



# **The Presence of Intesa Sanpaolo in the META Region**

- **Intesa Sanpaolo and the Group's International Network**
- Intesa Sanpaolo's Support for Internationalization
- The Presence of Intesa Sanpaolo in META

**Over 5,800 branches in the world** including more than 4,600 in Italy and 1,200<sup>2</sup> abroad - 20 million customers worldwide including 12.3 million customers in Italy and 7.7 abroad.

Leader on integrated multichannel, private banking, asset management and insurance.

# Leadership in Italy: The Largest Network



Intesa Sanpaolo along with its Foreign Network has a consolidated presence in 40 countries, in areas where Italian companies are very dynamic. Cooperation agreements with other banks in 85 countries and correspondence relationships with over 4,000 banks.



# International Networks of Intesa San Paolo

## EUROPA

Filiali	Uffici di Rappresentanza <sup>(#)</sup>
Francoforte	Bruxelles <sup>(1)</sup>
Istanbul	Mosca
Londra	
Madrid	
Parigi	
Romania <sup>(*)</sup>	
Varsavia	

Paese	Controllate	Filiali
Albania	Intesa Sanpaolo Bank Albania	31
Bosnia - Erzegovina	Intesa Sanpaolo Banka Bosna i Hercegovina	53
Croazia	Privredna Banka Zagreb	195
Federazione Russa	Banca Intesa	37
Irlanda	Intesa Sanpaolo Bank Ireland	1
Lussemburgo	Fideuram	1
	Intesa Sanpaolo Bank Luxembourg	1
Paesi Bassi	Intesa Sanpaolo Bank Luxembourg	1
Regno Unito	Banca IMI	1
	Intesa Sanpaolo Private Banking	1
Repubblica Ceca	VUB Banka	1
Romania	Intesa Sanpaolo Bank Romania	31
Serbia	Banca Intesa Beograd	165
Slovacchia	VUB Banka	232
Slovenia	Intesa Sanpaolo Bank	52
Svizzera	Intesa Sanpaolo Private Bank (Suisse)	1
Ucraina	Pravex-Bank	60
Ungheria	CIB Bank	82

## AFRICA

Uffici di Rappresentanza <sup>(*)</sup>	Paese	Controllate	Filiali
Il Cairo	Egitto	Bank of Alexandria	172



## AMERICA

Filiali	Uffici di Rappresentanza
George Town	Santiago
New York	Washington D.C.

Paese	Controllate	Filiali
Brasile	Intesa Sanpaolo Brasil	1

## OCEANIA

Uffici di Rappresentanza
Sydney

## ASIA

Filiali	Uffici di Rappresentanza
Abu Dhabi	Beirut
Doha	Ho Chi Minh City
Dubai	Jakarta
Hong Kong	Mumbai
Shanghai	Pechino
Singapore	Seoul
Tokyo	

