

INTESA  **SANPAOLO**

A JEJÍ AKTIVITY V ITÁLII A ŠPANĚLSKU

Seminář Itálie a Španělsko – exportní příležitosti pro české firmy

Martin Maar
Head of Trade Finance

15. listopadu 2017

INTESA  **SANPAOLO**

**Jaký je nejznámější vývozní artikl
z České republiky do Itálie?**





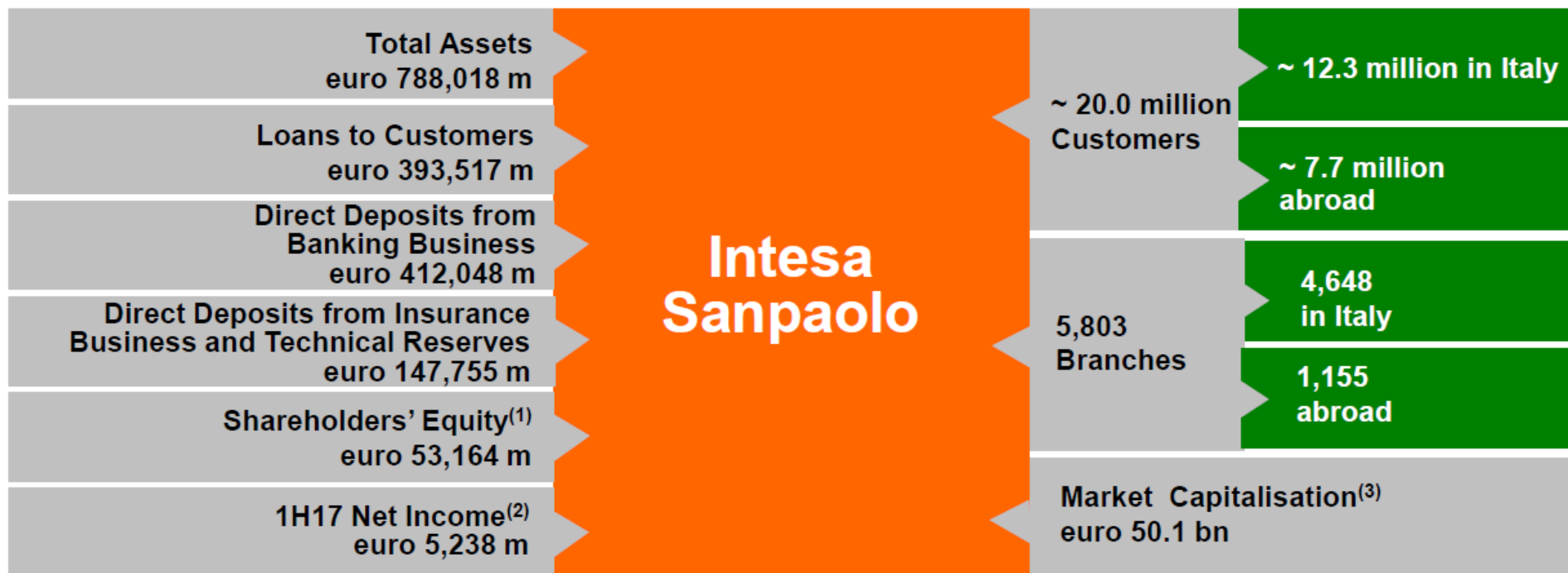
Co bychom Vám chtěli dnes představit?

- **Skupinu Intesa Sanpaolo v Evropě a ve světě**
- **Působení skupiny Intesa Sanpaolo v České republice**
- **Působení skupiny Intesa Sanpaolo v Itálii a ve Španělsku**

Historie skupiny Intesa Sanpaolo



Představení skupiny Intesa Sanpaolo



Figures as at 30 June 2017; including acquired operations of the two former Venetian Banks

(1) Including Net Income

(2) 1,738 m excluding the public cash contribution of 3.5 bn euro offsetting the impact on the capital ratios of the acquisition of certain assets and liabilities of the two former Venetian banks. Income statement figures do not include items from the acquisition of operations of the two former Venetian banks

