



AGREEMENT BETWEEN ANSALDO ENERGIA AND UBI BANCA: COMMON INITIATIVES TO SUPPORT THE GROWTH OF ANSALDO ENERGIA'S SUPPLIERS

Thanks to an agreement signed and presented in Genoa by top managers of the respective groups, an initial substantial number of suppliers to the energy group will have access to dedicated loan products and specialist advisory services to do business on global markets.

Genoa, 4th May 2018 – The objective of the agreement signed between UBI Banca and Ansaldo Energia S.p.A. is to support this company's supply chain in order to assist firms in the sector with growth and business on international markets with specialist advisory and banking products. It is aimed at an initial substantial number of suppliers to the group that operate in the energy sector which is expected to grow progressively.

The partnership constitutes a point of reference for the development projects of firms that are suppliers to Ansaldo Energia. These firms will be able to count on strategic advisory services and on the innovative range of the Bank's lending products.

Thanks also to the concessions provided under the "Piano Nazionale Industria 4.0" legislation for which UBI Banca has already signed an agreement with the National Confindustria (confederation of industry), the support with investments covers all the different financing requirements of these firms ranging from the purchase of plant and machinery, to medium to long-term working capital and investments in intangibles such as for example expenditure on R&D.

On the basis of the agreement UBI Banca will deliver exclusive advisory services to Ansaldo Energia suppliers provided by specialists so that they may grasp all possible opportunities including those regarding tax concessions. In terms of "internationalisation", firms will be supported during the stages where they plan their entry onto foreign markets and also with current operations and growth for those who have already reached beyond the home market.

"The solutions we are offering to Ansaldo Energia's suppliers are the result of our Bank's long years of experience working with the most dynamic parts of the Italian manufacturing sector", said **Marco Mandelli, Manager of UBI Banca's Corporate & Investment Banking Division** "and it confirms UBI's commitment to specialisation in and support for strategic sectors in industry for the country's economy and for the individual firms that operate in it."

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