UniCredit International Network

Your access to the world

Banking that matters.
Contents

We are a simple pan-European commercial bank with a strong presence in our core markets and an extended network around the globe 4
A bank at home throughout Europe with global reach and local expertise 6
Unique cross-border services 8
Supporting you every step of the way 9
UniCredit – The partner of choice for your growth in Asia-Pacific Region 10
Start your Eastern expansion now 11
Helping you discover new business opportunities in the America 12
Head West with UniCredit 13
A leading European presence beyond our home markets 14
Profit from our strong presence in Europe’s financial capitals 15
UniCredit – Your partner in Africa and in the Middle East 16
The leading Debt and Trade Finance House in Europe 17
Read what our clients have to say 18
Get closer to your target markets with UniCredit, you’ve got it covered 20
We are a simple pan-European commercial bank with a strong presence in our core markets ...

Wherever you go, we’ve got it covered

Are you looking to expand in Europe and beyond? Then look no further than UniCredit. Whether you’re moving in or working beyond Europe, our unrivalled European footprint and extensive International Network make us the perfect partner for your international expansion.

Wherever you want to go – be it Europe, Asia, Africa, or the Americas – we are there for you, with our network of branches, representative offices and correspondent banking relationships covering 175 countries.

Combined with the quality and breadth of our banking services, you can count on our expansive International Network to guide you to success all over the world.
... and an extended network around the globe
A bank at home throughout Europe ...

Strategic presence in 13 European core markets ...

A STRONG PAN-EUROPEAN COMMERCIAL BANK

Our strategy is clear and long-term: UniCredit is and will remain a simple successful Pan European Commercial Bank, delivering a unique Western, Central and Eastern European network to our extensive client franchise: 25 million clients.

LOCAL EXPERTISE IN CENTRAL AND EASTERN EUROPE

By focusing on banking that matters, we offer local and international expertise, providing unparalleled access to market leading products and services in 13 core markets through our European banking network and another 16 countries worldwide.

The Group’s market position in CEE provides local banks with substantial competitive advantages, such as strong brand recognition, access to international markets, sharing of best practices and significant economies of scale.
... with global reach and local expertise

... and another 16 countries worldwide

CIB FULLY PLUGGED IN

UniCredit Corporate & Investment Banking serves 1,500 multinational corporates and key financial institutions and supports the group’s corporate banking units in delivering services to 600,000 corporate and public sector clients. We also deliver investment solutions for UniCredit’s retail and private banking clients.

At home throughout Europe, we are the partner of choice for our clients’ increasingly sophisticated demand for Corporate Banking and Transaction Services, Structured Finance, Capital Markets and Investment Products. We offer local expertise as well as international reach and accompany our clients globally. We are a leading corporate lender and underwriter in Europe with over EUR 300 billion of loans to clients. As a leader in Debt and Trade Finance, we consistently rank in the top three positions in league tables for Combined Loans and Bonds in Euros and are recognised as a Trade Finance Powerhouse in Western, Central and Eastern Europe.

WORLDWIDE PRESENCE

Our International Network spreads over 16 countries worldwide and we also provide access to a network of 4,000 correspondent banking relationships, covering 175 countries. Wherever you may venture, you can trust and rely on our partner banks – guaranteeing you the same degree of care from one country to the next.
Unique cross-border services

Integrated solutions from a single source

Our network in Italy, Germany, Austria and Central and Eastern Europe works closely with branches, representative offices and correspondent banks around the world to provide you with a seamless banking experience, no matter where you are.

As a client you can leverage on 4 UniCredit International Centers, dedicated structures of more than 300 professionals with solid experience in managing international transactions, in order to efficiently coordinate your cross-border business.

Thanks to this comprehensive network, we understand your domestic and international challenges – and we know how best to tackle them.

Wherever you go, your bank will be with you.
Every country has its own way of doing business that can create challenges for companies moving into new markets. With UniCredit, however, you have a familiar partner, even in unfamiliar surroundings – one who can help you negotiate local-market customs and idiosyncrasies. As part of this, we offer different solutions for different stages of your internationalisation process – all tailored to meet your unique demands.

And, thanks to decades of experience assisting clients with international business transactions, we can offer expert advice on your supplier and customer banking relations.
UniCredit – The partner of choice for your growth in Asia-Pacific Region
Start your Eastern expansion now

Our strong presence in Asia-Pacific Region is backed by 40 years’ experience in the region

OUR STRENGTHS

- In China, through our Shanghai branch, we offer a wide range of corporate banking products in both local and foreign currencies.
- Our Hong Kong branch offers an extensive range of CIB services in all major currencies, specialising in Global Transaction Banking.
- Our Singapore branch provides a wide range of banking services, including Commodity Trade Finance.
- Our Tokyo branch supports Japanese multinationals and financial institutions with their business in Europe.
Helping you discover new business opportunities in the Americas
Head West with UniCredit

With over 60 years’ experience in the region, we are your partner of choice in the Americas

OUR STRENGTHS

- From **New York**, we offer a full range of services for Americas-based subsidiaries. In particular, we specialise in local lending and Corporate Treasury Solutions.
- We offer participation in bond and loan syndications in the US markets, as well as ECA loans for export flows between Europe and Latin America.
- We offer more favourable terms than domestic banks.