(3) As at August 31st, 2017

Srovnání bankovních skupin v Evropě

EUROZONE RANKING		BANKS' MARKET CAPITALISATION (euro bn)	
	HSBC	167.8	
1	Banco Santander	94.8	
2	BNP Paribas	85.2	
	Sberbank	61.1	
3	ING	60.6	
	UBS	55.7	
	Lloyds Banking Group	55.3	
4	BBVA	50.4	
5	Intesa Sanpaolo	50.1	
	Nordea Bank	46.4	
6	Crédit Agricole	43.8	
7	UniCredit	40.1	
8	Société Générale	40.0	
	Barclays	37.4	
	Royal B. of Scotland	36.3	
	Credit Suisse	34.2	
	Danske Bank	31.7	
9	Deutsche Bank	30.2	
10	KBC	30.0	
	DNB	27.8	
	Standard Chartered	27.7	
	Swedbank	26.5	

Banky patřící do skupiny Intesa Sanpaolo – I.

PRODUCT COMPANIES

 CONSUMER FINANCE HOLDING

 CIB LEASING

 INTESA LEASING
Beograd

 PBZ LEASING

 VÚB LEASING

 VÚB FACTORING

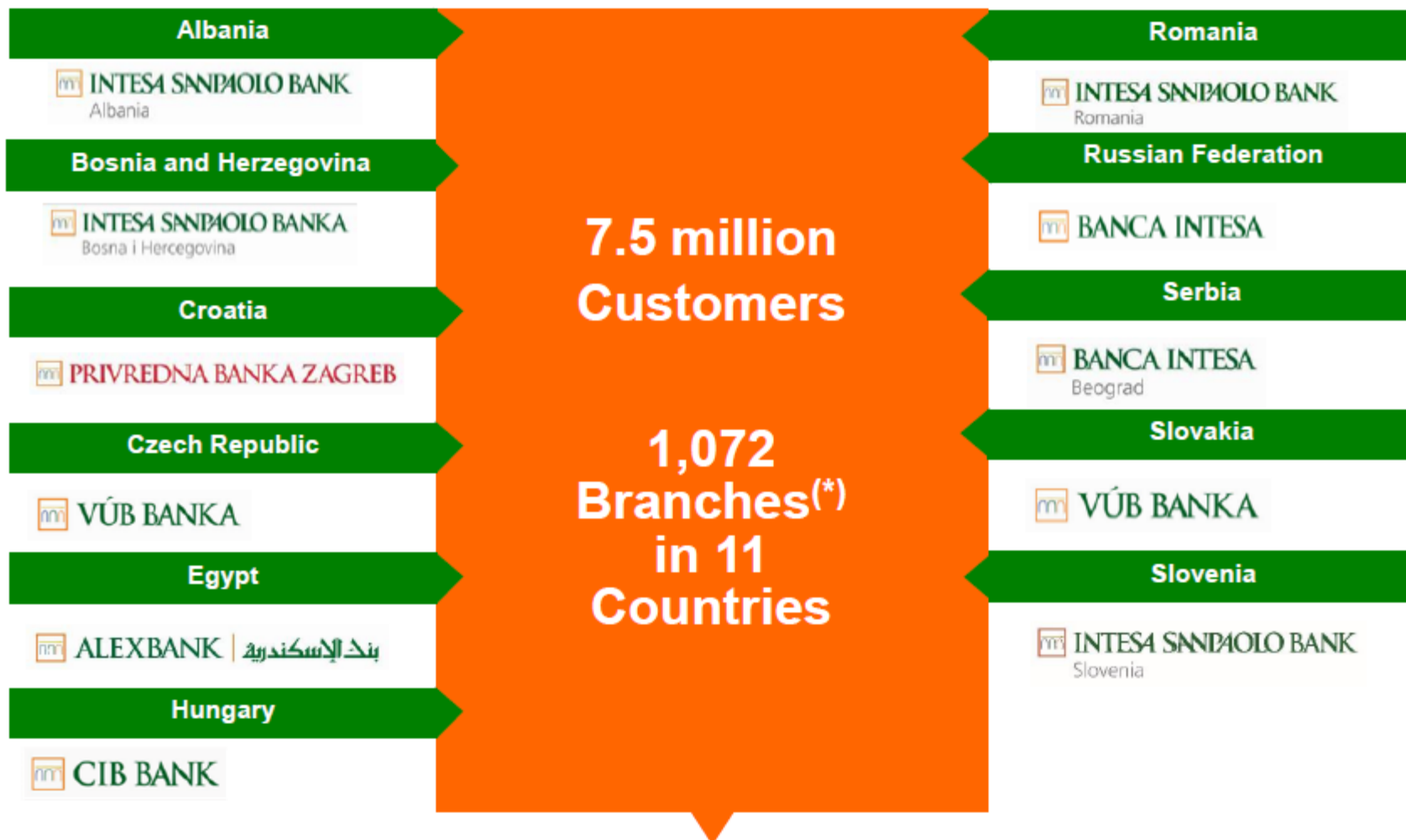
 VÚB ASSET MANAGEMENT



BANKS

1 ALBANIA	 INTESA SANPAOLO BANK Albania
2 BOSNIA AND HERZEGOVINA	 INTESA SANPAOLO BANKA Bosna i Hercegovina
3 CROATIA	 PRIVREDNA BANKA ZAGREB
4 CZECH REPUBLIC Prague branch of	 VÚB BANKA
5 EGYPT	 ALEXBANK بنك الإسكندرية
6 HUNGARY	 CIB BANK
7 ROMANIA	 INTESA SANPAOLO BANK Romania
8 RUSSIAN FEDERATION	 BANCA INTESA
9 SERBIA	 BANCA INTESA Beograd
10 SLOVAKIA	 VÚB BANKA
11 SLOVENIA	 INTESA SANPAOLO BANK Slovenia

Banky patřící do skupiny Intesa Sanpaolo – II.



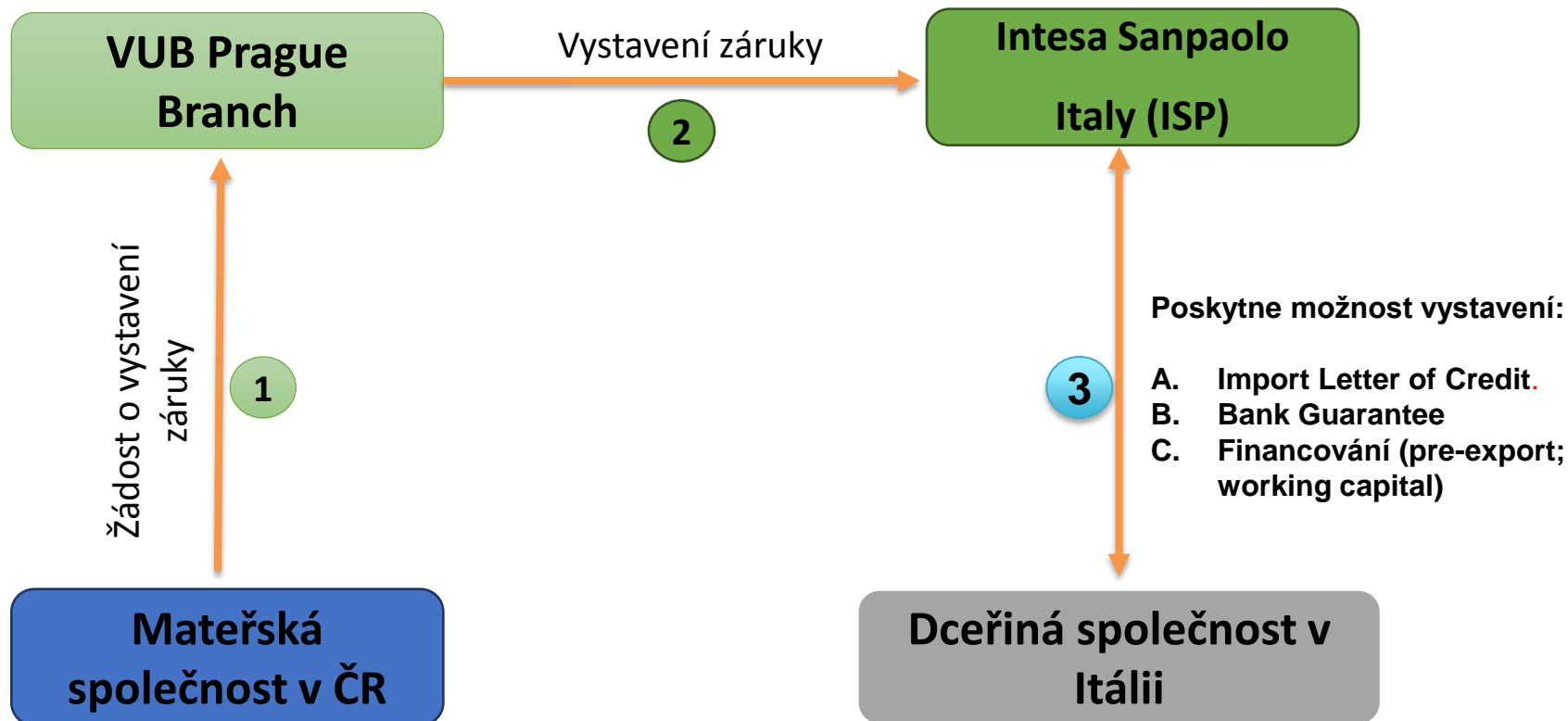
Selected and strategic presence in commercial banking in Central-Eastern Europe and Middle Eastern and North African countries

