



## UBI Banca issues its “UBI Comunità per la Fondazione Banco Alimentare Onlus” Social Bond

*Fifty percent of the nominal value of the bonds will be used to implement the project “Più recupero, più vicino” (More Salvage, More Local). This aims to boost the Banco Alimentare’s (Food Bank) collection of surplus products from the agrifood supply chain, major retailers and catering businesses, which are then redistributed free of charge to the partner charities that help people in need.*

*The ex ante SROI for the project is €9.81*

**Milan, 21 November 2019** - UBI Banca announces the issue of a new Social Bond, “UBI Comunità per la Fondazione Banco Alimentare Onlus” for a total of €20 million. The revenues will be donated to the “*More Salvage, More Local*” Project set up by the Banco Alimentare (Food Bank). The Foundation leads a partnership comprising four members of the Banco Alimentare Network: The Daunia Banco Alimentare Association, Lazio Banco Alimentare Charity, Marche Banco Alimentare Charity Foundation and Veneto Banco Alimentare Association.

The Banco Alimentare Network to which the four regional organisations belong comprises 21 different organisations throughout Italy and is coordinated by the Banco Alimentare Charity Foundation based in Milan. The Network salvages surplus products from the agrifood supply chain, major retailers and catering businesses, and redistributes them free of charge to the partner charities that help those in need. The Banco Alimentare Charity Foundation also promotes policies to combat food waste, poverty and social exclusion, working in conjunction with EU and national institutions. More than 7,500 charities throughout Italy are supported by the Banco Alimentare. In 2018, 90,411 food products were redistributed, more than 1 million ready meals salvaged and 9,887 tons of food donated.

The Project “*More Salvage, More Local*” aims to expand the salvage of unused foods and to increase volumes. This will serve the dual purpose of reducing food waste and tackling social exclusion through social inclusion initiatives targeting the weaker members of the population.

The surplus products all come from the agrifood supply chain, particularly the “*Siticibo- Grande Distribuzione Organizzata*” initiative, which salvages cooked and fresh food from catering businesses and major retailers and matches demand to supply, putting charities into contact with the sales outlets closest to them. The main goals of the “*More Salvage, More Local*” project include strengthening ties with regular donors (for example, by involving larger numbers of sales outlets in a single retail chain) and finding new potential donors. The project involves 382 charities and 141 major retail outlets. An estimated 22,400 people have directly benefited from the initiative.



### **A donation of up to €100,000**

The total amount of the charitable donation from UBI Banca to the Banco Alimentare Charity Foundation, to support the *“More Salvage, More Local”* project could reach €100,000 if the entire nominal value of the bonds offered is subscribed. The bonds, issued by UBI Banca have a minimum subscription price of €1,000 a life of three years, half-yearly coupons and a fixed gross annual yield of 0.65% (0.481% per annum, net). They may be subscribed from 21st November 2019 until 27th December 2019 unless the offer period is closed early.

*“The UBI Comunità Social Bonds are a useful tool for developing sustainable projects involving public, private and social bodies, bringing innovation to the traditional forms of support for those in need”* said **Riccardo Tramezzani, Head of UBI Comunità at UBI Banca**. *“They offer private investors the chance to merge their individual financial goals with goals of value and interest to the community”*.

*“We are grateful to UBI Banca for its important support for the “More Salvage, More Local” project –* said **Giovanni Bruno, President of the Banco Alimentare Charity Foundation**. *“This is a practical contribution to our work in partnership with charities, which enables us to combat food waste and support people in need.. The project will boost the salvaging of fresh food from major retails chains and cooked food from corporate catering, increasing the mix and the nutritional value of the food that will be donated to people in need. The operation implement a virtuous model of a circular economy with an impact on the social fabric, but also a recognised environmental and educational benefit”*.

### **SROI as a tool for the measurement of social value**

The value of the social benefit for the recipients and for society provided by the social bond is calculated for the project, as has already been done for donations linked to previous issuances. The method chosen for the calculation is the social return on an investment (SROI). The SROI is a means of quantifying the social or environmental value generated by a project, an initiative, or social organisation in economic terms.

The Banco Alimentare Charity Foundation has calculated the social, economic, environmental and educational benefits of the project, which are estimated to be €9.81 *ex-ante* for every euro invested. The main benefits include increasing the quantity of food available to people in need, ensuring a more complete and appropriated nutritional mix, improving health; enabling charities to use their financial resources to provide support and services other than just food; and enabling donors to give social value to food by reducing the costs of disposing of surplus product. Furthermore, salvaging food prevents it from becoming waste, which on the one hand saves energy, reducing carbon emissions, and on the other enables packaging to be recycled. Finally, the Banco Alimentare Network raises awareness among the general public, in particular people involved in the agrifood supply chain, helping to reduce waste and make production and distribution “sustainable”. The consolidated result (ex post) will be reported and disclosed when the project is completed.



### **UBI Comunità Social Bonds.**

Social bonds are debt instruments designed to support high social value initiatives which offer subscribers a market yield and allow the Bank to use the funding acquired from their issue to make cash donations or grant loans at competitive conditions to support high social impact projects or investments. They involve and reward significant nonprofit organisations in local communities, that have good capabilities to mobilise stakeholders and projects with a high social impact.

