



YOUR PARTNER IN TRADE FINANCE



Rome

Milan

Tripoli

ABOUT US

January 2023



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 continually 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



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ABOUT US

- ❑ **Banca UBAE was founded in 1972 as “Unione di Banche Arabe ed Europee S.p.A.” (Italia)**
- ❑ **Banca UBAE’s purpose has always been to foster industrial, commercial and financial ties between Europe and the countries of North Africa and the Middle East** by assisting trade initiatives and business ventures
- ❑ Thanks to its unremitting efforts and **50 years’ experience**, Banca UBAE today is a solid, reliable reference point in the market for foreign-trade services targeting **Europe, countries in North and Sub-Saharan Africa, the Middle East and the Indian Subcontinent**



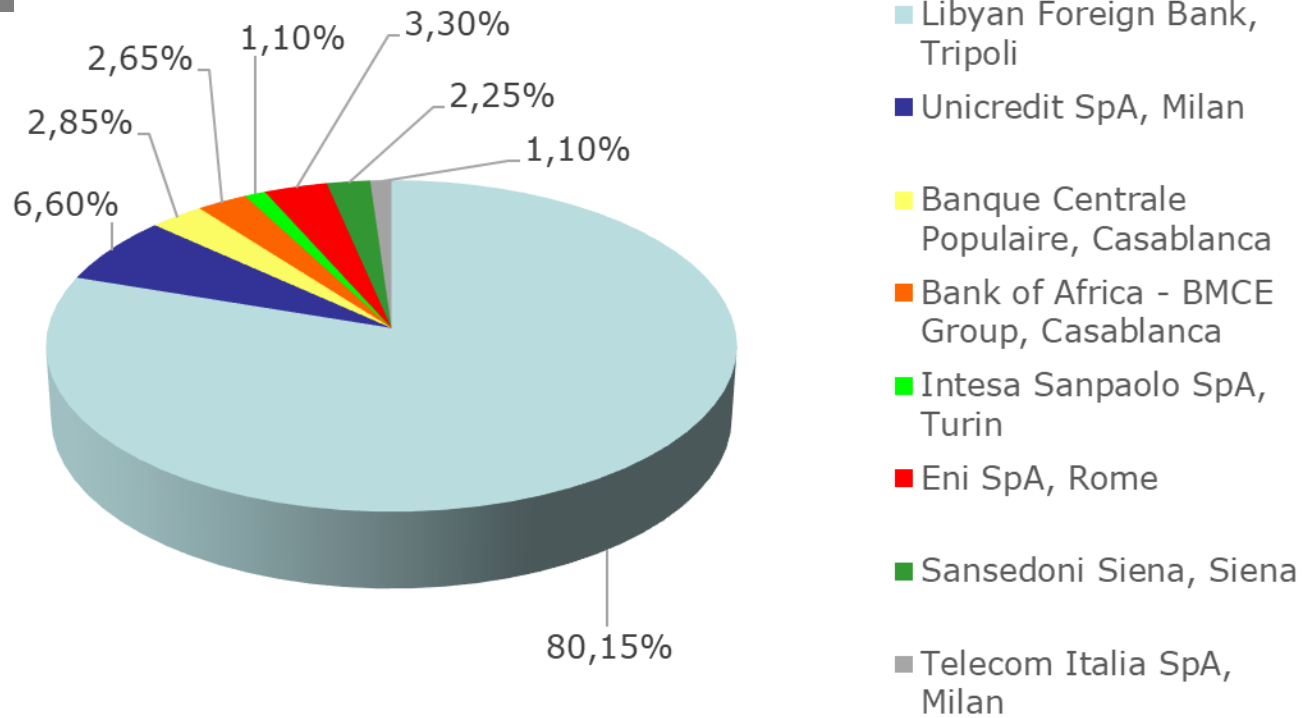
MISSION

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 the countries in North and Sub-Saharan Africa, the Middle East and the Indian Subcontinent



BANCA UBAE TODAY

Shareholders





WHY UBAE

❑ Local expertise

- comprehensive and long-standing **knowledge of the culture, markets and regulatory framework of all North African and Middle Eastern countries**
- **strong business and institutional ties**, thanks not least to UBAE's core shareholders

❑ Focus on Trade Finance

- **trade finance is Banca UBAE's single most important line of business**
- strong record in servicing **international trade in crude and other energy products**
- renowned competence in **taking and managing country, credit and financial risk**

❑ Professional assistance

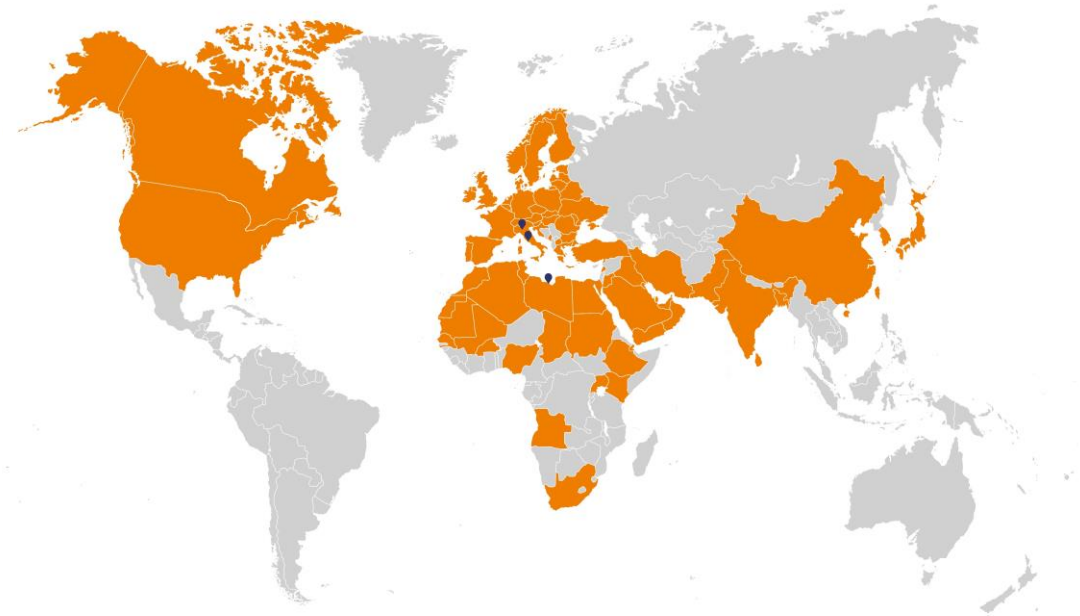
- from **a network of expert advisors based in key locations across North Africa and the Middle East**



We operate in over 50 countries with the support of 500 correspondent banks

Countries we do business with

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



Office Hours in Rome and Milan: Monday to Friday from 08:30 am to 4:30 pm

* Only case by case

BANCA UBAE S.P.A.



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**



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**



PRODUCTS AND SERVICES

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
- ❑ **Banca UBAE's factoring products:**
 - recourse factoring
 - non-recourse factoring with and without notification to the debtor
 - maturity factoring
 - confirming plus maturity
 - indirect non-recourse or recourse factoring
 - structured transactions
- ❑ This service is available mainly at our Milan branch via a dedicated desk



PRODUCTS AND SERVICES

FINANCE

❑ Treasury

- Time deposits in all major currencies
- REPO on Eurozone Govt Bonds
- Fra, IRS, OIS
- Cross Currency Swaps

❑ 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
- platform white label with real time quotes

❑ Capital markets

- Bonds on Primary and Secondary Markets
- Equities



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