



YOUR PARTNER IN TRADE FINANCE



Rome

Milan

Tripoli



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 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



CONTENTS

5	About Us
6	Mission
7	Banca UBAE today
8	Why Banca UBAE
9	Products and services
14	Executive Management
15	Key Contacts
20	International Consultants
21	Our Offices

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.



ABOUT US

- ❑ **Banca UBAE was founded in 1972 as “Unione di Banche Arabe ed Europee S.p.A.” (Italy).**
- ❑ Since its foundation, **Banca UBAE’s purpose has been to foster industrial, commercial, and financial relations between Europe and the MENA region** by supporting trade initiatives and business ventures.
- ❑ Thanks to its unremitting commitment and more than **50 years of experience**, Banca UBAE today stands as a solid and reliable reference point in the market for foreign trade services between **Europe, the MENA region, the Indian Subcontinent, and Sub-Saharan Africa.**



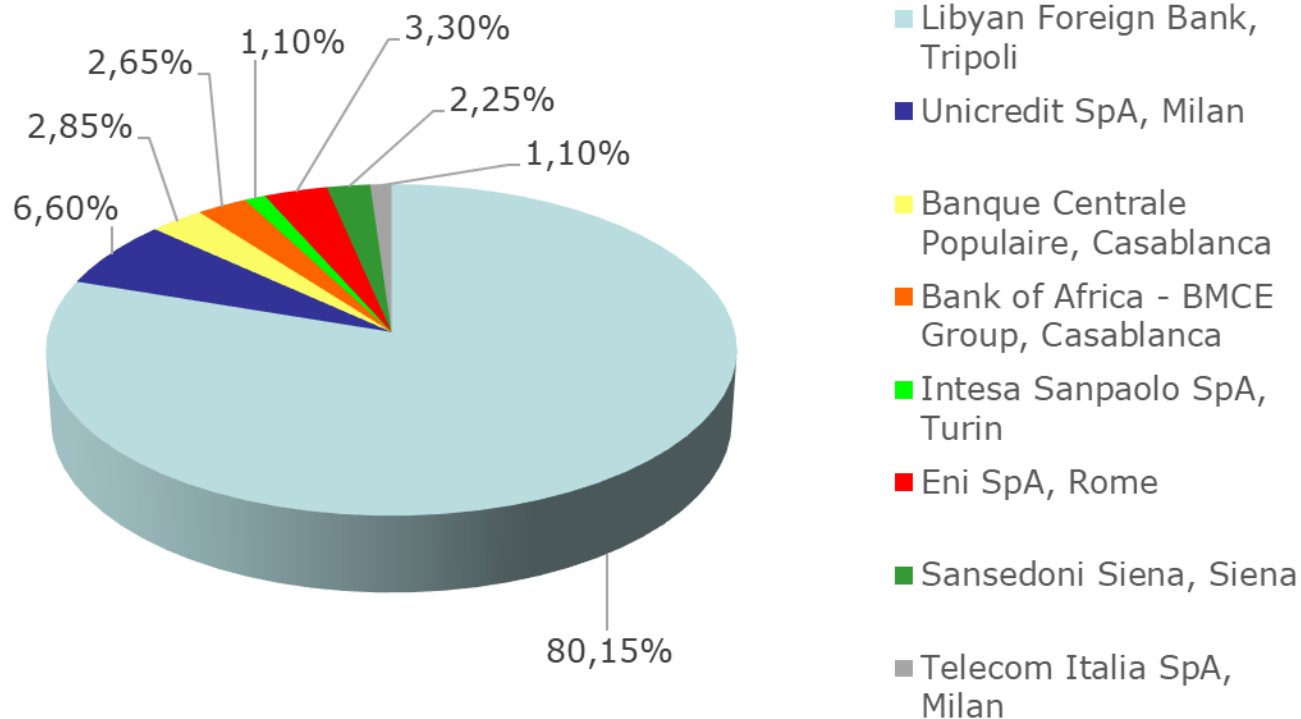
MISSION

To be the preferred advisor and trusted partner for companies and financial institutions, fostering and strengthening commercial, financial, industrial, and economic relations between Europe and the countries of North and Sub-Saharan Africa, the Middle East, and the Indian Subcontinent.



