



*DEVOTED TO
INTERNATIONAL BUSINESS*

ABOUT US



MAY 2022 EDITION

Banca UBAE is one of the few international commercial banks with very strong capabilities to directly access to the Mena Region Countries, and particularly Libya.

We are continuatively improving our service levels, engaged and committed to share our 50 years' experience in trade finance services and solutions with our corporate customers, supporting them in their cross-border businesses.

Maurizio Valfrè

General Manager

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	Italian overview
8	Fact sheet
9	Why Banca UBAE: our strengths
10	International coverage
11	Products and services - Trade Finance
12	- Syndication & Energy Business
13	- Factoring
14 – 16	- Finance activities
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

Established in Rome in 1972, Banca UBAE 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 Shareholders:

BANKS		
<i>Libyan Foreign Bank, Tripoli*</i>	80.15%	
<i>Unicredit SpA, Milan</i>	6.60%	
<i>Banque Centrale Populaire, Casablanca</i>	2.85%	
<i>Bank of Africa – BMCE Group, Casablanca</i>	2.65%	
<i>Intesa Sanpaolo SpA, Turin</i>	1.10%	
ITALIAN CORPORATE COMPANIES		
<i>Eni SpA, Rome</i>	3.30%	
<i>Sansedoni Siena, Siena</i>	2.25%	
<i>Telecom Italia SpA, Milan</i>	1.10%	

*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

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

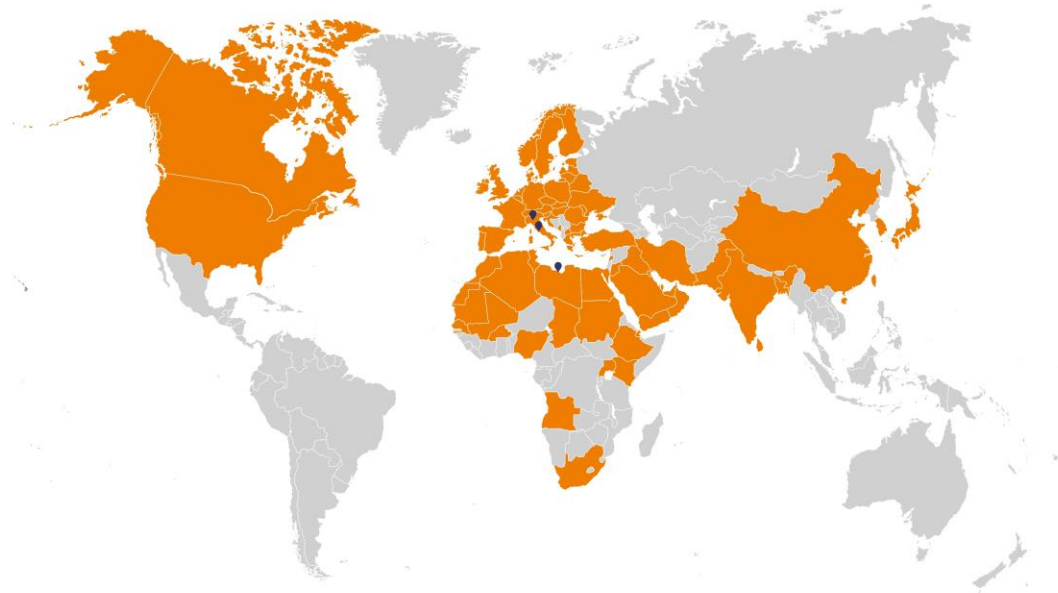


CHAD

Banque Commerciale du Chari

OUR MISSION AND BUSINESS

Our Mission is to become the preferred advisor and partner for all Italian and International Companies or Financial Institutions willing to create or to enhance commercial, financial, industrial and economic relations with **North** and **Sub-Saharan Africa**, the **Middle East** or the **Indian subcontinent**.



