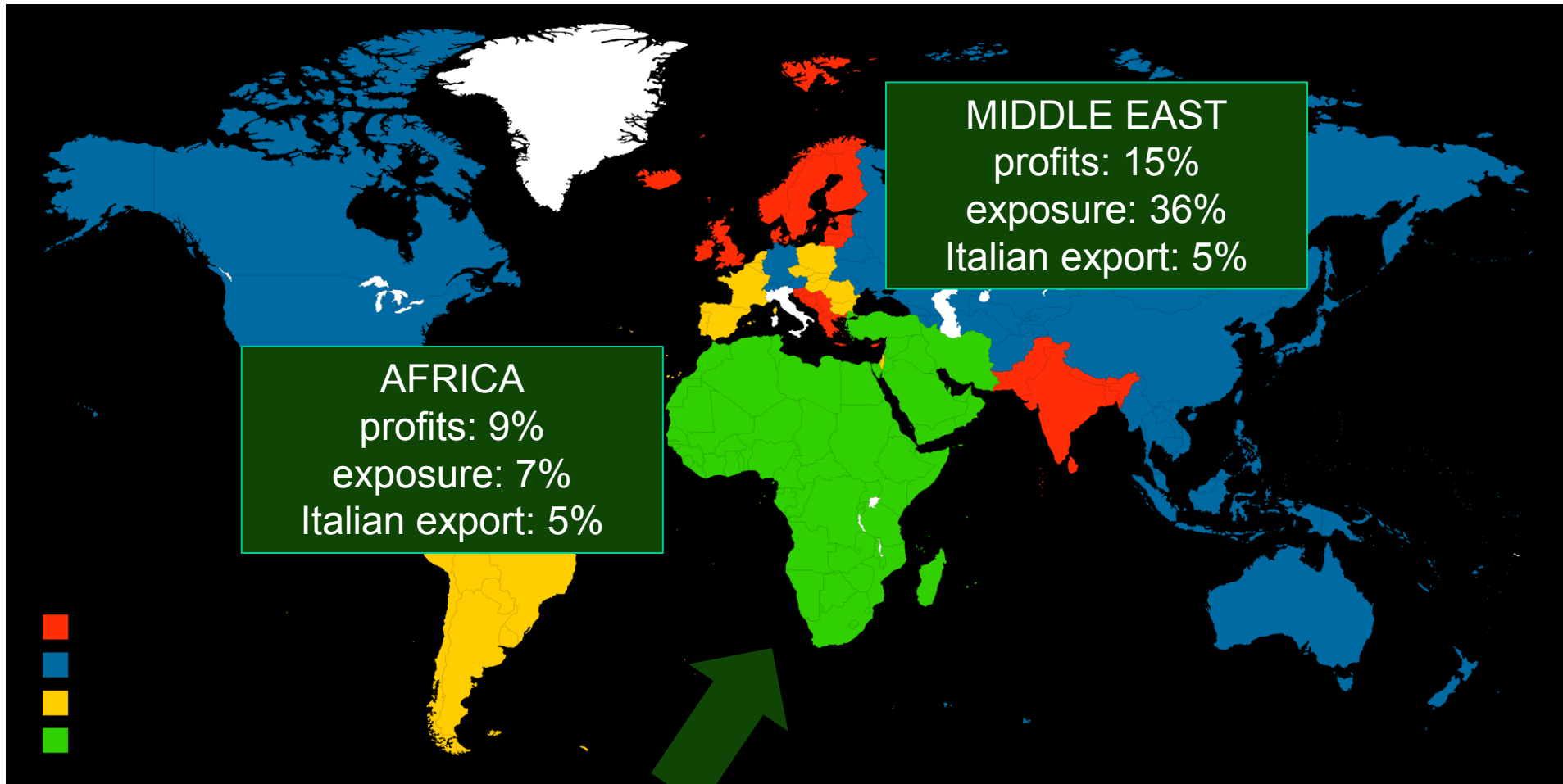


Correspondent Banking

Lorenzo Tassini

UBI  **Banca**
Global Transaction Seminar
Brescia, May 26th | 27th | 28th 2014

Regional coverage



2014 business trips

1° HALF 2014

- February: Lisbon (IFC Global Trade Finance Program annual meeting)
- March: Saudi Arabia (Italian government mission)
 Algeria (annual banks' visit)
- April: Dubai (Italian companies delegation & banks' visit)
- May: Mozambique (Italian government mission)
- June: Tunisia (Investment Forum & annual banks' visit)

