



YOUR PARTNER IN TRADE FINANCE



Rome

Milan

Tripoli

**ABOUT US**  
February 2024



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*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*



## CONTENTS

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- 4** About Us
- 5** Mission
- 6** Banca UBAE today
- 7** Why UBAE
- 9** Products and services
- 13** Executive Management
- 14** Key Contacts
- 19** Our network and International Consultants

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## ABOUT US

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- ❑ **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 MENA region** by assisting trade initiatives and business ventures
- ❑ Thanks to its unremitting efforts and more than **50 years’ experience**, Banca UBAE today is a solid, reliable reference point in the market for foreign-trade services targeting **Europe, the MENA region, the Indian Subcontinent and the Sub-Saharan Africa**



## MISSION

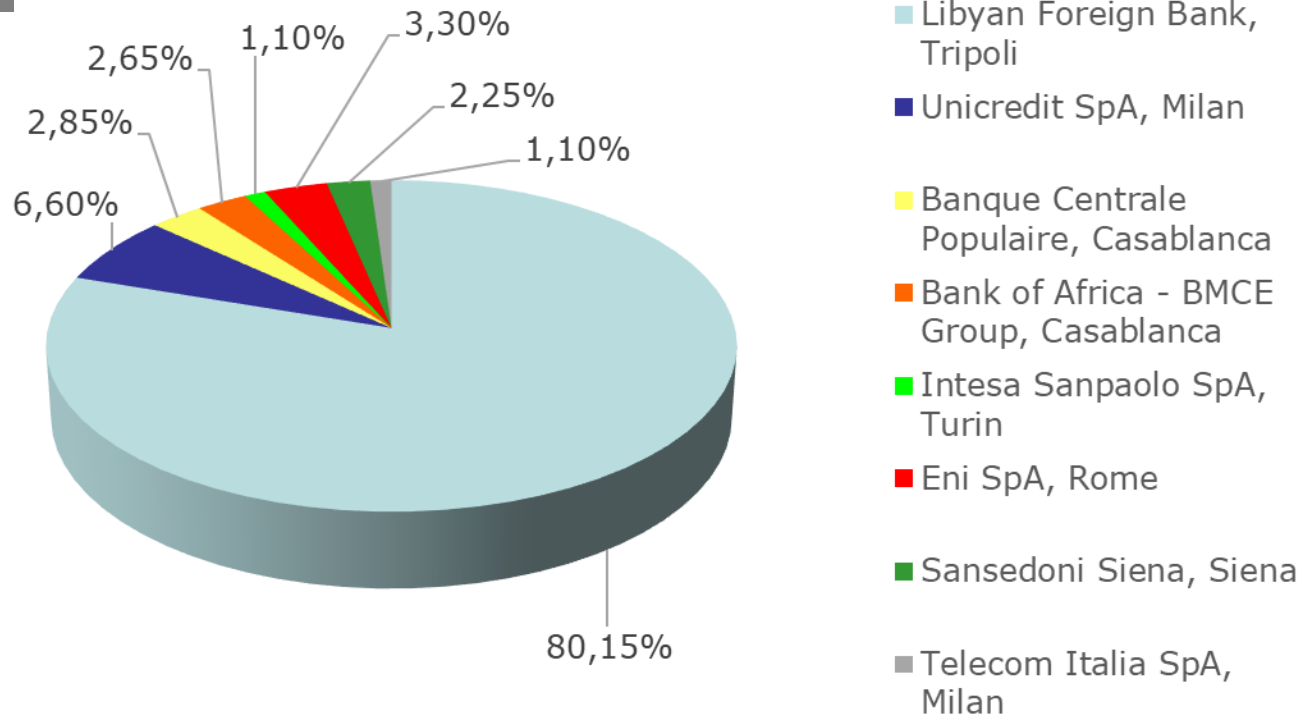
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*To become the preferred advisor and partner for Companies and Financial Institutions wishing to create or enhance commercial, financial, industrial and economic relations between Europe and the countries in North and Sub-Saharan Africa, the Middle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