We proudly offer to our valued clients:

- Tailor-made services to assist the virtuous circle of sustainable growth
- A fully staffed dealing room for MM/FX activities
- An experienced and committed multilingual staff in all our offices
- 50 years of activity and expertise in the Countries we cover

ITALIAN OVERVIEW



2022 National Bank Holidays

January 1, 6	August 14 (afternoon only), 15
April 17, 18, 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 all payments received with the above-mentioned value dates shall be carried out on the following working day.

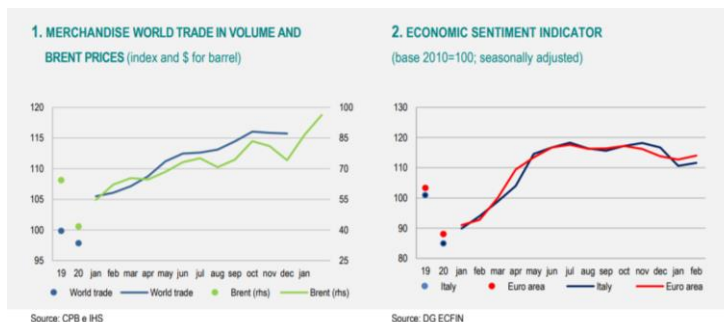
Country Economic Situation

Recent geopolitical tensions were added at the pre-existing risk factors to the international environment determining for the moment mostly a huge increase in commodities prices.

The deceleration of Italian GDP growth in the last part of the year has been followed by a fall in industrial production in January. Employment evolved accordingly to the business cycle with a marginal increase in Q4 while in January the rate of employment was substantially stable, a drop for unemployed persons occurred and inactive people rose. According to preliminary estimates, in February, the Italian harmonised index of consumer prices (HICP) increased by 0.8% on monthly basis and by 6.2% on annual basis (+5.1% in January).

The differential with Euro area inflation remained positive. Though, at the moment, an estimation of the impact of the international crisis is extremely complex, a counterfactual analysis of the Italian economy shows that the actual level of oil prices might subtract 0.7 percentage points to GDP growth in 2022.

Source: Istat



FACT SHEET (Eur)

BALANCE SHEET	Dec 31, 2019	Dec 31, 2020	Dec 31, 2021
total assets	2,107,238,062	1,688,638,188	1,701,828,808
earning assets	2,053,935,342	1,632,851,877	1,659,559,936
funding	1,835,174,678	1,451,775,843	1,480,213,756
net worth	268,931,491	242,570,099	184,838,870
net result	(26,144,425)	(57,766,641)*	1,392,729
eligible net worth	348,265,232	189,155,060	213,077,967
subordinated loans	100,000,000	0	0
EARNINGS			
net interest income	14,704,359	11,919,677	18,789,882
net commissions	14,356,766	10,328,134	13,304,779
net financial income	(2,929,824)	(4,573,337)	2,138,472
trading profit	26,131,301	17,674,474	34,233,132
LCs AND LGs			
non-oil L/Cs turnover	1,144,019,218	699,034,321	1,293,394,575
oil L/Cs turnover	406,334,259	75,686,477	84,960,572
guarantees turnover	51,657	27,367,400	45,435,261
guarantees outstanding	375,971,302	315,597,234	297,937,690
RATIOS			
TIER I	17.41%	19.13%	19.11%
Total Capital Ratio	24.43%	19.13%	19.11%

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 in certain core business areas.