Dati al 30 giugno 2017

<sup>(1)</sup> International and Regulatory Affairs

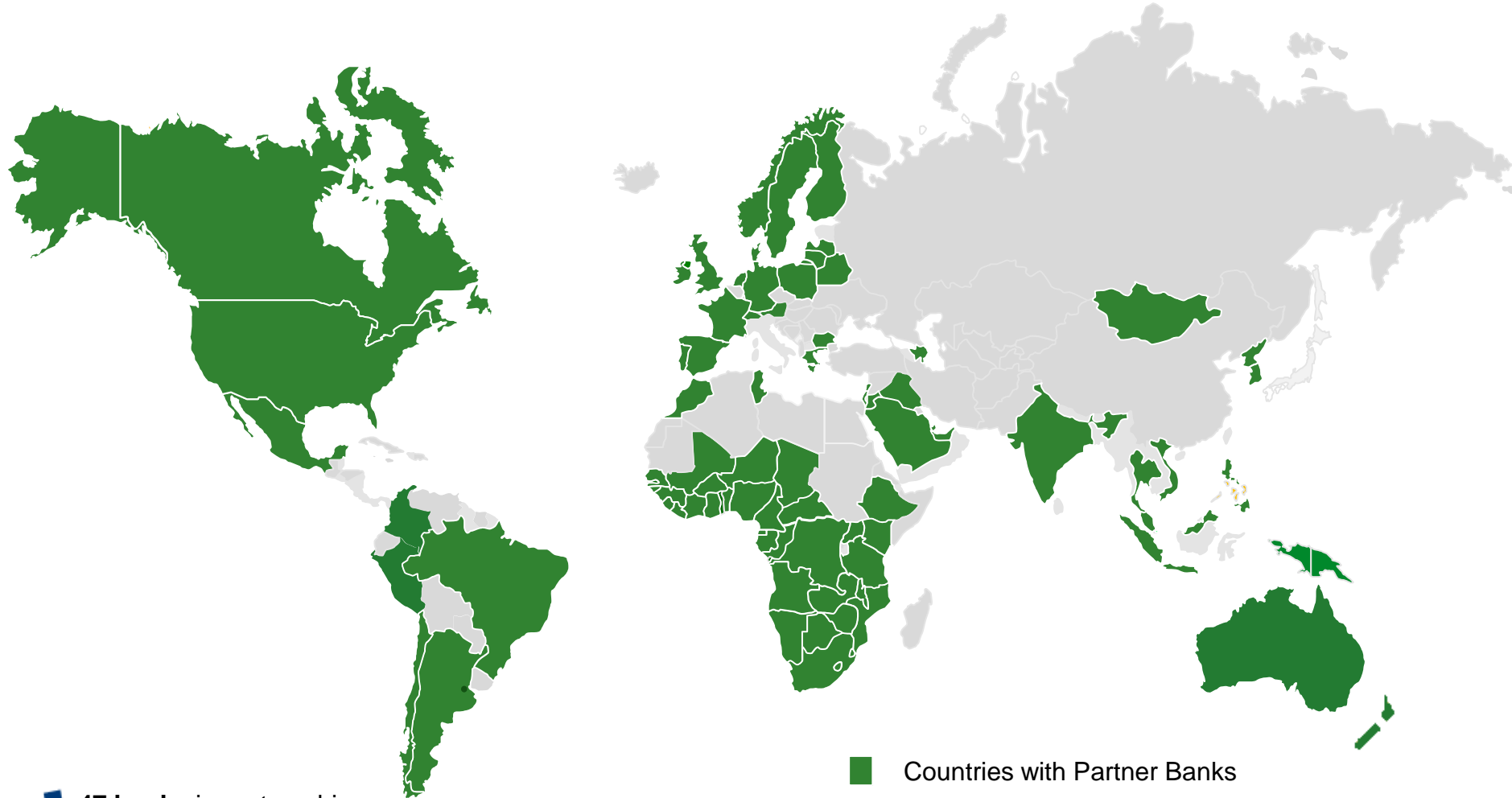
<sup>(\*)</sup> 21 sportelli in Romania derivanti dall'acquisizione del ramo di attività di Veneto Banca

<sup>(#)</sup> Ufficio di Rappresentanza di Istanbul non più operativo dal 1° luglio 2017

<sup>(\*)</sup> Ufficio di Rappresentanza di Tunisi non più operativo dal 1° luglio 2017

# Cooperation Agreements with Banks in 85 Countries

5



- **47 banks** in partnership
- **85 countries** covered by collaboration agreements
- **Advisory and Banking** dedicated to businesses
- Shared approach based on mutual synergies
- **Incoming Desk** dedicated to foreign companies in Italy

# Fifth Bank in the Euro Area



Ranking Area Euro	Banking Group	Market Capitalization of Banks (euro bn)
	HSBC	163,7
1	Banco Santander	87,6
2	BNP Paribas	79,8
3	ING	57,9
	Sberbank	57,4
	UBS	53,3
	Lloyds Banking Group	49,8
4	BBVA	49,5
5	<b>Intesa Sanpaolo</b>	47,5
	Nordea Bank	45,7
6	Crédit Agricole	42,2
7	Unicredit	38,1
8	Société Générale	38,0

Source: Bloomberg Prezzi al 31.08.2017



- Intesa Sanpaolo and the Group's International Network
- **Intesa Sanpaolo's Support for Internationalization**
- The Presence of Intesa Sanpaolo in META



Intesa Sanpaolo Group is a partner for companies that want to expand internationally.

Particular focus on offering specialized services, knowledge of international markets, and support for internationalization.



## Tailor-made approach supporting the Internationalization **International Business Development**

in order to help access and support the growth in the foreign markets of Italian companies

International Business Development (IBD) is made of a team of professionals working in Italy in coordination with bank managers.

IBD acts as a reference partner with Intesa Sanpaolo's foreign network and it provides specialized assistance for internationalization through visits to Italian customers.