## BANCA UBAE TODAY

### Shareholders





## WHY UBAE

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### ❑ 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**
- renowned competence in **taking and managing country, credit and financial risk**

### ❑ Professional assistance

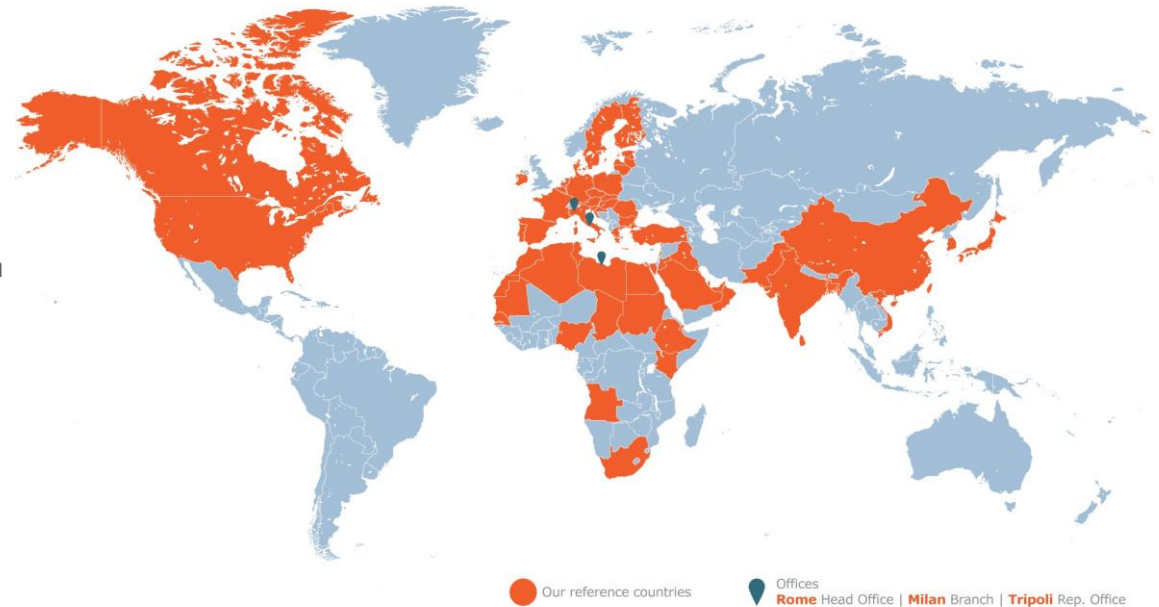
- from **a network of expert advisors**



## COUNTRIES WE DO BUSINESS WITH

Algeria  
Angola  
Bahrain  
Bangladesh  
Canada  
Chad  
China  
Djibouti  
Egypt  
Ethiopia  
EU Countries  
Gambia  
India  
Iraq  
Italy  
Kenya  
Kuwait  
Japan  
Jordan  
Lebanon

Libya  
Mauritania  
Morocco  
Nigeria  
Oman  
Pakistan  
Qatar  
Saudi Arabia  
Senegal  
Singapore  
South Africa  
South Korea  
Sri Lanka  
Sudan\*  
Tunisia  
Turkey  
UAE  
USA  
Vietnam



\* Only case by case





## *PRODUCTS AND SERVICES*

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### 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*

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### **SYNDICATION & ENERGY**

- ❑ **Credit facilities for exporters of goods and services and for companies performing contracts in the energy and non-energy sectors:**
  - issuance of contractual guarantees
  - export credits and loans
  - opening/confirmation of L/Cs
  - post-financing facilities
  - pre-import financing
  - silent confirmation (Star del Credere)
  - accounts for trading companies
  
- ❑ **International euro market financial syndications: arrangement/participation**
- ❑ **Forfaiting**



## *PRODUCTS AND SERVICES*

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### 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*

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### 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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BANCA UBAE S.P.A.



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