Figures as at 30 June 2017

(*) 21 branches in Romania from the acquisition of operations of Veneto Banca

Financování dceřiných společností v Itálii

Se zárukou mateřské společnosti



Intesa Sanpaolo ve světě

EUROPE

Direct Branches

Frankfurt
Istanbul
London
Madrid
Paris
Romania (*)
Warsaw

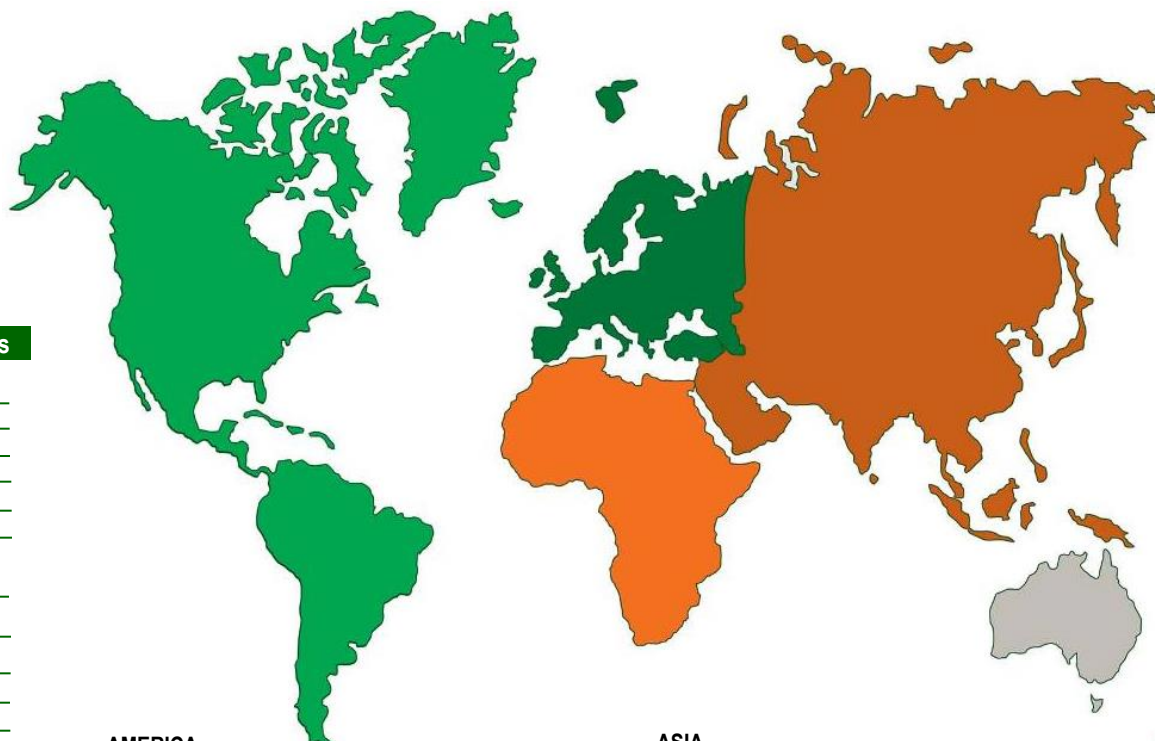
representative Offices (#)

