

INTESA SANPAOLO A JEJÍ AKTIVITY V EGYPTĚ

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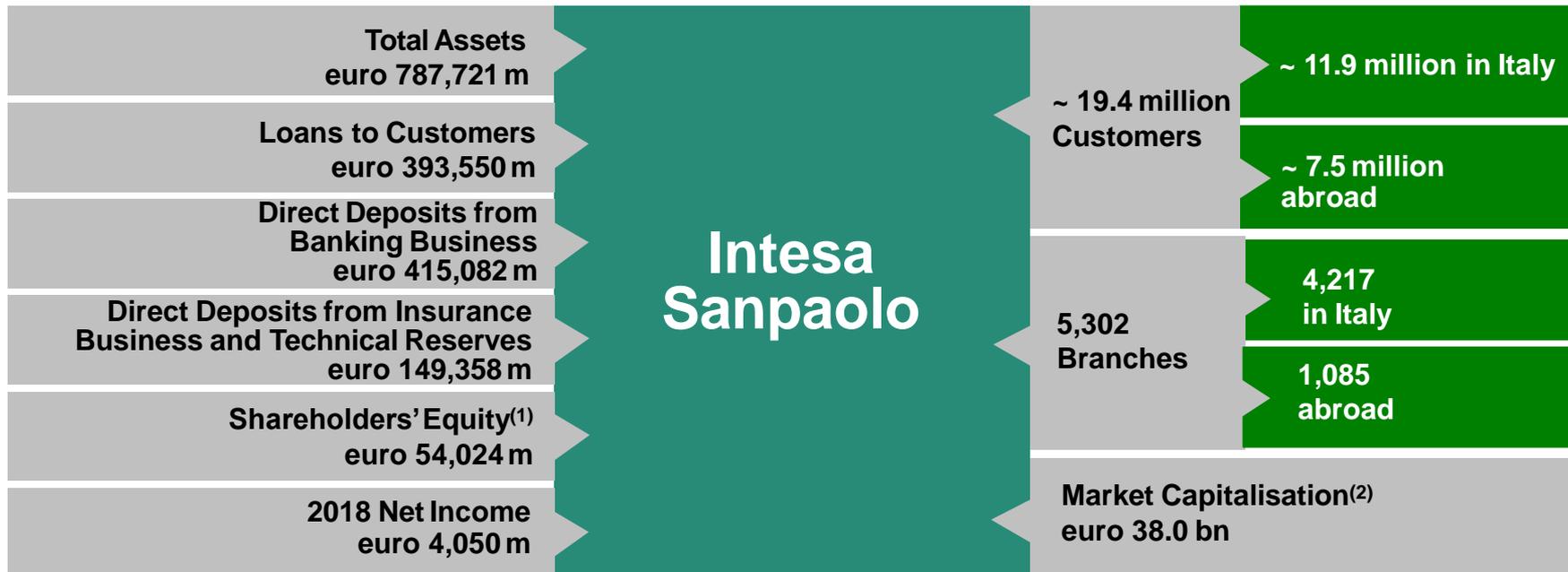


CO BYCHOM VÁM CHTĚLI DNES PŘEDSTAVIT?

- Skupinu Intesa Sanpaolo v Evropě a ve světě
- Působení skupiny Intesa Sanpaolo v České republice
- Působení skupiny Intesa Sanpaolo v Egyptě

