello	Sales Desk Manager	ph. +39 06 42377228 fax +39 06 42377442	giulio.campello@ubae.it
Mr Aymin Janzouri	Assistant to the Manager	fax +39 06 42046420	aymin.janzouri@ubae.it

KEY CONTACTS

TRADE FINANCE DIVISION

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

BANKING OPERATIONS DIVISION

Mr Tarek Abusriwil	Head of Division	ph. +39 06 42377223 fax +39 06 42046415	tarek.abusriwil@ubae.it
Mr Claudio Faramondi	Head of International Money Transfer Dept.	ph. +39 06 42377283 fax +39 06 42046411	claudio.faramondi@ubae.it

OUR NETWORK AND INTERNATIONAL CONSULTANTS

<p>ROME HEAD OFFICE</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>MILAN BRANCH</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>TRIPOLI REPRESENTATIVE OFFICE</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>
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CONSULTANTS

COUNTRIES

Mr Mustapha Attoui	Algeria	ph. +213 21 743718 mob. +213 56 0300303 fax +213 21 743523	mustapha.attoui@mail.ubae.it
Mr Ali R. Feizollahi	Iran	ph. +98 21 88040813 +98 21 88041925 mob. +98 912 1793962 fax +98 21 88040817	alireza.feizollahi@mail.ubae.it
Mr Arsen Kantarci	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
Mr Germame Kebede	Ethiopia	ph. +251 116 185830 mob. +251 911 124690 fax +251 116 180324	germame.kebede@mail.ubae.it
Mr Mohamad El Nahi	Kuwait, Saudi Arabia	ph. +965 22212221 ext. 411 mob. +965 99691989	mohamad.elnahi@mail.ubae.it
Mr El Mostafa Jati	Morocco	ph. + 212 522 365377 mob. + 212 661 195861 + 212 661 625583	mostafa.jati@mail.ubae.it
Mr Shafquet Asim	Pakistan	ph. + 92 213 6983014 mob. + 92 300 2325022 + 92 333 2325033	shafquet.asim@mail.ubae.it
Mr Gianfranco Antognoli	Italy – Factoring activity	mob. + 39 335 7246268	gianfranco.antognoli@mail.ubae.it

*COST/INCOME
RATIO*

54.36 %

TOTAL ASSETS

EUR
2.581.583.587

**ASSIDUO LABORI
FELICES FRUCTUS**

NPL RATIO

0.03 %

TIER 1 RATIO

10.44%

For any additional information
please visit our website

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