BANCA UBAE TODAY

Shareholders





WHY BANCA UBAE

❑ Local expertise

- Comprehensive and long-standing **knowledge of the culture, markets, and regulatory frameworks of North and Sub-Saharan Africa, the Middle East, and the Indian Subcontinent**
- **Strong business and institutional ties**, thanks in no small part to UBAE's core shareholders

❑ Focus on Trade Finance

- **Trade finance is one of Banca UBAE's most important lines of business**
- Strong record in servicing **international trade**
- Renowned competence in **assessing and managing country, credit, and financial risks**

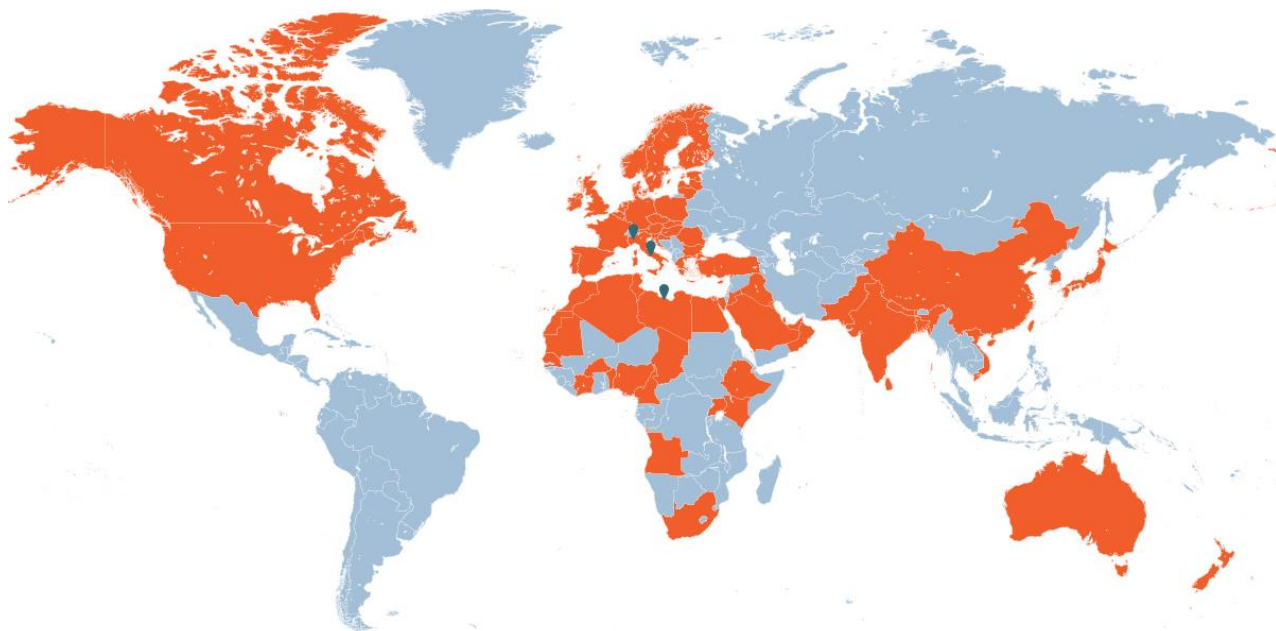
❑ Professional assistance

- **Client-focused support** across the full transaction lifecycle
- Advisory services from **experienced professionals**



Countries we do business with

Algeria	Libya
Angola	Mauritania
Australia	Morocco
Bahrain	Nepal
Bangladesh	New Zealand
Benin	Nigeria
Burkina Faso	Norway
Cameroon	Oman
Canada	Pakistan
Chad	Qatar
China	Saudi Arabia
Egypt	Senegal
Ethiopia	Singapore
Europe	South Africa
Great Britain	South Korea
India	Sri Lanka
Iraq	Tunisia
Italy	Turkey
Ivory Coast	UAE
Kenya	Uganda
Kuwait	USA
Japan	Vietnam
Jordan	