Between April 2012 and November 2019 the UBI Banca Group has issued 95 UBI Comunità social bonds for a total value of greater than one billion euro. These have made it possible to make charitable donations of over €5 million designed to support initiatives of social interest and they have been subscribed by over 39,000 UBI Banca Group customers. Furthermore, loan pools have been created for loans of over €21 million destined to social consortia, enterprises and co-operatives.

*UBI Banca is one of the leading commercial banks in Italy, with a market share of approximately 7%, 1.638 branches in Italy and around 20,200 employees. Since 2011 the Bank has had a unit specialising in business with both Church and non-Church clients belonging to the third sector. A new organisational structure and positioning with regard to the world of public authorities was defined in 2016 with the 2019-2020 Business Plan. A new strategic area named UBI Comunità was established with the purpose of overseeing and developing commercial relations both with the third sector and the civil economy as well as with public authorities and with the various groupings of associations. UBI Banca promotes partnership initiatives between the public, private and private social sectors with this area, by involving local communities and by innovative leverage of the Group's abilities and expertise. With UBI Comunità, UBI Banca adds to a range of services designed for simplified banking operations that are secure and economical, with diversified credit solutions to pay advances on contributions and revenues, together with a range of flexible and customisable financing solutions to support the pursuit of institutional aims and to launch or accelerate economically sustainable paths to growth and social innovation. In 2013 UBI Banca received the Italian Banking Association "Charitable Bank" prize and the National Prize for Innovation awarded by the President of the Republic.*

*The Issuer will apply for admission of the bonds for trading on the EuroTLX multilateral trading facility. The Issuer will also act as the "specialist" on the multilateral trading facility EuroTLX®, publishing quotations during trading hours, in accordance with market requirements. More detailed information on the conditions, costs and risks involved in the investment is contained in the "Definitive Conditions" and in the "Summary Note" and in the section on "Risk Factors" in particular, which may be consulted.*

*We underline that the bonds in question could reduce in value (by as much as 100% of their value), or be converted into a capital instrument of the issuer (e.g. shares), or undergo a reduction in the interest, or a temporary suspension in the payment of interest for a transitory period, due to, amongst other things, the application of a "bail-in" and, more generally, to banking crisis resolution procedures in accordance with the regulations currently in force concerning the resolution of banking crises.*

*This document is a press release and it contains information for the media and the newspapers to which it is addressed. It is published for the same purposes on the Bank's corporate website, [www.ubibanca.it](http://www.ubibanca.it), expressly and solely in the section entitled "Sala Stampa" in the Italian version and "Press" in the English version.*

*This message is of a promotional nature for potential subscribers of the investment and it does not constitute an offer or an invitation to invest in the bonds, nor does it constitute financial advice or a recommendation to invest.*

*The bonds may be subscribed from 21<sup>st</sup> November 2019 until 27<sup>th</sup> December 2019 unless the issuer opts to close the offer period early. For more detailed information on the characteristics, conditions and costs and risks involved in the investment, you are invited, before subscribing, to read the Basic Prospectus, inclusive of the Registration Document, the Definitive Conditions and the Summary Note, with particular attention paid to the section "Risk Factors" relating to the issuance.*

*The Basic Prospectus filed with the Consob (Italian securities market authority) on 31/10/2019 following the approval notified by the Consob with Note No. 0677204/19 of 31/10/2019, and the relative Supplements and Definitive Conditions relating to the issuance are available free of charge at the headquarters, in branches and on the website of the Issuer ([www.ubibanca.it](http://www.ubibanca.it)), and at the headquarters and on the website of IWBanck, which also act as Placement Agents. The "Solidarity Credit Transfer" function is reserved to holders of Qui UBI accounts who have granted consent for the processing of their personal data to promote the services of third parties that do*



*not belong to the UBI Banca Group. Charitable donations are tax-deductible for natural persons up to a limit of 10% of the total declared income and in any case up to a maximum of €70,000 per year in accordance with Art. 14 of Decree Law No. 35 of 14.3.2005 and Art. 1 of Prime Ministerial Decree of 18.4.2013.*

**BANCO ALIMENTARE**

*Since 1989 the Banco Alimentare has been salvaging unsold, unexpired surplus foodstuffs that would otherwise have been destroyed, because no longer saleable. After being salvaged instead of wasted, the products regain value, and become a resource for those who have too little. The Banco Alimentare Network operates on a daily basis via 21 Banco Alimentare organisations located throughout Italy, coordinated by the Banco Alimentare Charity Foundation. In 2018 Banco Alimentare salvaged and distributed over 90,000 tonnes of food to 7,569 charities that help more than 1,500,000 people in need in Italy.*

*The Banco Alimentare Charity Foundation has sponsored the National Food Collection Day in over 13,000 supermarkets throughout Italy for the last 23 years.*

*The work of Banco Alimentare is made possible thanks to the daily efforts of more than 1,800 volunteers and approximately 100 employees.*

**For further information please contact:**

UBI Banca Media Relations

[Media.relations@ubibanca.it](mailto:Media.relations@ubibanca.it)

+ 39 02 77814213 / 4938 / 4139