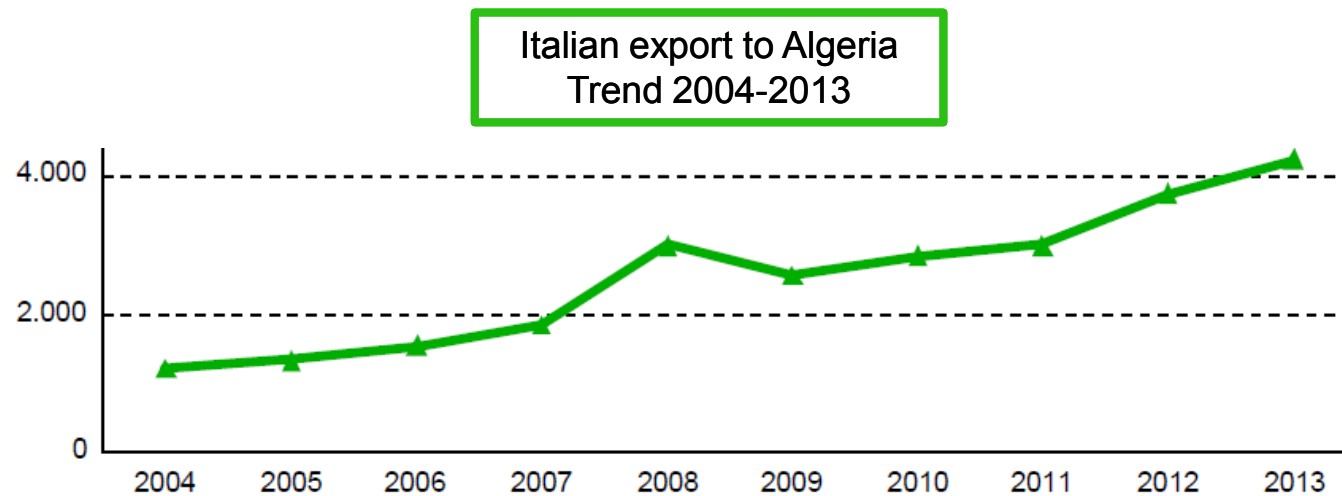
2° HALF 2014

Turkey, South Africa (tbc)

Italy – Algeria trade relationship

	2008	Δ%	2009	Δ%	2010	Δ%	2011	Δ%	2012	Δ%	2013	Δ%
EXPORT to Algeria	3,0	63,0%	2,6	-14,1%	2,9	11,0%	3,0	4,9%	3,8	25,0%	4,3	13,4%
IMPORT from Algeria	8,6	41,0%	6,0	-29,7%	8,1	33,4%	8,3	3,1%	9,0	8,0%	6,2	-30,4%

Figures in bln €



Italy – Algeria trade: main products

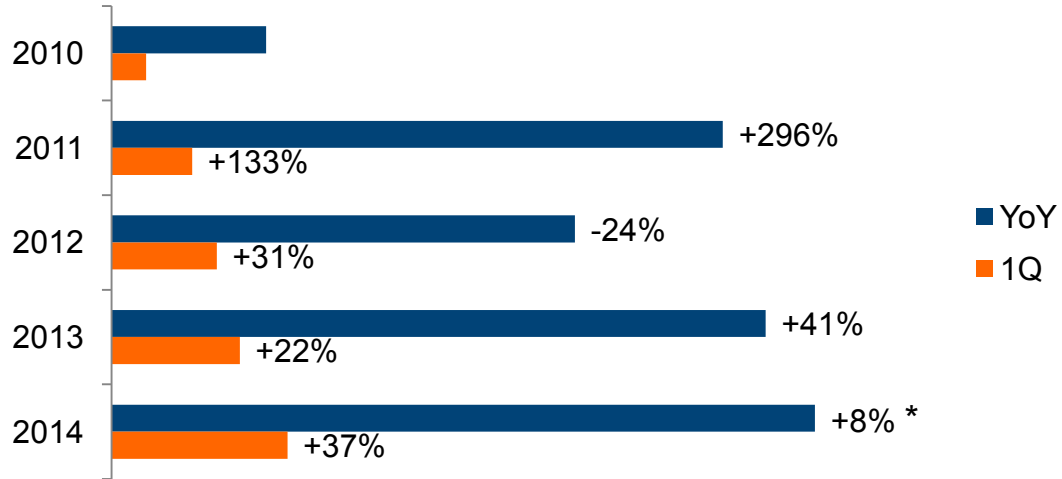


Main products	k €
refined petroleum products	848.352
machinery products	722.988
siderurgical products	702.922
metal construction elements	47.652

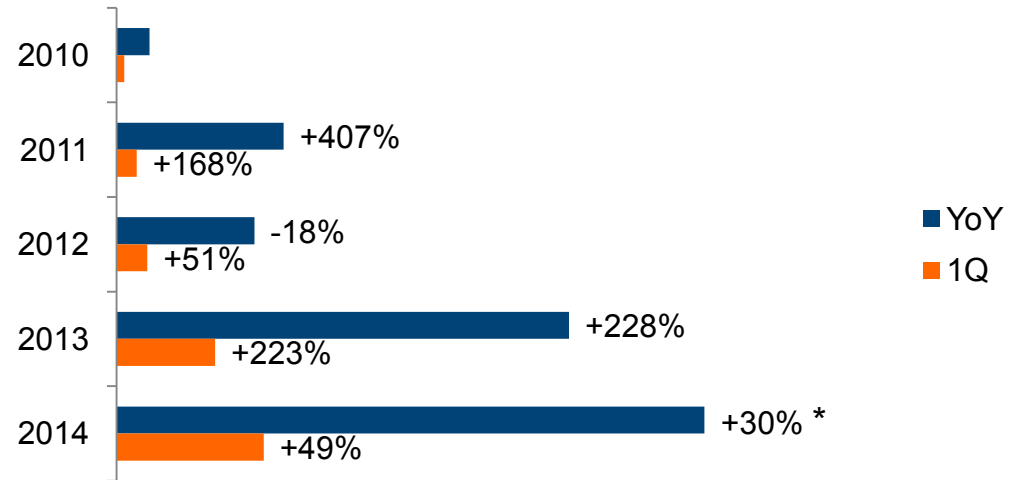
Main products	k €
natural gas	7.757.394
refined petroleum products	674.601
crude oil	427.895

LCs Received - UBI BANCA performance

ITEMS



AMOUNT



* forecast

Main products & services

Trade

- export LCs advising and/or confirmation (to both customers and non customers)
- import LCs issuance (gas purchase from Sonatrach)
- without recourse discounting (against foreign banks' commitments)
- LGs issuance thru main local correspondents
- structured finance (syndicated facilities, long term transactions, ECAs)
- cash against documents/goods

Cash

- Euro & USD clearing (correspondent banks accounts)
- Cash letter agreements (collections of cheques issued by Italian banks)
- Customer referrals

Thank you!