

UniCredit International Center Italy

Supporting our Corporate Clients' Internationalization Strategies and Ambitions



Alessandro Paoli, Head of UniCredit International Center, Italy

UniCredit SpA, Milan

Verona, 25 Ottobre 2017



UniCredit: una banca commerciale paneuropea, semplice e di successo...

Banche commerciali con
posizioni di leadership¹
in 12 Paesi² su 14



Il secondo Corporate
Lender in Europa con più
di €300 bn erogati³



25 milioni di clienti di cui
circa 600,000 nel settore
corporate
e pubblico



Il nostro **Network
Internazionale** è presente in
16 paesi ed ha accesso pure
ad un network di circa 4,000
banche corrispondenti



Posizione di Leadership nel
mercato **EUR Bond**⁴ e siamo
una **Trade Finance Power
House**⁵ in Europa



¹Dati al 9/2016, ranking tra #1 e #5 in termini di market share (total assets secondo i locali accounting standards); ²Italy, Germany, Austria, Czech Republic, Slovakia, Hungary, Slovenia, Croatia, Bosnia and Herz., Serbia, Russia, Romania, Bulgaria, Turkey; ³Al 30 Set 2016 (Fonte: analisi interna basata sui dati finanziari delle banche e presentazioni fatte al mercato);

⁴#1 EMEA Bonds in EUR per no. di deals nel 2016 (con l'esclusione di self-led transactions), fonte: Dealogic; ⁵Euromoney Trade Finance Survey 2017: Euromoney;

<http://www.euromoney.com/Poll/181705/PollsAndAwards/Trade-finance-survey.html>



UniCredit: la nostra presenza internazionale

Presenza ed Organizzazione Internazionale

Black: Filiali ed Uffici di Rappresentanza

Red: Network di Banche Commerciali

Green: Altre presenze UniCredit



As of March 2017



UniCredit International Center Italy (UIC) – Coverage dedicato & specializzato

UIC Italy: una breve introduzione

UIC Italy supporta l'internazionalizzazione della clientela corporate italiana

MISSIONE

1

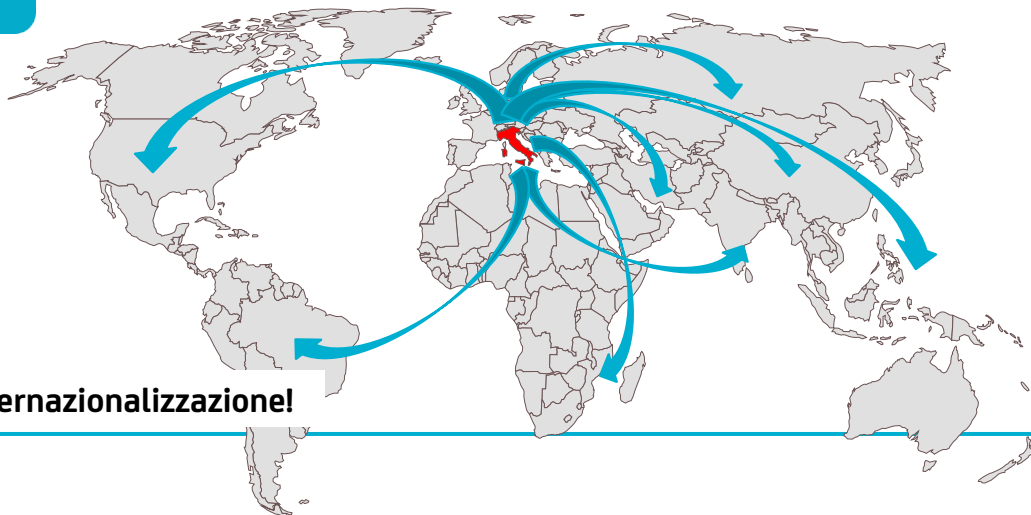
- UIC Italy è il **single-point-of-entry** per sviluppare e supportare le necessità della nostra clientela corporate internazionale

2

- Facilita il **contatto** e la **collaborazione** con il Network Internazionale del Gruppo UniCredit ("**One Bank One UniCredit**")

3

- UIC Italy è un'unità strutturata per fornire alla nostra clientela corporate un supporto dedicato e specializzato finalizzato all'**origination** ed **execution** del business cross-border



Il Vostro Entry Point per l'Internazionalizzazione!



UniCredit International Center Italy (UIC) – Coverage dedicato & specializzato

UIC Italy: una breve introduzione

UIC Italy contribuisce strategicamente allo structuring e realizzazione di **progetti volti all'Internazionalizzazione**:

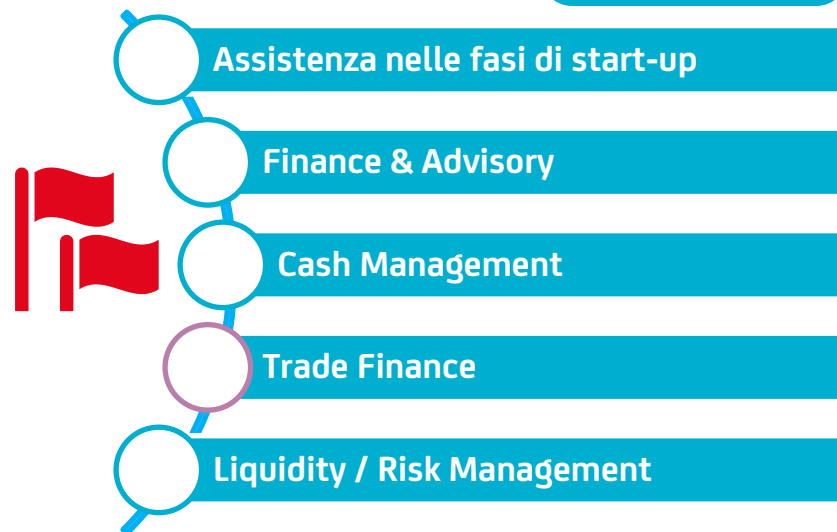
- ✓ Identificare Nuovi Mercati
- ✓ Espansione Commerciale
- ✓ Greenfield, Brownfield Investments



TEAM
COMPOSTO DA
ESPERTI



COLLABORAZIONE CON
IL NS NETWORK DI
**RELATIONSHIP
MANAGERS &
PRODUCT SPECIALISTS**



Per concludere..



UniCredit

Una banca commerciale paneuropea, semplice e di successo



**Veramente
Internazionale**

Un Network Internazionale che copre 16 paesi ed inoltre offre accesso a più di 4.000 banche corrispondenti



**La nostra
Offerta**

Vogliamo mettere a vostra disposizione le nostre aree d'eccellenza per fornire le migliori soluzioni possibili alle vostre specifiche necessità cross-border.

Il nostro focus è sui servizi Corporate Banking e Transazionali

Il nostro obiettivo: creare global relationships



UniCredit International Center – Contatti

Our Team, our Contacts



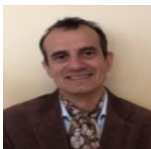
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UniCredit SpA
as October 2017