- ...a na závěr opět jedna dobrá zpráva

THE GROUP AT A GLANCE: FINANCIAL HIGHLIGHTS

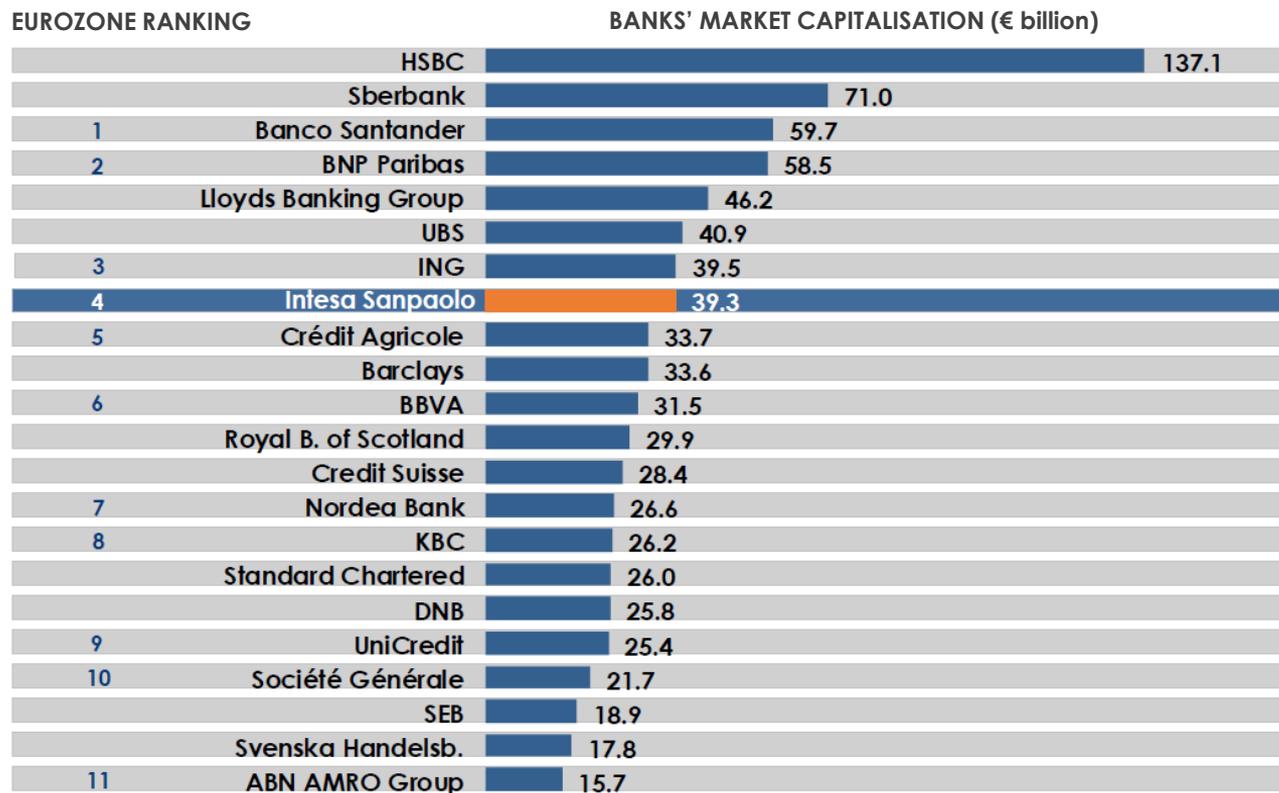


Figures as at 31 March 2018

(1) Including Net Income

(2) As at 29 March 2019

EUROPEAN SCALE



BANKY PATŘÍCÍ DO SKUPINY INTESA SANPAOLO

 BANCA INTESA Beograd	Serbia
Rank	1 st
Total Assets (€m)	5 172
Clients	1 312 000
Branches	154

 VŮB BANKA	Slovakia
	Czech Republic
Rank	2 nd
Total Assets (€m)	17 496
Clients	1 160 000
Branches	193

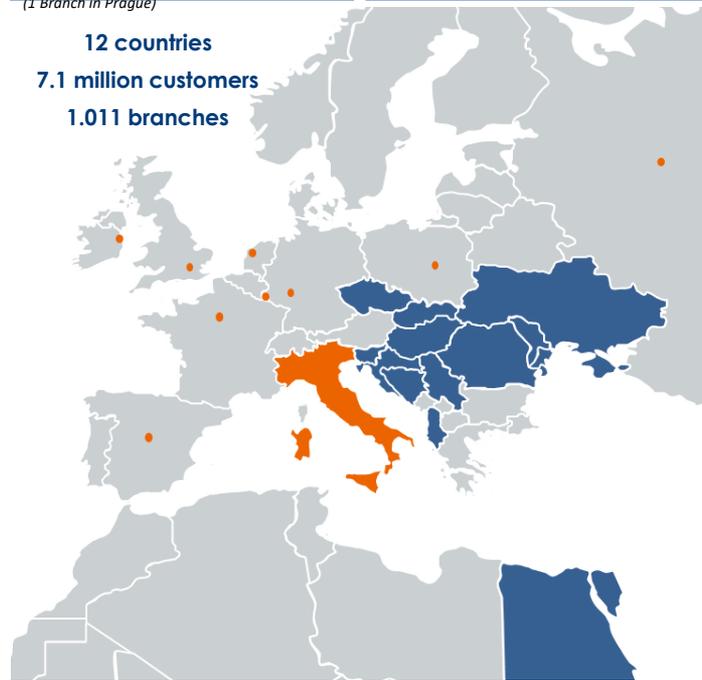
INTESA  SANPAOLO	Slovenia
Rank	6 th
Total Assets (€m)	2 608
Clients	191 000
Branches	49

 INTESA SANPAOLO BANK Romania	Romania
Rank	n.r.
Total Assets (€m)	1 300
Clients	68 000
Branches	34

 PRIVREDNA BANKA ZAGREB	Croatia ⁽²⁾
Rank	2 nd
Total Assets (€m)	11 397
Clients	1 672 000
Branches	191

(1 Branch in Prague)