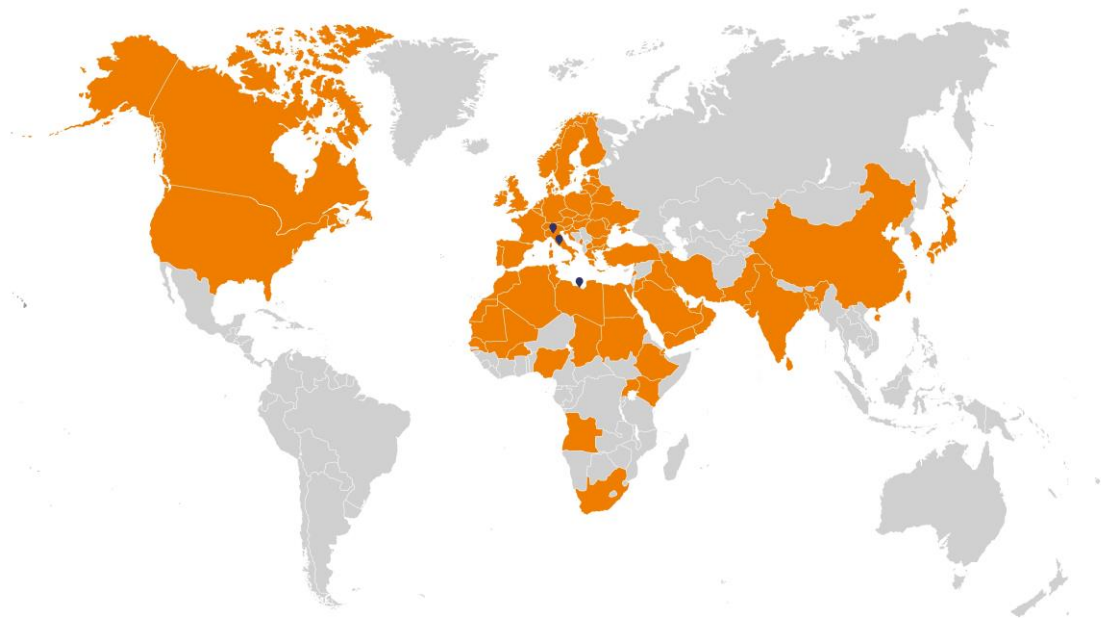
TAILOR MADE CONSULTANCY SERVICES

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

INTERNATIONAL COVERAGE

Banca UBAE aims to create added value for correspondents and clients in all countries covered. Our business practises are continuously reviewed in order to offer the best and most comprehensive assistance available on the market, both in terms of pricing and offer of services and products.

Algeria	Mali
Angola	Mauritania
Bahrain	Morocco
Bangladesh	Nigeria
Burkina Faso	Oman
Canada	Pakistan
Chad	Qatar
China	Saudi Arabia
Djibouti	Senegal
Egypt	Singapore
Ethiopia	South Africa
EU Countries	South Korea
India	Sri Lanka
Iraq	Sudan*
Italy	Tunisia
Kenya	Turkey
Kuwait	U.A.E.
Japan	Uganda
Jordan	USA
Lebanon	Yemen*
Libya	



*only case by case

Office Hours in Rome and Milan: Monday to Friday from 08:30 to 16:30

(please also refer to p. 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 50 years of activity, we have developed contacts and built up links throughout the world's major markets. We can support and coordinate Italian clients internationally oriented offering them and their potential foreign partners opportunities for a direct and practical dialogue.

SYNDICATION & ENERGY BUSINESS

- 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 market financial syndications: arrangement/participation
- Forfaiting
- Attracting foreign investments

Banca UBAE has the strength and the ability to arrange syndicated facilities supporting major Italian and International general contractors which have been awarded significant civil work projects in Countries we cover.

FACTORING

- ❑ Factoring may produce positive impacts in various areas of commercial credit.
- ❑ Factoring transactions are able to satisfy, in one, the business sale relationship, the client's operational and financial needs, thanks to dedicated instruments which simplify the management of receivables.
- ❑ This service is available mainly at our Milan Branch via a dedicated desk (please refer to page 23 for further contact details).