Brussels(1)
Moscow

Country	Subsidiaries	Branches
Albania	Intesa Sanpaolo Bank Albania	31
Bosnia and Herzegovina	Intesa Sanpaolo Banka Bosna i Hercegovina	53
Croatia	Privredna Banka Zagreb	195
Czech Republic	VUB Banka	1
Hungary	CIB Bank	82
Ireland	Intesa Sanpaolo Bank Ireland	1
Luxembourg	Fideuram Intesa Sanpaolo Bank Luxembourg	1 1
Romania	Intesa Sanpaolo Bank Romania	31
Russian Federation	Banca Intesa	37
Serbia	Banca Intesa Beograd	165
Slovakia	VUB Banka	232
Slovenia	Intesa Sanpaolo Bank	52
Switzerland	Intesa Sanpaolo Private Bank (Suisse)	1
The Netherlands	Intesa Sanpaolo Bank Luxembourg	1
Ukraine	Pravex-Bank	60
United Kingdom	Banca IMI Intesa Sanpaolo Private Banking	1 1

AFRICA

Representative Offices(*)	Country	Subsidiaries	Branches
	Egypt	Bank of Alexandria	172



AMERICA

Direct Branches

George Town
New York

Representative Offices

Santiago
Washington D.C.

Country

Brazil Intesa Sanpaolo Brasil

Branches

1

OCEANIA

Representative Offices

Sydney

ASIA

Direct Branches

Abu Dhabi
Doha
Dubai
Hong Kong
Shanghai
Singapore
Tokyo

Representative Offices

Beijing
Beirut
Ho Chi Minh City
Jakarta
Mumbai
Seoul

Figures as at 30 June 2017

(1) International and Regulatory Affairs

(*) 21 branches in Romania from the acquisition of operations of Veneto Banca

(#) The Representative Office of Istanbul ceased to operate on 1 July 2017

(°) The Representative Office of Tunis ceased to operate on 1 July 2017

Intesa Sanpaolo ve Španělsku



Intesa Sanpaolo Madrid Branch

ISP Madrid – základní údaje

- **Pobočka ISP v Madridu byla založena v roce 2005** jako zahraniční pobočka italské banky s cílem poskytovat podporu klientům banky ISP a rozvíjet obchodní vztahy se španělskými společnostmi
- Díky této strategii si vybuodovala pobočka v Madridu zdravé portfólio klientů zložené z nejdůležitějších nadnárodních španělských skupin, přičemž většina z nich je kótována na lokální burze – Ibex 35.

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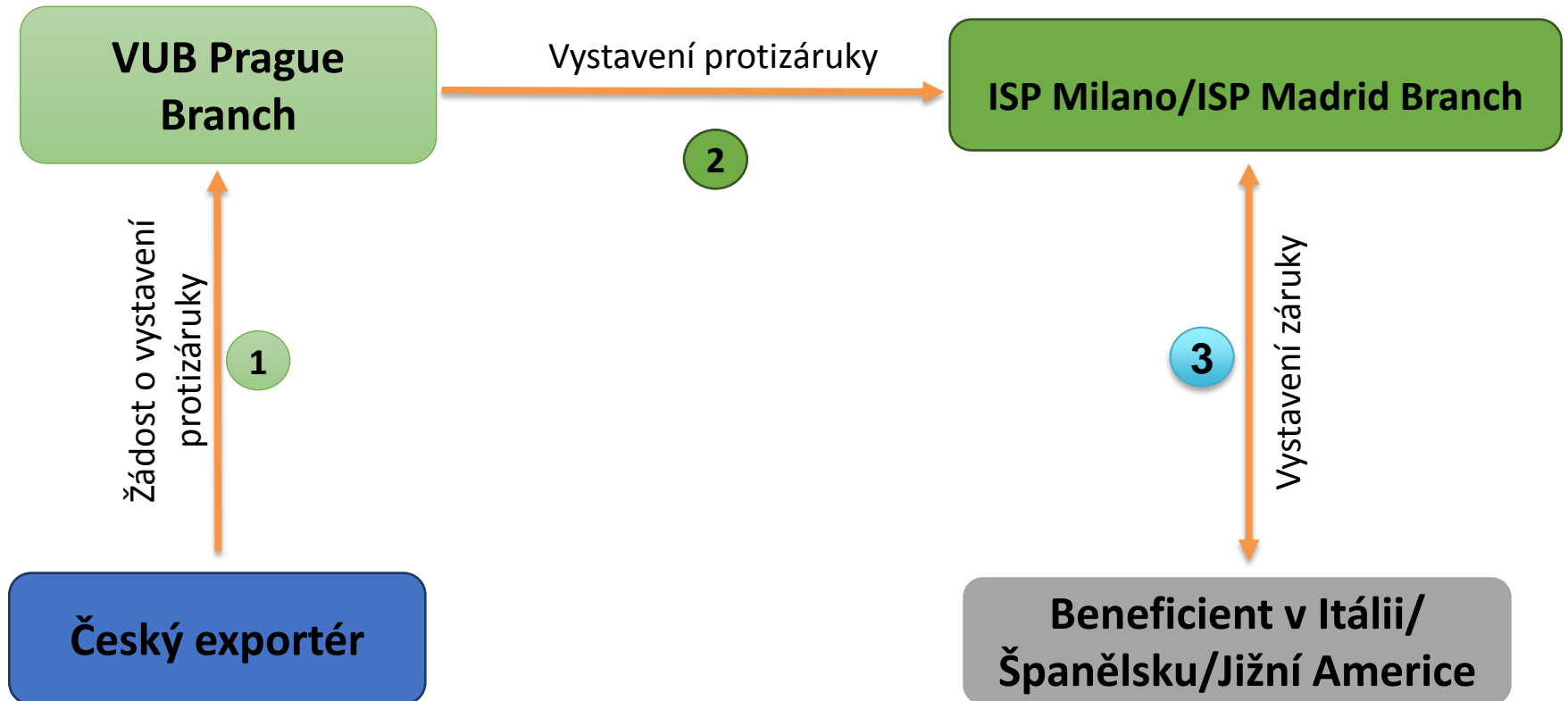
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Vystavování záruk na lokálním trhu a do Jižní Ameriky