12 countries
7.1 million customers
1.011 branches



 INTESA SANPAOLO BANKA Bosna - Hercegovina	Bosnia and Herzegovina
Rank	5 th
Total Assets (€m)	1 126
Clients	171 000
Branches	53

 CIB BANK	Hungary
Rank	6 th
Total Assets (€m)	5 869
Clients	419 000
Branches	65

 ALEXBANK بنك الإسكندرية	Egypt
Rank	5 th
Total Assets (€m)	5 249
Clients	1 646 000
Branches	176

 INTESA SANPAOLO BANK Albania	Albania ⁽¹⁾
Rank	4 th
Total Assets (€m)	1 421
Clients	228 000
Branches	34

 PRAVEX BANK	Ukraine
Rank	n.r.
Total Assets (€m)	159
Clients	98 000
Branches	45

INTESA  SANPAOLO	Italy
Rank	1
Total Assets (€m)	828 365
Clients	11 800 000
Branches	3 901

 EXIMBANK	Moldova
Rank	5 th
Total Assets (€m)	194
Clients	103 000
Branches	17

● Italy and ISP network

Figures as at 30 June 2019

THE ISP GROUP INTERNATIONAL NETWORK

EUROPE

Direct Branches

Frankfurt
Istanbul
London
Madrid
Paris
Warsaw

Representative Offices

Brussels ⁽¹⁾
Moscow



Country	Subsidiaries	Branches
Albania	Intesa Sanpaolo Bank Albania	34
Bosnia and Herzegovina	Intesa Sanpaolo Banka Bosna i Hercegovina	54
Croatia	Privredna Banka Zagreb	192
Czech Republic	VUB Banka	1
Hungary	CIB Bank	68
Ireland	Intesa Sanpaolo Bank Ireland	1
Luxembourg	Fideuram Bank Luxembourg Intesa Sanpaolo Bank Luxembourg	1 1
Moldova	Eximbank	17
Romania	Intesa Sanpaolo Bank Romania	34
Russian Federation	Banca Intesa	32
Serbia	Banca Intesa Beograd	154
Slovakia	VUB Banka	201
Slovenia	Intesa Sanpaolo Bank	49
Switzerland	Intesa Sanpaolo Private Bank (Suisse) Morval(2)	3
The Netherlands	Intesa Sanpaolo Bank Luxembourg	1
Ukraine	Pravex Bank	50
United Kingdom	Banca IMI Intesa Sanpaolo Private Banking	1 1

AMERICA

Direct Branches

New York

Representative Offices

Washington D.C.

Country	Subsidiaries	Branches
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Brazil	Intesa Sanpaolo Brasil	1
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AFRICA

Representative Offices

Cairo

Country

Egypt

Subsidiaries

Bank of Alexandria

Branches

175

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 31 December 2018

(1) Institutional Affairs

VÚB PRAGUE BRANCH

1993

establishment of VÚB Prague Branch as a foreign branch of VÚB, a.s., at the time a Slovakian state-owned bank

2001

Banca Intesa, then called Intesa BCI, acquires 96,49% of VÚB, which becomes a member of the largest Italian banking group and one of the most significant financial institutions in Europe

2007

Banca Intesa and San Paolo IMI merged into Intesa Sanpaolo and became one of the most important European financial groups

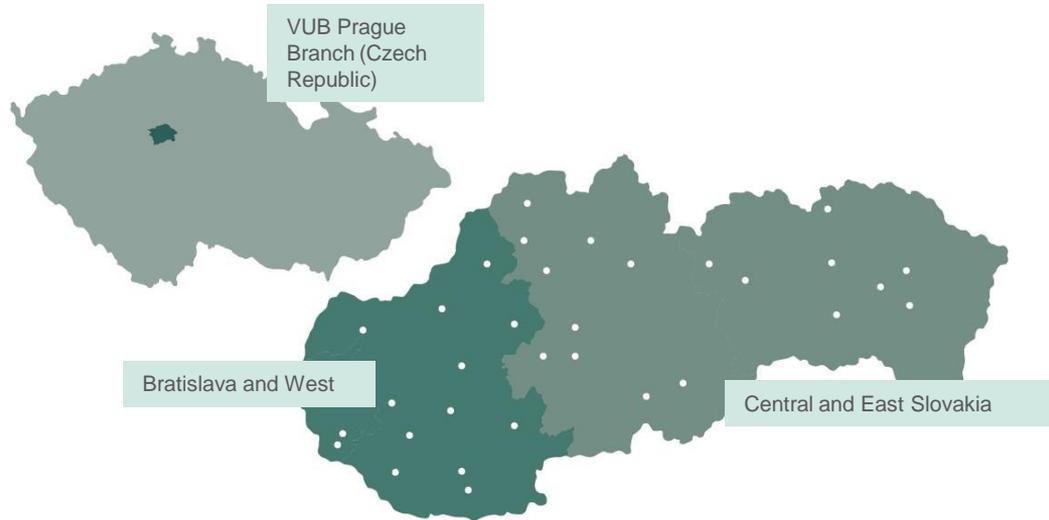
2016

VÚB Prague Branch focus on high-end Corporate banking

Intesa Sanpaolo Holding International S.A. – INTESA SANPAOLO Group – is the majority owner with a stake of 97,03% (2017 VUB Bank Annual Report)

