

UBI Banca Network Banks

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

UBI Banca Group Structure

Management, co-ordination, control and supply of centralized services to network banks



8 DOMESTIC NETWORK BANKS

- UBI Banca Popolare di Bergamo
- UBI Banco di Brescia
- UBI Banca Popolare Commercio & Industria
- UBI Banca Regionale Europea
- UBI Banca di Valle Camonica
- UBI Banca Popolare di Ancona
- UBI Banca Carime
- UBI Banca Private Investment

MAIN PRODUCT COMPANIES

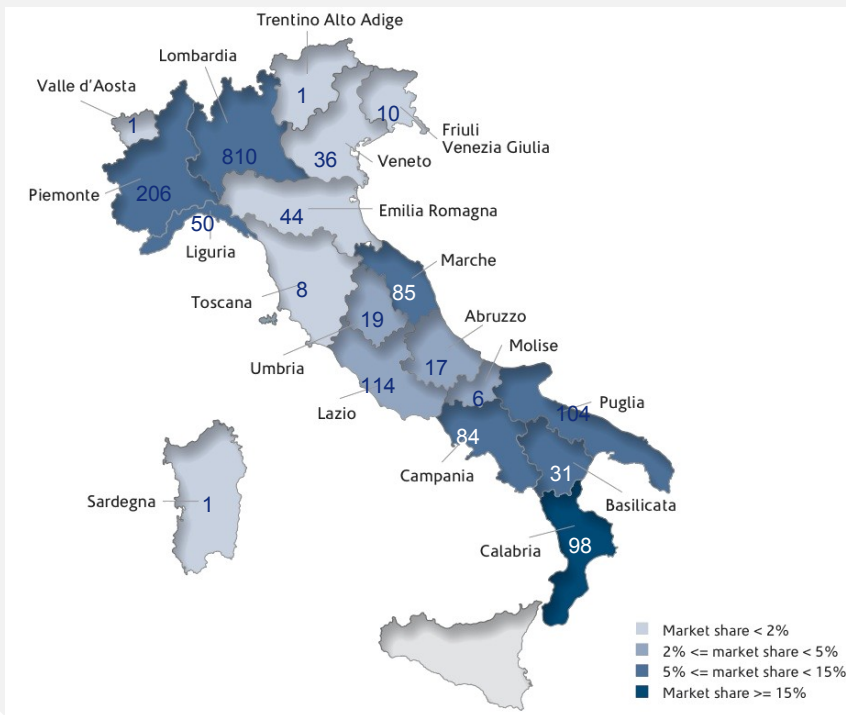
- UBI Pramerica** ASSET MANAGEMENT
(partnership with Prudential US)
- UBI Factor** FACTORING
Da oltre 30 anni protagonista del factoring in Italia e in Europa
- UBI Leasing** LEASING
- UBI Assicurazioni** NON- LIFE BANCA ASSURANCE
(partnership with BNP Paribas/Ageas)
- AVIVA** LIFE BANCA ASSURANCE
Aviva vita (partnership with Aviva)
Aviva Assic. Vita (partnership with Aviva)
Lombarda Vita (partnership with Cattolica)
- IWBank** ON LINE TRADING
Scelta da chi sa scegliere