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

- ❑ 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 & Structured 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 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



EXECUTIVE MANAGEMENT

Mr Maurizio Valfrè	General Manager	ph. fax	+39 06 42377215 +39 06 4815786	maurizio.valfre@ubae.it
Mr Sharef S. Alwan	Deputy General Manager	ph. fax	+39 06 42377267 +39 06 4815786	sharef.alwan@ubae.it
Mr Nizar R. Eljadi	Assistant General Manager	ph. fax	+39 06 42377420 +39 06 4815786	nizar.eljadi@ubae.it
Mr Massimo Castellucci	Chief Business Officer	ph. fax mob.	+39 06 42377427 +39 06 4815786 +39 335 1916264	massimo.castellucci@ubae.it



KEY CONTACTS – INTERNATIONAL BUSINESS DEVELOPMENT DIVISION

General email address: internationalbusiness@ubae.it

Mrs Luisa Salvidio	Head of International Business Development Division	ph. fax mob.	+39 06 42377210 +39 06 4815786 +39 335 5323585	luisa.salvidio@ubae.it
Mr Mohamed Babaa Libyan Desk	<u>Country Manager for:</u> Chad, Libya, Uganda	ph. fax mob.	+39 06 42377410 +39 06 4815786 +39 360 1032348	mohamed.babaa@ubae.it
Mr Gerard Bambazimana	<u>Country Manager for:</u> Benin, Burkina Faso, Cameroun, Ivory Coast, Kenya, Mauritania, Senegal, rest of African countries	ph. fax mob.	+39 06 42377230 +39 06 4815786 +39 333 1509616	gerard.bambazimana@ubae.it
Mr Andrea Barbati	<u>Country Manager for:</u> Turkey, rest of OECD countries Trading and Oil Companies Syndicated and Oil Operations	ph. fax mob.	+39 06 42377327 +39 06 4815786 +39 334 6265745	andrea.barbati@ubae.it
Mr Gian Luca Luciano	<u>Country Manager for:</u> Bangladesh, China, Nepal, Pakistan, rest of Asian countries	ph. fax mob.	+39 06 42377383 +39 06 4815786 +39 347 1920149	gianluca.luciano@ubae.it
Mrs Amel Mashali	<u>Country Manager for:</u> Algeria, Egypt, Iraq, Jordan, Lebanon, Morocco, Nigeria, Tunisia	ph. fax mob.	+39 06 42377367 +39 06 4815786 +39 334 6265747	amel.mashali@ubae.it
Mrs Elisabetta Saleki	<u>Country Manager for:</u> Angola, Bahrein, Ethiopia, Ghana, Kuwait, Oman, Qatar, Saudi Arabia, UAE	ph. Fax mob.	+39 06 42377338 +39 06 4815786 +39 331 6432492	elisabetta.saleki@ubae.it

BANCA UBAE S.P.A.



KEY CONTACTS – DOMESTIC BUSINESS DEVELOPMENT DIVISION

General email address: domesticbusiness@ubae.it

Mr Germano Chiesa (based in Milan)	Head of Domestic Business Development Division	ph. fax mob.	+39 02 72521929 +39 02 866022 +39 334 6763556	germano.chiesa@ubae.it
Mr Bruno Guadagno (based in Milan)	Deputy Head of Domestic Business Development Division Head of Milan Branch	ph. fax mob.	+39 02 72521926 +39 02 866022 +39 334 6763555	bruno.guadagno@ubae.it sportellomilano@ubae.it
Mr Michele Sivini (based in Milan)	Corporate Client Manager	ph. fax	+39 02 72521912 +39 02 866022	michele.sivini@ubae.it
Mr Fabrizio Mariani	Corporate Client Manager	ph. fax mob.	+39 06 42377334 +39 06 4815786 +39 335 1918331	fabrizio.mariani@ubae.it
Mrs Francesca Cerchi	Banks Client Manager	ph. fax mob.	+39 06 42377705 +39 06 4815786 +39 366 7689438	francesca.cerchi@ubae.it domesticbanks@ubae.it
Mr Felicetto Pizzelli	Head of Rome Branch	ph. fax	+39 06 42377285 +39 06 4815786	sportelloroma@ubae.it



