



UBI TOP PRIVATE BANKING CONSOLIDATES ITS POSITION AMONG THE MARKET LEADERS

UBI Top Private Banking, UBI Banca's private banking division, a leading player on the Italian market, brought its Private Banking Relationship Managers and senior managers of the Bank together at Palazzo Mezzanotte to take stock of its first two years activity and to share strategies and growth targets at its "Top Private Banking Vision Convention". With assets under management of approximately €36 billion and 27 Private Banking Centres operating throughout Italy, UBI Top Private Banking looks to the future counting on its excellence and a full range of advisory services to compete on complex, innovative and changing markets.

Milan, 20th June 2019 – A meeting entitled "Top Private Banking Vision" was held today at Palazzo Mezzanotte (the headquarters of Borsa Italiana), the annual convention of UBI Top Private Banking, UBI Banca's private banking division, currently one of the leading players on the private banking market in Italy in terms of assets under management, with tailor-made solutions for clients with wealth of over €1 million.

The convention was attended by approximately 500 of the Group's staff and speakers included Victor Massiah, the Chief Executive Officer of UBI Banca, Frederik Geertman, Chief Commercial Officer, Elvio Sonnino, Chief Operating Officer, Riccardo Barbarini, Manager of UBI Top Private Banking and Andrea Ghidoni, the Chief Executive Officer of Pramerica.

UBI Top Private Banking has been operational since 2017 following the "Single Bank" operation when the expertise in wealth management possessed by the seven commercial banks that formed part of the UBI Group was concentrated in a single division.

Today UBI Top Private Banking has approximately €36 billion of assets under management and is comprised of 27 Private Banking Centres spread throughout the country. It has a network of over 300 Private Relationship Managers who provide a full advisory service to its clients, very often businessmen, which also covers non-financial aspects such as asset protection and generation turnover.

"Clients with 'corporate' requirements have always been at the centre of our attention. We were the first in Italy to recognise and respond to the specific needs of business families and family firms" said Riccardo Barbarini, the Manager of UBI Top Private Banking. "With our Family Business Advisory Units, assisted by synergies created with UBI Corporate & Investment Banking, we are able to identify tailor-made solutions for the protection, management and growth of family and corporate wealth, in which real estate assets and



typical succession planning activities often also play an important role. The main objectives of our division, which was formed precisely to meet future challenges in the sector, which is currently undergoing complex change, are to excel in generating added value which UBI Top Private Banking's professionals are able to guarantee by being close to clients and understanding all their requirements, to identify innovative solutions to meet increasingly more sophisticated needs and to employ carefully aimed use of technology to simplify activities".

UBI Top Private Banking's range of services consist of Evolved Private Banking Advisory and Family Business Advisory services. With its use, amongst other things, of an IT platform which constantly monitors risk and which is shared with the client, our Evolved Private Banking Advisory service comprises three different models: at the service of corporate liquidity, institutional and to support the activities of individuals, according to the different delegation levels. The Family Business Advisory Service provides integrated solutions to meet complex requirements regarding the organisation, management and protection of a family's wealth (financial, real estate and corporate), succession planning and the safeguarding of the quality of life for elderly persons (self-caring), minors or persons with disabilities.

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