



**UBI BANCA STRENGTHENS ITS INVESTMENT BANKING.  
OPENING OF THE NEW 'GLOBAL MARKETS' DIVISION, EXPANDING OPERATIONS ON THE  
FINANCIAL MARKETS**

*A team of around 60 professionals will work to ensure access to the capital markets for Corporate, Financial Institution, Private Banking and Retail clients. The project will complete the Investment Banking platform, adding new businesses with synergies with the Corporate Finance business that has been a major focus of investment for UBI Banca over the last 24 months.*

**Milan, 22<sup>nd</sup> November** - The UBI Banca 'Global Markets' division was inaugurated with the first two issues of Equity Protection certificates for Retail and Top Private Banking clients on 20<sup>th</sup> November. The division will enable the Bank to expand its Investment Banking business and offer an increasingly diverse client base a wide range of financial tools and services dedicated to managing risk on the financial markets.

The new team will be responsible, among other things, for structuring, pricing and secondary market operations for the Retail and Private Banking client certificates, as well as market making operations on equities and fixed-income investments, including government bonds. The Global Markets division will also look after operations in interest rate, forex and commodities risk hedging derivatives, and support Corporate Finance in the distribution of equity and debt capital markets operations, with a sales force with a broad investor coverage.

"The issue of the first two certificates is the first step in an ambitious project: to become a benchmark in Capital Markets operations", said **Alessandro Ravogli, head of the new 'Global Markets' division**. "Developing and strengthening the sales force, increasing Market Making, and substantial IT investments will ensure clients receive the required level of service, enabling the entire Investment Banking area to align itself with our main competitors".

Alessandro Ravogli is a professional with more than twenty years' experience in the financial sector, working for leading Investment Banks (Citibank N.A., UBM – Unicredito Group, Banca IMI – Intesa Sanpaolo Group) in charge of both trading and distribution, with a particular focus on Fixed Income bonds and FX. He joined UBI Banca in October 2018 in order to help complete the Investment Banking business within the CIB area through designing and implementing the Global Markets project. Before joining the UBI Group, since 2015 he had been a director and co-founder of the asset management start-up Springrowth SGR, working with the other partners on a new domestic asset management business model for private debt, designing the operational structure and processes and distributing the company's first credit fund.

UBI Banca's focus on Investment Banking services has recently been boosted by the entry of new senior managers, and not just within the Global Markets perimeter, who have raised the level of



professional skills within the team. In order to better respond to the needs of Corporate clients, this has led to the introduction of coverage for the main industrial sectors in order to create a strategic dialogue with clients and assist them in extraordinary finance operations (M&A, DCM, ECM and Structured Finance). This was made possible by the credibility gained from interpreting the relative industries and an excellent track record over the years.

“The creation of the ‘Global Markets’ division is a natural development for our Investment Banking business, which over the last two years has expanded into new business areas to provide an all-round service to our customers”, said **Vincenzo De Falco, Head of Investment Banking at UBI Banca**. “These new tools will enable us to be active on financial markets in areas of major interest to Private Banking and Retail clients, and to ensure the most appropriate solutions in terms of transparency and capital returns”.

In Corporate Finance, UBI Banca stands out in particular for having assisted clients including Acea, A2A, Enel, Iren and Api in the Energy sector, Alessi and Moorer in the Consumer sector, Bain Capital and HIG in their acquisitions of Fedrigoni and Metalprint in the Industrial sector, and York Capital and DK in the Real Estate sector. In 2019, UBI Banca carried out over 25 bond issuances for Corporate clients and Financial Institutions, and carried out around 70 Structured Finance operations.

The Corporate & Investment Banking division, headed Marco Mandelli, is a point of reference for the bank’s approximately 8,000 Mid Corporate and 700 Large Corporate clients for Investment Banking products and services. The CIB division currently includes 300 professionals.