



YOUR PARTNER IN TRADE FINANCE



Rome

Milan

Tripoli

ABOUT US
October 2024



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 more than 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 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**



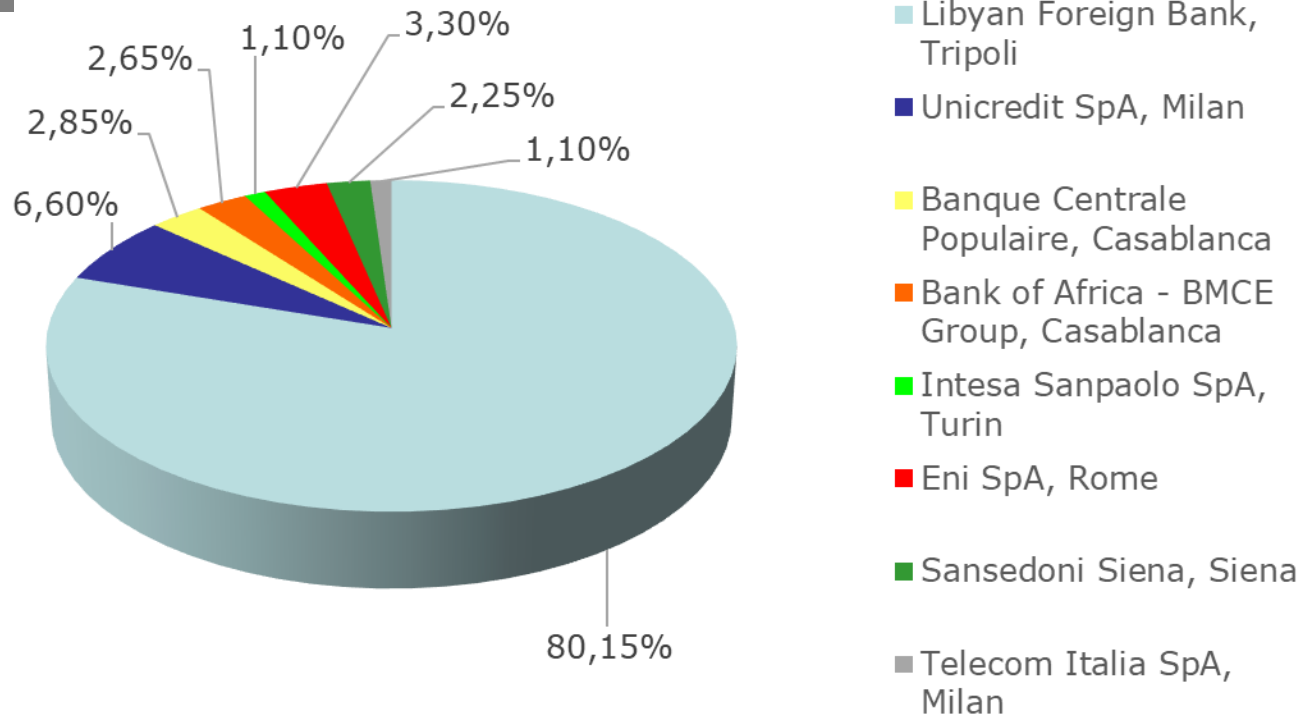
MISSION

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 one of the most important line of business**
- strong record in servicing **international trade**
- renowned competence in **taking and managing country, credit and financial risk**

❑ Professional assistance

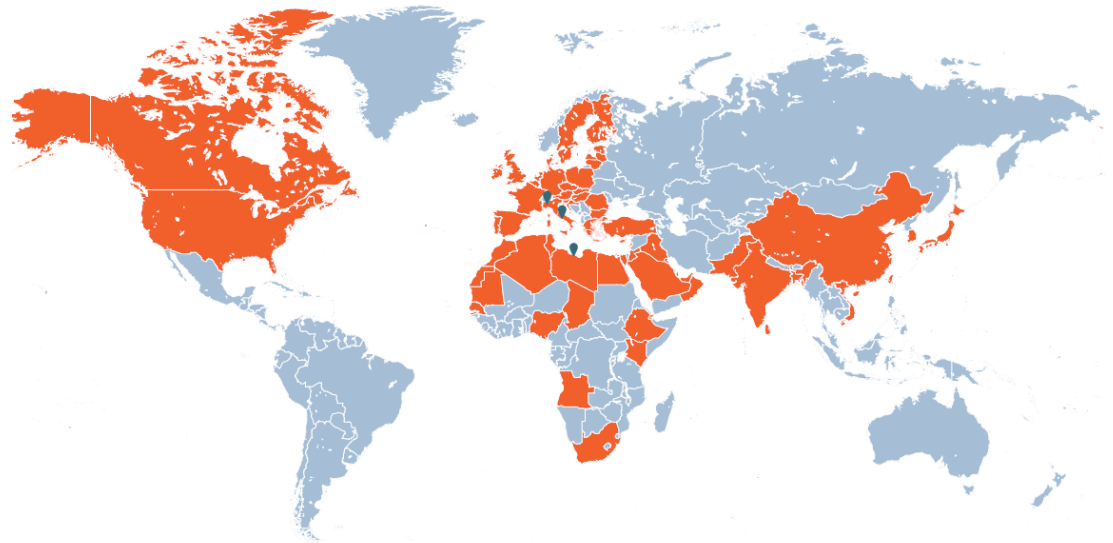
- from **expert advisors**



COUNTRIES WE DO BUSINESS WITH

Algeria
Angola
Bahrain
Bangladesh
Canada
Chad
China
Djibouti
Egypt
Ethiopia
Europe
Great Britain
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
Tunisia
Turkey
UAE
USA
Vietnam



● Our reference countries

● Offices
Rome Head Office | Milan Branch | Tripoli Rep. Office



PRODUCTS AND SERVICES

TRADE FINANCE

DOCUMENTARY CREDITS

- Issuance, confirmation and advising of Export & Import Letters of Credit
- Issuance of assignment of proceeds against Letters of Credit
- Transferable Letters of Credit
- Back-to-Back Letters of Credit
- Confirmation of UPAS Letters of Credit
- Silent confirmation
- Star del credere
- Structured Trade Finance
- Irrevocable reimbursement undertaking
- Pre-check of documents



PRODUCTS AND SERVICES

FINANCIAL TRADE SERVICES

- ❑ Discounting of confirmed/unconfirmed Letters of Credit
- ❑ Discounting of bill of exchange/promissory notes
- ❑ Pre-export and pre-import corporate financing

CASH AGAINST DOCUMENTS

INTERNATIONAL GUARANTEES

- ❑ Issuance and advising of Demand Guarantees and Counter guarantees
- ❑ Issuance, advising and confirmation of Standby Letters of Credit



PRODUCTS AND SERVICES

FACTORING

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

FORFAITING



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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