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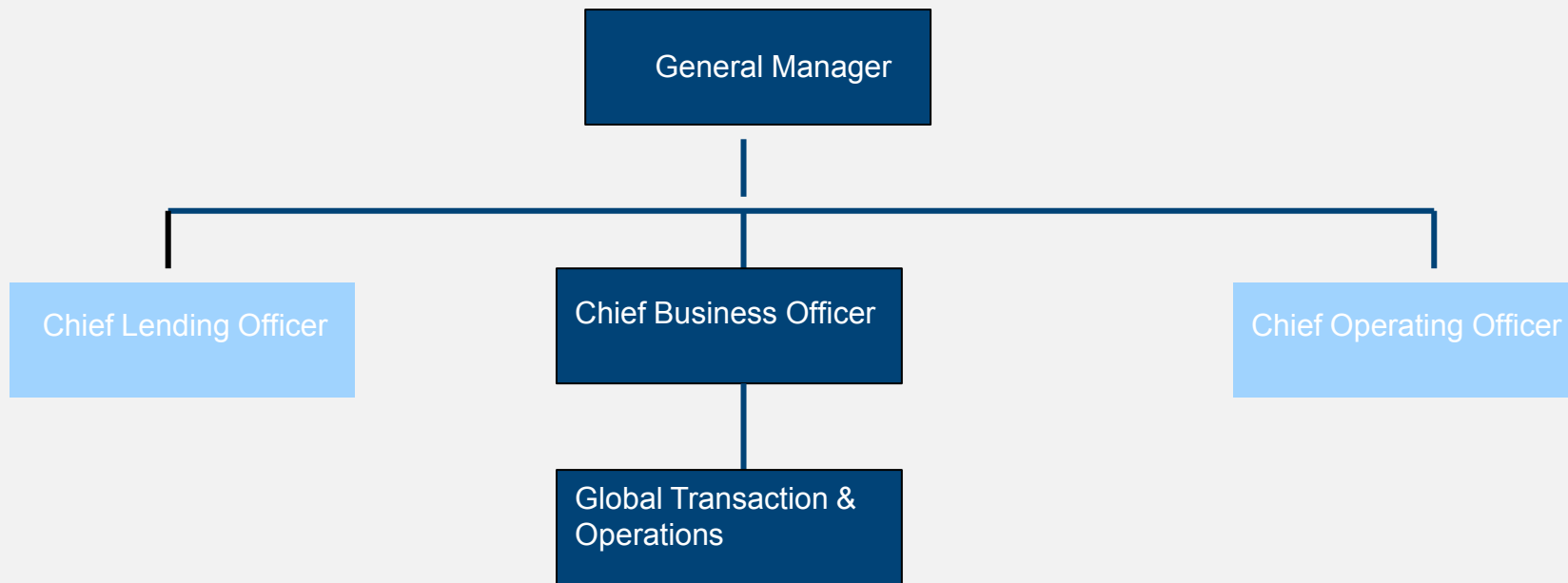
UBI Banca Group: Presence in Italy



- UBI Banca Group has a predominant retail business and a **strong presence in Northern Italy**

- UBI Banca Group has **1.725 branches in Italy (of which 810 in Lombardy)** and 6 branches abroad

UBIBanca organizational chart: GTO



Example of Network Banks organizational chart

UBI  Banco di Brescia



- The International Department of each Network Bank is **subordinated** to the **General Manager**
- There may be slightly differences in the organization in some of the Networks Banks
- **Each International Department supervises one or more International Branches**

UBIBanca GTO Area and Network Banks

**GTO AREA
UBI BANCA**

Foreign Trade Services and Payment Systems Dept

- Commercial Proposal and support to Network Banks
- Monitoring of Network Banks performances
- Training/Education and internal/external communication
- Cash Management
- SEPA and extra SEPA payment systems

Correspondent Banking & Representative Offices

- Relationship/network with foreign Banks in order to assure:
- Services linked to foreign trade in Italy (i.e. Swift Key (RMA), correspondent accounts , cash letter, etc.)
 - Services for corporates in foreign markets

Institutional Credits

- Management of country/bank risk
- (Re) Issuance of guarantees
- Structured trade finance

**NETWORK
BANKS**

**RELATIONSHIP MANAGERS
INTERNATIONAL BRANCHES & PRODUCT SPECIALISTS**

Foreign
Trade
Services

CLIENTS

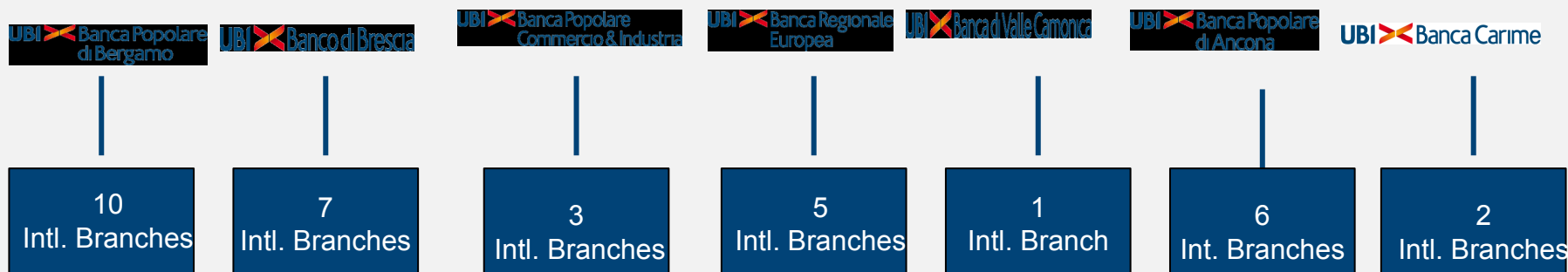
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Organization of Foreign Commercial Department

1 International Department for each Network Bank



34 International Branches
200 Foreign Trade Specialists