For companies that:

- Have an established presence in foreign markets, in countries where Intesa Sanpaolo is also present with Subsidiaries and Branches,
- Would like to approach new markets and have no direct presence in the country

- Intesa Sanpaolo and the Group's International Network
- Intesa Sanpaolo's Support for Internationalization
- The presence of Intesa Sanpaolo in META



- **Dubai Branch** is the **Hub for META (Middle East, Turkey, Africa) Area** supporting the business of Intesa Sanpaolo Group's clients as well as the most important META Groups, Multinational and Financial Institutions.
- Dubai Branch is the commercial and operational reference point for the Branches of **Istanbul, Abu Dhabi** and **Doha**, and the Representative Offices of **Beirut** and **Cairo**. The Hub works closely with other Group structures (particularly AlexBank in Egypt), Foreign Branches and Subsidiaries along with local units of the Italian Network.



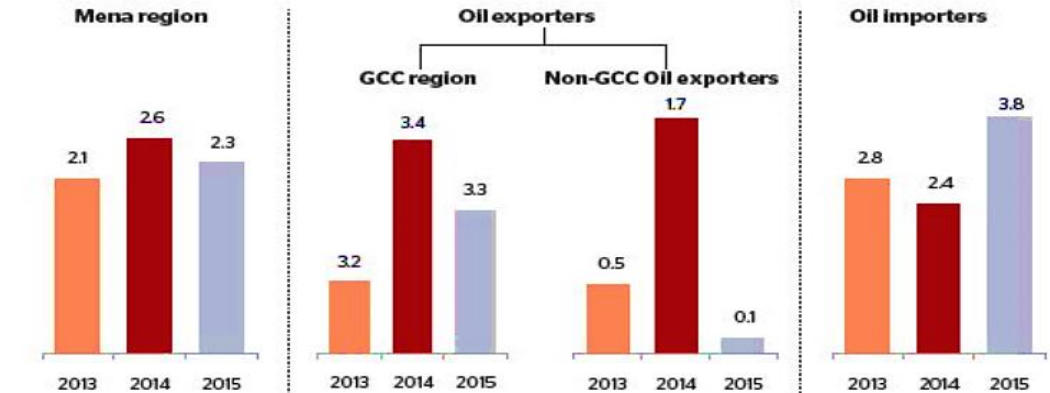
# Countries of the GCC (Gulf Cooperation Council): *Growth does not Stop*

12

- **The Gulf Cooperation Council (GCC)**, created in 1981, includes: Saudi Arabia, Bahrain, United Arab Emirates, Kuwait, Oman and **Qatar** \*
- The Organization aims at establishing a **Common Market** in the **Persian Gulf in order to** secure the economic and political stability of the region
- In recent years, the GCC continues to **show solid GDP growth**
- A new challenge brought about by a reduced oil price
- Despite this, in the coming years, growth in GCC countries is **expected to be higher than in the European Union**

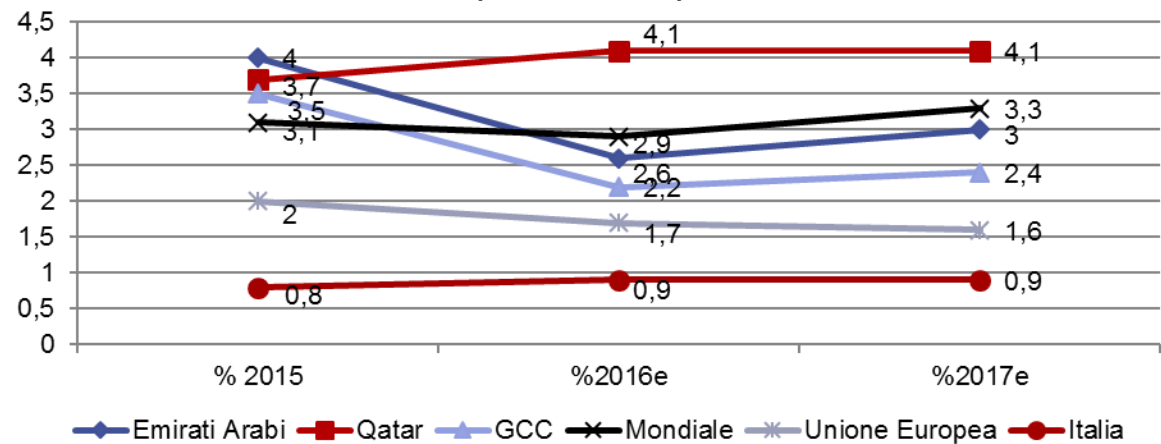
\* **Qatar is at the center of a political-economic crisis** that sees interruption of diplomatic relations and drastic measures to isolate the peninsula: Saudi Arabia has shut down land borders and other 5 countries including UAE suspended sea and air connections with Doha, with the closure of airspace and ports.