Access to Capital Markets

Trade Finance & Supply Chain Finance

Corporate Lending

Cash Management & eBanking

Hedging Solutions

Structured Trade & Export Finance
A leading European presence beyond our home markets
Profit from our strong presence in Europe’s financial capitals

UniCredit – Your connection to financial markets

**OUR STRENGTHS**

- Our London office plays a central role in our product offering, in particular in Financing & Advisory and Global Markets.
- Our Paris and Madrid branches serve French and Belgian, or Spanish and Portuguese clients respectively by providing unique access to both our home markets in Europe and our International Network.
- Our Zurich branch focuses on private banking clients, institutional investors and commodity traders.
UniCredit – Your partner in Africa and in the Middle East

OUR STRENGTHS

• If you are heading to the Middle East or Africa, our branch in Abu Dhabi will help you expand your business into this growing market
The leading Debt and Trade Finance House in Europe

LEAGUE TABLE POSITIONS¹

- EUR Bonds in EMEA by no. of transactions
- Covered Bonds in EMEA
- Syndicated Loans in EUR in Italy, Germany, Austria, CEE
- Loan Agend in EMEA by Activity – All Asset Classes
- All EUR Bonds in Italy, Germany
- All Syndicated Loans in EMEA EUR
- EMEA Bonds in EUR
- Corporate Hybrid Bonds
- Leveraged Loans in EMEA EUR

BLOOMBERG E-DEALER RANKINGS²

-Convertible Bonds EMEA Financials Corporates
-Government Bills Financials SSA EMEA

AWARDS³

Global Capital:
- Best arranger of German, Swiss and Austrian Loans
- Best arranger of Italian Loans
- Best arranger of Loans in CEE

EUROPEAN TRADE FINANCE POWERHOUSE

Best Global Trade Finance Provider in “All Services”, “Advisory”, “Financing/Payments”, “Overall Execution” and “Products” and Market Leader in Trade Finance in CEE, Italy and nine other European countries¹

Best Bank for Trade Finance in Bosnia and Herzegovina, Croatia and CEE in 2019²

BEST EUROPEAN BANK FOR CASH MANAGEMENT

#1 market leader in CEE and among the top two players in nine pan-European markets in 2018¹

Best Bank for Liquidity Management in Western Europe in 2018 & in CEE in 2018 & 2019²

GLOBAL SECURITIES SERVICES⁵

#1 Sub-custodian in Austria, Bulgaria, Czech Republic, Hungary,

Read what our clients have to say

TREVOR MARTIN
TREASURER
NATIONAL OILWELL VARCO

“UniCredit’s financial expertise has helped National Oilwell Varco (NOV) work through very complex financial transactions in some of the most challenging locations around the globe. It is this profound expertise coupled with exceptional competence that have led to a successful partnership. UniCredit provides the highest level of services in foreign exchange, trade finance, investments and capital markets, to name a few. NOV is selective in its approach to partnering with a financial institution. Key qualities we look for in a partner bank include: integrity, responsibility and accountability. The people we work with at UniCredit consistently display these qualities.”

EDDIE PEINHOF
MANAGING DIRECTOR – RFO
VOESTALPINE BOEHLER WELDING USA INC.

“We have been a customer of UniCredit in the US for 20 years. In these years we have been growing our business tremendously and UniCredit supported our growth with all the financing needs we had. They were able to provide us with flexible terms and very fast responses which enabled us to work very efficiently in our Cash Flow Management. UniCredit became our reliable business partner and their service was always outstanding. Even in the most difficult situations they were able to find solutions for us – UniCredit enabled us to be always One Step Ahead.”
BIAO LUO
CEO
TIGER DRYLAC (TAICANG) CO., LTD.

“We are so happy to have UniCredit as our trustful partner in China! In line with the excellent service we experience in our Headquarter in Austria, UniCredit Shanghai sustains our business in China with very efficient and reliable solutions. When it was about supporting our company’s growth, in the shortest time UniCredit provided us with the most flexible and tailor-made solutions, so that we could concentrate ourselves on the operational business. It is very important for foreign companies in China to have such a reliable banking partner.”

HERBERT HERTNAGEL
VICE PRESIDENT, HEAD OF FINANCIAL RISK MANAGEMENT ZF GROUP
ZF FRIEDRICHSHAFEN AG

“UniCredit’s support was extremely appreciated helping us integrate BPO processes into our existing workflow. Perhaps most impressive, however, from a client-experience point of view was the help UniCredit gave us with our client, who was interested in using the BPO transaction in order to help them cover their costs during their long production cycle. So the summary of our experience in this respect is, that there is currently only one place to go: UniCredit.”

ALESSANDRO NESTI
FINANCIAL ACTIVITIES CORPORATE DIRECTOR
MENARINI GROUP

“UniCredit offered support to each local entity and was instrumental in helping to overcome complexity and diversity in each country achieving a harmonised approach to payments and collections as well as ensuring a smooth transition.”
Get closer to your target markets ...

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