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Corporate Banking Czech Republic



Corporate Banking Czech Republic

High-end Corporate Services

Strong
local
presence

- ❑ Focus on CZECH TOP 500,
- ❑ High penetration in syndication market
- ❑ Focus on large Domestic & Multinational Corporates
- ❑ Experienced team of sales professionals (Senior RMs with 10Y+ track record)
- ❑ Strong & Effective background in Slovakia, VUB Banka

Cooperation
with ISP
HUBs...Milan,
London and
Frankfurt

&

Banca IMI

- ❑ Trade & Export Finance HUB in Milan
- ❑ Strong presence in CEE, respectively „Visegrad“ countries (CZ, SK, Poland, Hungary etc...)
- ❑ Banca IMI Debt Capital HUBs in London & Milan
- ❑ Securitization (ABS) products for corporate customers
- ❑ ISP Frankfurt: German multinationals coverage

VUB Banka

VUB is among the best rated banks on the Czech and Slovak market
(as of Aug, 2017)

SLOVAK BANK

ULTIMATE PARENT

COUNTRY

Moody's / S&P, Fitch scale

Aaa / AAA							highest quality
Aa1 / AA+						 Austria	high quality
Aa2 / AA							
Aa3 / AA-						 Belgium	
A1 / A+				KBC		 Czech Republic	
A2 / A		VUB				 Slovakia	upper-medium grade
A3 / A-	Tatra Banka	SLSP *	Erste * Erste	 ISP			
Baa1 / BBB+	CSOB			Unicredit	 RZB		
Baa2 / BBB	Unicredit SK**					 Italy	moderate credit risk
Baa3 / BBB-				OTP Bank HU		 Hungary	
Ba1 / BB+							
Ba2 / BB							

Deposit ratings by Moody's www.moodys.com except SLSP (by Fitch)

*Ratings by Fitch using different methodology **Rating withdrawn from this level, Dec 2013

VUB Banka History

VUB BANKA



Intesa Sanpaolo Holding International S.A. - INTESA SANPAOLO Group - is the majority owner with a stake of 97,03% (*)

Key figures

Consolidated financial statements Dec.2016 (data in €m) (*)

Loans and Advance to Customers		10 188
Due to Customers	9 495	
Equity	1 444	
Total Assets		13 509
Net profit for the year	265	

Commercial Indicators 12.2016 (*)

Number of employees (VUB Group)	4 098
Number of Branches in Slovakia (VUB Bank)	239
Atms	575