Mena economic growth over 2013-15 (% change)



Source: IMF, Al Masrah Capital Research

Growth of GDP 2015 – 17 (% variazione)



# Economic Diversification: Great Opportunity for Future Business Development

Diversification in the Oil sector comes as a big challenge for the GCC countries:

- **Dubai:** an important link for logistics and tourism. Key Industries: Construction, Hospitality, Aviation, Retail, Healthcare, Media, IT
- **Abu Dhabi:** driven diversification primarily in the energy sector
- **Qatar:** focus on Infrastructure, Transport, Communication and Sports Facilities (Football World Cup 2022)
- **Saudi Arabia:** manufacturing industry draws diversification (automotive, plastics, metal and mineral processing, solar energy)



...results did not take long to show:

- Non-Oil sector average growth of **6.8% over the period 2000-2015**
- Impact of non-oil sector on GCC countries GDP growth of **2% over the last 5 years, reaching 70% overall**



# Intesa Sanpaolo - Dubai Branch

- ✓ **International Hub** for Middle East, Africa and Turkey
- ✓ **Coordinates** the Branches of Istanbul, Abu Dhabi and Doha and the Representative Offices of Cairo and Beirut
- ✓ Offers **services and products such as:**
  - **Short term financing / MLT**
  - **Trade Finance**
    - Bond issuance in **EUR** and **USD**
    - Issuance and negotiation of **LC** in **EUR** and **USD**
    - Cash Management and Internet Banking
  - **Structured Export Finance** - Funding with ECA Coverage (SACE)



# Intesa Sanpaolo - Abu Dhabi Branch

Thanks to the expansion of operations in the United Arab Emirates, Intesa Sanpaolo is **the only Italian Bank** able to offer a full range of services to support domestic and international companies as well as local businesses and financial institutions.

**Complements the services offered by the Dubai Branch**

- ✓ The **only on-shore** Branch of an Italian bank in the Emirates
- ✓ Branch opened in October 2016
- ✓ **Products and Services** offered in Local currency(Dirham):
  - **Short-term loans / MLT**
  - **Trade Finance - bond issue in AED, EUR and USD / issue and trading of LC in AED, EUR and USD**
  - **Cash Management and Internet Banking**
  - **On-shore deposits**





# Intesa Sanpaolo - Doha Branch

Opened in Autumn 2016, Intesa Sanpaolo Branch in the Qatar Financial Center represents a further important consolidation of ISP presence in the Gulf and is strongly integrated with Dubai and Abu Dhabi in order to provide companies with a financial platform to support businesses in the region.

- ✓ Branch opened in October 2016
- ✓ Local Currency is Qatari Riyal (QAR\*)
- ✓ High level of arranging and advising for corporate, trade finance and structured finance projects
- ✓ Strong contacts with Qatar's main financial and sovereign institutions
- ✓ The **only** Italian Bank in Qatar



\* Implemented at Dubai Hub

# Intesa Sanpaolo - Trade Business in Iraq

## Guarantees & Letters of Credit:

- ISP deals only with Trade Bank of Iraq (TBI) and foreign branches of Lebanese & Turkish banks.
- ISP Issues Guarantees & L/Cs for its clients through TBI but on a covered basis
- Amounts are generally not very large and vary from a few thousand to a few millions( upto EUR/USD 10mn)
- Each transaction is done on a case by case basis

## Opportunities:

- Oil LC confirmation transactions in the primary and secondary market
- All major transactions and all oil related transactions are still handled by Central Bank of Iraq
- Currency – not an issue and ISP can do both USD and Euros

## Challenges:

- KYC & compliance
- Risk management - transactions done/approved on case by case basis
- Geo political risk
- Limits on Banks

#### WARNING

This document only intends to provide information about the Intesa Sanpaolo Group's business abroad and to point out some of the products and services available therein, in support of exports, indicating some of the main features. It therefore has no advertising purpose and does not intend to constitute a promotion or offer of such products and services.

For full information on the contractual terms and conditions of the products, please consult the relevant bank and third party information sheets available at the branch and on the Bank's website.

The Bank may at any time modify the terms and conditions of the products offered.

The granting of the loan is subject to the Bank's assessment.