

UBI BANCA AND CONFINDUSTRIA (CONFEDERATION OF INDUSTRY) RENEW THEIR AGREEMENT FOR INNOVATION AND DIGITALISATION IN COMPANIES

The association of industrialists and the bank confirmed the formation of a €1 billion loan pool to finance company investments in line with the objectives of the “Industria 4.0 National Plan”. New strategic elements have been introduced in the memorandum of intent: the distribution of corporate welfare, the development of “4.0 Supply Chains” and corporate social responsibility.

Rome, 4th October 2018 - After a little more than a year since the last agreement between Confindustria and UBI Banca was signed to support the companies’ efforts to innovate and transform digitally, the association of industrialists and the Bank signed an addendum to that agreement today, which supplements their collaboration with new synergies to assist growth in size and access to capital markets.

The agreement, which has been extended until 31st December 2020, involves the creation of a €1 billion loan pool to grant medium and long-term loans to companies that invest in R&D and innovation and also specific initiatives to offer financial support and advisory services to companies that intend to benefit from the “Industria 4.0” National Plan. The latter will be achieved, amongst other things, by means of the “Digital Innovation Hubs” (DIH) set up within the Confindustria network.

More specifically, development of this collaboration involves the following:

- **distribution of company welfare:** as part of the agreement, UBI Banca and Confindustria have signed a framework agreement at national level with the aim of collaborating together to develop a culture of company welfare. UBI Banca, which is the first bank to offer welfare services on the market to strengthen community ecosystems, has signed single framework agreements over the last year with a number of different local Confindustria associations in order to also promote welfare in communities specially for small to medium-size enterprises;
- **development of “4.0 Supply Chains”:** enhancement of production supply chains in order to improve the ability to extend credit to the companies that belong to them. For this objective, with support from the Digital Innovation Hubs, the association of industrialists and the Bank will explore the needs of companies belonging to industrial supply chains and they will define investment projects to which we will make an appropriate loan proposal;
- **social responsibility as a competitive strategy:** sustainability-oriented projects constitute targets of the loan pool envisaged under the agreement. Confindustria and UBI Banca will set up a joint working group to analyse strategies and investments with a sustainable impact. These are investments designed to reduce environmental impacts, maintain and create new employment, establish public-private partnerships, improve levels of welfare and help to support disadvantaged areas or those hit by natural disasters with dedicated projects;

- **development of “ELITE Lounges”:** thanks to collaboration with Confindustria, 21 companies entered the ELITE UBI Banca Lounge last March and have been assisted by the Bank in the training stage on strategic discussions with shareholders and management designed to identify possible extraordinary finance operations. Some companies have concluded strategic operations with the help of UBI Banca. In the second stage the Bank will work with businesses to define strategies and organisational and governance aspects.

UBI Banca and Confindustria are continuing with their joint activities in the Digital Innovation Hubs. The Bank has made experts available to businesses on financing for digital transformation projects and it has offered advisory services on access to European funds and concessions under the Industria 4.0 National Plan. The association of industrialists has launched a training programme with expert specialists to develop projects that are in line with innovation and digitalisation. The DIHs involved are those for Lombardy (inclusive of the local Bergamo and Brescia associations), the Marches, Piedmont and Umbria.

“The agreement signed today”, said **Confindustria President, Vincenzo Boccia**, “once again affirms our commitment, which we share with UBI, to the creation of bank-business relationships capable of accompanying Italian industry faced by the new competitive challenges of innovation and digital transformation. The Industria 4.0 Plan has demonstrated its efficacy in the real economy and has helped to launch growth and investment again. We must continue along this path and, by means of synergies with the banking system, companies must be put in a condition to grasp all the Plan’s opportunities. The decision to enhance collaboration with UBI is of strategic significance with the inclusion of initiatives dedicated to the development of “4.0 Supply Chains”, to the promotion of “4.0” sustainable investments, to support for companies working on growth processes which involve them opening up to capital markets and to the development of a welfare culture and this reaffirms the role of companies as protagonists in the development and well-being of the community, able to create jobs and value for society”.

“The competitiveness of Italian companies and innovation in the world of production constitute the objectives of work begun with Confindustria last year. We have achieved important results”, said the **Chairwoman of the Management Board, Letizia Moratti** “and we wish to consolidate this collaboration by broadening the range of tools available for the growth of companies, which are corporate welfare, corporate social responsibility and the development of ‘4.0 Supply Chains’. Today we are facing some very precise exogenous factors: a banking system that is a little more robust having largely overcome the effects of prior year crises and economic growth that is slowing. As UBI Banca, we are playing our part working together with protagonists of the Italian economy, companies and the capital market. We need to prevent growth from slowing further because our companies not only need our trust, but also a market that is dynamic and ready to open up new paths”.