KEY CONTACTS – FACTORING DESK, Milan

General email address: factoringdesk@ubae.it

Mr Germano Chiesa	Head of Domestic Business Development Division	ph. fax mob.	+39 02 72521929 +39 02 866022 +39 334 6763556	germano.chiesa@ubae.it
Mr Sergio Preti	Factoring Desk Manager	ph. fax mob.	+39 02 72521927 +39 02 866022 +39 333 8010024	sergio.preti@ubae.it



KEY CONTACTS – FINANCE DIVISION

Mr Guido De Battista	Head of Finance Division	ph. fax mob.	+39 06 42377329 +39 06 4815786 +39 340 1736878	guido.debattista@ubae.it
Mr Massimiliano Schiavoni	Forex Desk Chief Fx Dealer	ph. fax mob.	+39 06 42377266 +39 06 4815786 +39 338 9459251	massimiliano.schiavoni@ubae.it
Mr Fabio Serra	Capital Markets Desk Portfolio Manager	ph. fax mob.	+39 06 42377323 +39 06 4815786 +39 338 9445164	fabio.serra@ubae.it
Mrs Vanessa D' Orsogna	Treasury Desk Treasurer	ph. fax mob.	+39 06 42377494 +39 06 4815786 +39 334 9919307	vanessa.dorsogna@ubae.it
Mr Giulio Campello	Sales Desk Sales Manager	ph. fax mob.	+39 06 42377228 +39 06 4815786 +39 335 356917	giulio.campello@ubae.it



KEY CONTACTS – TRADE FINANCE & BANKING OPERATIONS DIVISION

Mrs Suehayla Shemisa	Head of Trade Finance and Banking Operations Division	ph. fax mob.	+39 06 42377378 +39 06 4815786 +39 334 6265746	merci@ubae.it garanzie@ubae.it estero@ubae.it
Mr Alessandro Di Camillo	Deputy Head of Trade Finance and Banking Operations Division	ph. fax	+39 06 42377289 +39 06 4815786	merci@ubae.it garanzie@ubae.it estero@ubae.it
Mrs Madia Putignano	Head of Trade Finance Dept.	ph. fax mob.	+39 06 42377432 +39 06 4815786 +39 331 6743144	merci@ubae.it garanzie@ubae.it
Mr Pietro De Luca	Head of Banking Operations Dept.	ph. fax	+39 06 42377306 +39 06 4815786	estero@ubae.it



CONSULTANTS OF THE BANK'S FOREIGN COMMERCIAL NETWORK

Mr Piero De Angelis Continental Consulting Tunisia Sarl (CCT)	Business Consultant for Tunisia and Algeria	ph. +216 70 296 872 mob. +216 5577 4753 (TN) +39 339 642 3741 (IT)	continental.tn@gmail.com piero.deangelis@advisor.ubae.it
Mr Ashraf Mostapha Abou Alam	Business Consultant for Egypt	ph. +201 005115009 (EG)	ashraf.aboualam@advisor.ubae.it
Mr Germame Kebede Ammea	Business Consultant for Ethiopia	ph. +251 91112490 (ET)	germame.ammea@advisor.ubae.it
Mr Shafiq Pasha	Business Consultant for Pakistan	ph. +92 3202069746 (PK)	shafiq.pasha@advisor.ubae.it



OUR OFFICES

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 4815786

Milan Branch

Piazza Armando Diaz, 7 – 20123 Milan

Cable UBAE MILANO

Swift UBAI IT RR MIL

Phone +39 02 752191

Fax +39 02 866022

Office Hours in Rome and Milan: *Monday to Thursday from 08:30 am to 4:30 pm*
Friday from 08:30 am to 4:00 pm

Libya

Tripoli Representative Office

Omar Mukhtar Street

O. Mukhtar Investment Complex

Tripoli, Libya

Phone +218 21 4446598/4447639

Fax +218 21 3340352



For any additional information
please visit our website

www.bancaubae.it

Follow us



Banca UBAE SpA



Banca UBAE S.p.A.