

## Providing support for Italian corporates in CHINA since 1988

- With Representative Offices in **Hong Kong** (HUB Far East & Greater China) and **Shanghai**
- Provides support for Italian corporates in feasibility studies and set up of structures to access the Market
- Provides financial support for subsidiaries of Italian corporates through local partner banks
- Provides wide range of tailor-made solutions for trade finance
- One of the first Italian banks to operate in RMB (from Italy)
- Active in Asset Management with a JV in Shanghai (first Italian bank to obtain a license) since 2005

## March 20, 2019: MOU signed with the SUMEC ITC Group, a very positive experience for UBI Banca and our corporate clients

- This close cooperation not only allowed us to provide a new access key to the Chinese market for Italian corporates approaching it for the first time, it also created alternative channels and diversification to those present in China
- Responsible for introducing 65 Italian Corporate to SUMEC
- Joint participation at the Auto Aftermarket Guangzhou 2019 and set up of B2Bs for all the Italian exhibitors
- Several specific enquiries from Sumec to search and introduce new suppliers from Italy
- The strengthening of relations and the support of SACE allowed the increase in offers of financial solutions to support Italian exporters
- Road-show in Italy with SACE to meet Italian exporters (postponed due to the Covid-19)