Rating (status since Dec 31th ,2016)

Moody's Long term deposit A2 Short term deposit P-1 Stable outlook

History

A universal bank owned and controlled by the state

By 1998

Bank privatization
Banca Intesa acquired 95% share in capital in November 2001

2001

Foundation of Consumer Finance Holding (Quatro, Triangel, and others)

2004

Establishment of a JV between VUB and Generali – the third largest pension fund management company in Slovakia

2005

BOF Leasing Takeover (re-branded to VUB Leasing in 2008)

2007

VUB Banka Group

 **VÚB** ASSET
MANAGEMENT

VUB Asset Management receives cash from the public based on a public bid and subsequently invests it into assets in compliance with the applicable regulations

 **VÚB** FACTORING

VUB Factoring is the leader in non-recourse factoring and the only Slovak factoring company with membership in Factors Chain International, the international association of factoring companies.

VÚB GENERALI
DŮCHODKOVÁ SPRÁVCOVSKÁ SPOLOČNOST, a.s.

VUB Generali is a joint venture between VUB and Generali. The company is the key player in the system of old-age pension insurance, the so-called Pillar 2.

 **VÚB** LEASING

VUB Leasing has been a member of the VUB Group since 2007. It provides comprehensive financial and operative leasing services with a universal focus.

 **CONSUMER FINANCE
HOLDING**

CFH Holding, formed in 2005, manages financial companies involved in providing consumer non-bank loans, hire purchase, and catalogue sale and lease of used cars.

VUB Banka Products and Services for Corporate Customers

Cash Management

Accounts

- Flexi business accounts
- Current accounts in domestic and foreign currencies
- Current accounts for a company before its legal establishment
- Fund accounts for social purposes and reserve funds
- Escrow accounts

SWIFT services

- Sending of MT 940
- Sending of MT 941
- Sending of MT 942
- Receipt of MT 101
- Receiving of payments in xml format

Cash Pooling

Domestic

- => real - Zero Balancing
- => fictive - Interest Compensation

Virtual Account

Cross-border

- => real - Zero Balancing
- => real - Cash Concentration

VUB Banka Products and Services for Corporate Customers

Cash Management

Domestic Payment Services

- Cash services (deposits, withdrawals, sealed envelopes, night sales)
- Receipts (D+0)
- Direct debits (D+2)
- Standard payments (D+1)
- On-line payments within the bank (D+0)
- Urgent payments via SIPS (D+0)
- Priority payments via TARGET 2 (D+0)

X-border Payment Services

- Receipts (D+0)
- Cheque payments & collections
- EURO regulated / SEPA payments (D+1)
- Urgent EURO TARGET 2 payments (D+0)
- Standard FCY payments (D+2)
- Accelerated FCY payments (D+1)
- Urgent FCY payments **D+0**

E-BANKING SERVICES

- Internet banking
- Internet banking plus
- InBiz Portal (ISP Group)

Corporate services

- Business banking
- Multicash

VUB Banka Products and Services for Corporate Customers

Loans

Flexi business loans

- ❑ Standard operating loans granted as overdraft, revolving and term loans
- ❑ Continuous financing of short-term and mid-term operating needs in case of lack of own financial funds
- ❑ Collateral – all acceptable forms of collateral upon mutual agreement between the bank and a customer
- ❑ Financing operating needs of municipalities

Investment Loans

- ❑ Mid-term and long-term investment loans with an option to postpone repayment of principal until completion of the investment project
- ❑ Loans to finance purchase of tangible and intangible assets (real estates, machinery, and equipment), renovation, reconstruction, maintenance, know-how, research, and financial investments).
- ❑ Financing of investment projects of municipalities

Bridge Loans with the EU Funds

- ❑ Bridge loans help in financing projects prior to disbursement of funds from the EU Structural Funds
- ❑ Comprehensive services: consultancy, credit commitment, and co-financing for all sectors
- ❑ Bridge loans with the EU funds for municipalities