Milan Branch meeting room

FINANCE ACTIVITIES

- **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
- ❑ Equities

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

CURRENCY	CORRESPONDENT BANKS	SWIFT/BIC	ACCOUNT NUMBER/IBAN	CP	FX	MM
AED	ARAB BANK FOR INVESTMENT AND FOREIGN TRADE, (Al Masraf) Abu Dhabi	ABINAEAA	AE680080000001000476232	CP	FX	MM
AED	BANCA POPOLARE DI SONDRIO, Sondrio	POSOIT22	Account Number: 074/35980 IBAN: IT33V0569611091CRDAE0035980 (Intermediary Bank: First Abu Dhabi Bank, UAE NBADAEAA)	CP	FX	MM
CAD	BANCA POPOLARE DI SONDRIO, Sondrio	POSOIT22	IT74P0569611091CRDCA0035980 (Intermediary Bank: National Bank of Canada, Montreal - BNDCCAMM)	CP	FX	MM
CHF	BANCA POPOLARE DI SONDRIO, Sondrio	POSOIT22	IT55F0569611091CRDCH0035980 (Intermediary Bank: Credit Suisse, Schweiz - CRESCHZZ)	CP	FX	MM
CNY	BANK OF CHINA, Milan	BKCHITMM	IT03T0309301600900200224592	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)

CURRENCY	CORRESPONDENT BANKS	SWIFT/BIC	ACCOUNT NUMBER/IBAN	CP	FX	MM
EUR	BFF Bank S.p.A., Milan	CIPBITMM	IT65M0500001600BC0990003598	CP	FX	MM
GBP	BANCA POPOLARE DI SONDRIO, Sondrio	POSOIT22	03598 (Intermediary Bank: Lloyds TSB Bank Plc London : LOYDGB2L)	CP	FX	MM
JPY	BANCA POPOLARE DI SONDRIO, Sondrio	POSOIT22	IT58Y0569611091CRDJP0035980 (Intermediary Bank: Sumitomo Mitsui Banking Corporation, Tokyo: SMBCJPJT)	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

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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.

STANDARD SETTLEMENT INSTRUCTIONS (SSI)

CURRENCY	CORRESPONDENT BANKS	SWIFT/BIC	ACCOUNT NUMBER/IBAN	CP	FX	MM
QAR	QATAR NATIONAL BANK, Doha	QNBAQAQA	QA53QNBA0000000000001800591001	CP	FX	MM
SAR	THE SAUDI NATIONAL BANK, Jeddah	NCBKSAJE	SA3710000088347000009101	CP	FX	MM
SEK	BANCA POPOLARE DI SONDRIO, Sondrio	POSOIT22	IT29N0569611091CRDSE0035980 (Intermediary Bank: Nordea Bank Abp, Stockholm: NDEASESS	CP	FX	MM
USD	JP MORGAN Chase, NA, New York	CHASUS33	409346793	CP	FX	MM




Important Notice

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

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 <p>Mr Massimo Castellucci</p>	<p>Executive Director Global Head of Business Development Area</p>	<p>ph. +39 06 42377427 fax +39 06 4815786 mob. +39 335 1916264</p>	<p>massimo.castellucci@ubae.it</p>

KEY CONTACTS - INTERNATIONAL BUSINESS DEVELOPMENT DIVISION

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Mr Felicetto Pizzelli	Head of Rome Branch	ph. +39 06 42377285 fax +39 06 4815786	sportelloroma@ubae.it

KEY CONTACTS – FACTORING DESK, Milan

General email address: factoringdesk@ubae.it

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Mr Germano Chiesa	Head of Factoring Desk (<i>ad interim</i>)	ph. +39 02 72521929 fax +39 02 866022 mob. +39 334 6763556	germano.chiesa@ubae.it
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KEY CONTACTS - TRADE FINANCE & BANKING OPERATIONS DIVISION

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Mr Alessandro Di Camillo	Deputy Head of Division	ph. +39 06 42377360 fax +39 06 4815786	merci@ubae.it garanzie@ubae.it estero@ubae.it
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Mr Pietro De Luca	Head of International Money Transfer Dept.	ph. +39 06 42377306 fax +39 06 4815786	estero@ubae.it

OUR NETWORK AND INTERNATIONAL CONSULTANTS

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TIME IS BUSINESS

TOTAL ASSETS

EUR
1,701,828,808

TIER 1 RATIO

19.11%

For any additional information
please visit our website

www.bancaubae.it

Swift codes to be used: UBAI IT RR

UBAI IT RR MIL



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