Trade Finance and Factoring

Production

Delivery



VUB FACTORING

- Issuance of Guarantees
 - Payment guarantees
 - Bid bonds
 - Advance payment bonds
 - Performance bonds
 - Retention bonds (after delivery)
 - Customs bonds
 - Stand-by letters of credit
 - Issuance of Letters of Credit and Consultancy
 - Export and Import Documentary Collections
 - Financing of Production
 - Pre-Export Financing
-
- Invoice Discounting and Forfaiting
 - Based on a business agreement, an invoice, acknowledged bill of delivery, notified assignment + confirmation in writing
 - Based on an export letter of credit, a receivable secured by a bank guarantee or endorsed promissory note (forfaiting)
 - Buyers' Credits
 - Based on a business agreement, which serves as a basis for a buyer from abroad to request mid-term or long-term financing
 - Based on a close cooperation with EGAP/Esimbanka, insurance against political and business risks
 - Factoring
 - Full range of factoring products offered:
 - Domestic factoring, Export and import factoring
 - Recourse and non-recourse factoring
 - Management of receivables, FlexiFactoring

Project and Real Estate Finance

Project Finance

Project Financing

- Financing of „Green field“ projects – Green field industrial projects
- „Brown field“ projects financing – reconstruction of old unused premises to new production facilities
- Energy projects financing
- Infrastructure projects financing
- PPP projects financing (public-private sector)

Mergers and Acquisitions

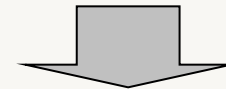
- M & A financing – financing of mergers and acquisitions
- MBO financing – financing of Management Buyout

Syndicated Financing

- Volume intensive funding arrangement provided by a club/syndicate of banks led by VÚB

Real Estate Finance

- Acquisition loans
- Construction loans
- Investment loans



- Generally, the above loans are paid off in the long run from rent, sales, or operating revenues

FX Market Products

- Spot Transactions (FX SPOT)
- Forward Transactions (FX FORWARD)
- FX Swaps
- FX Options:
 - Plain vanilla options
 - Barrier options
 - Digital options
- Structured FX Products
- Commodity Derivatives

Money Market Products

- Standard Term Deposits
- Automatic O/N deposits
- VÚB Deposit Promissory Notes
- Structured Deposits
- Treasury Bills and Government Bonds
- Securities
- Interest Rate Swaps and Options
- Structured Interest Rate Products

Key considerations

- **Leader in all segments with a market share of 15.9% in customer loans, 16.8% in customer deposits, 29.2% receivables discounting (factoring)**
- Strong capital base and best in class in asset quality
- Particular strength in the wealthiest areas of Italy: strong retail presence covering more than 70% of Italian household wealth and retail funding
- Selected retail banking presence in CEE and MENA countries reaching 8.3m clients in **12 countries** through a network of ca.**1,300 branches**
- International network with a presence in **29 countries** in support of cross-border activities of corporate customers
- **Investment bank product desks and highly experienced specialists operating from international financial hubs (London, NY, Dubai, HK)**
- **Among the top 10 largest EU bank by capitalization and positive results**
- Fully compliant with Basel III Regulation
- Huge liquidity and unencumbered assets available
- Funding and risk perception back to normal – ISP 5 years CDS to level pre-EU crisis in 2011 and going down

Leader in Italy with unique customer reach

Strategic International Presence

A big bank with robust balance sheet and liquidity

Key figures

<i>Data in €bn (unless otherwise stated)</i>	Dec. 2015	Dec. 2016
Employees (#)	90,134	89,126
Total assets	676.6	725.1
Loans to customers⁽¹⁾	347.3	364.7
Deposits	973.5	1006.7
Direct customer deposits		
<i>Direct deposits from banking business</i>	372.2	393.8
<i>Direct deposits from insurance business and technical reserves</i>	132.9	144.1
Indirect customer deposits		
<i>Assets under management</i>	302.5	314.1
<i>Assets under administration</i>	165.9	154.8
Capital ratios %		
<i>Tier 1 ratio</i>	13.8%	13.9%
<i>Total capital ratio</i>	16.6%	17%
P&L		
<i>Operating Margin</i>	8.5	8.3
<i>Net Income</i>	2.7	3.1

Rating (as of December 2016)

<u>Rating agency</u>	<u>Long term</u>	<u>LT outlook</u>	<u>Short term</u>
S&P	BBB-	Stable	A-3
Moody's	Baa1	Stable	P-2
Fitch	BBB+	Negative	F2

Business contacts of VÚB Praha Branch



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INTESA  SANPAOLO

Děkuji Vám za pozornost !



INTESA  SANPAOLO