BRANCH NETWORK

- Teams of corporate banking specialists are ready **to help** and **provide comprehensive financial services** to clients
- Corporate network consists of **32 corporate branches** covering 4 different areas all around Slovakia and 1 corporate branch in Prague (CR)



Multinational + Large Dpt.

Annual turnover over € 50m.

Trade Finance

Market leader in export finance as well as in guarantee volumes.

Factoring

Market leader in non – recourse factoring and invoice discounting in SR.

Real Estate & Project Finance

The highest y/y percentage growth in the loan portfolio among banks providing loans to finance real estates.

VÚB PRAGUE BRANCH

Value Proposition

- Corporate branch delivering **tailor-made banking solutions** focused on large corporations
- Product portfolio and track record underlying its market position of a recognized niche player
- **Strong in structured finance and syndicated loans market**
- Visible footprint on debt capital market via Banca IMI London, member of ISP Group
- Fully **committed to support local and cross-border activities of complex multinational clients**

Products Expertise

- **Funding in local currency CZK, FX treasury**
- **Cash management:** payments and collections, e-banking (local and ISP Group's solution), CAMT.053), SWIFTnet SWIFT (MT94x, MT101,pain 001, pain 002, pain.008., H2H, EBICS channels, Domestic and International Cash pooling, Payment factory
- **Trade finance:** Bank guarantees, Letters of credit, Documentary collections, Structured Export Finance
- Whole range of products of the mother company VUB Bratislava incl. factoring
- **Supply Chain Financing**

Ranking & Key Figures

- **Corporate branch of VUB in Czech Rep.** with focus on TOP corporate companies
- With **EUR 1bn balance sheet** taking a decent part of the VUB Bratislava Corporate banking business and supporting VUB's further growth ambitions
- Branch of VUB Bratislava **Rated A2 (Moody's) since June 2015**
- **60% penetration in Czech TOP 100 corporate**

Selected Credentials

- **Group of several domestic & multinational corporations** (EUR 43bn market cap.): participation in syndicated credit facility of **EUR 50 million**
- **European telecommunication company** (EUR 6bn Market Cap.): participation in syndicated credit facility of **EUR 40 million** + Schuldschein Darlehen of **EUR 25 million**
- **Czech agriculture and food production conglomerate** (EUR 5.5bn): **Euro 125 million** of multipurpose limits
- **Czech/CEE energy&utility leading player** (EUR 24bn): **EUR 190 million** of multipurpose limits
- **Multinational FMCG** or telco companies: guarantees umbrella facilities in the range of **EUR 100-150 million**

FINANCING SOLUTIONS

LOANS

- Investment Loans
- Overdraft Facilities
- Revolving and Term Loans
- Financing operating needs of municipalities
- Financing of Farmers

TRADE FINANCE AND FACTORING

- Bankguarantees
- Letters of Credit
- Documentary Collections
- Invoice Discounting and Forfaiting
- Factoring

PROJECT AND REAL ESTATE FINANCE

- Syndicated Financing
- Project Financing
- Mergers and Acquisitions
- Real Estate Finance

LIQUIDITY MANAGEMENT AND CASH POOLING

PAYMENTS AND COLLECTIONS

- Domestic and Cross-border Payments
- Local Direct Debit (B2B, in LCY)
- SEPA Payments (SCT, SDD Core, SDD B2B)

CHANNELS

- Local e-banking – Inbiz4VUB
- MultiCash
- Inbiz International
- SWIFT Net (ISP as Payment HUB)
- Host to Host (ISP as Payment HUB)

TREASURY AND INTERNATIONALIZATION

- Domestic Cash Pooling
- International Cash Pooling (Cash Concentration, Zero Balance)
- SWIFT MT940, MT941, MT942
- SWIFT MT101
- Payment Factory

TREASURY SERVICES

FX MARKET PRODUCTS

- Spot Transactions (FX SPOT)
- Forward Transactions
(FX FORWARD)
- FX Swaps
- FX Options
- Structured FX Products
- Commodity Derivates

MONEY MARKET PRODUCTS

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

INTESA SANPAOLO V EGYPTĚ



ALEXBANK AT A GLANCE



ALEXBANK AT A GLANCE

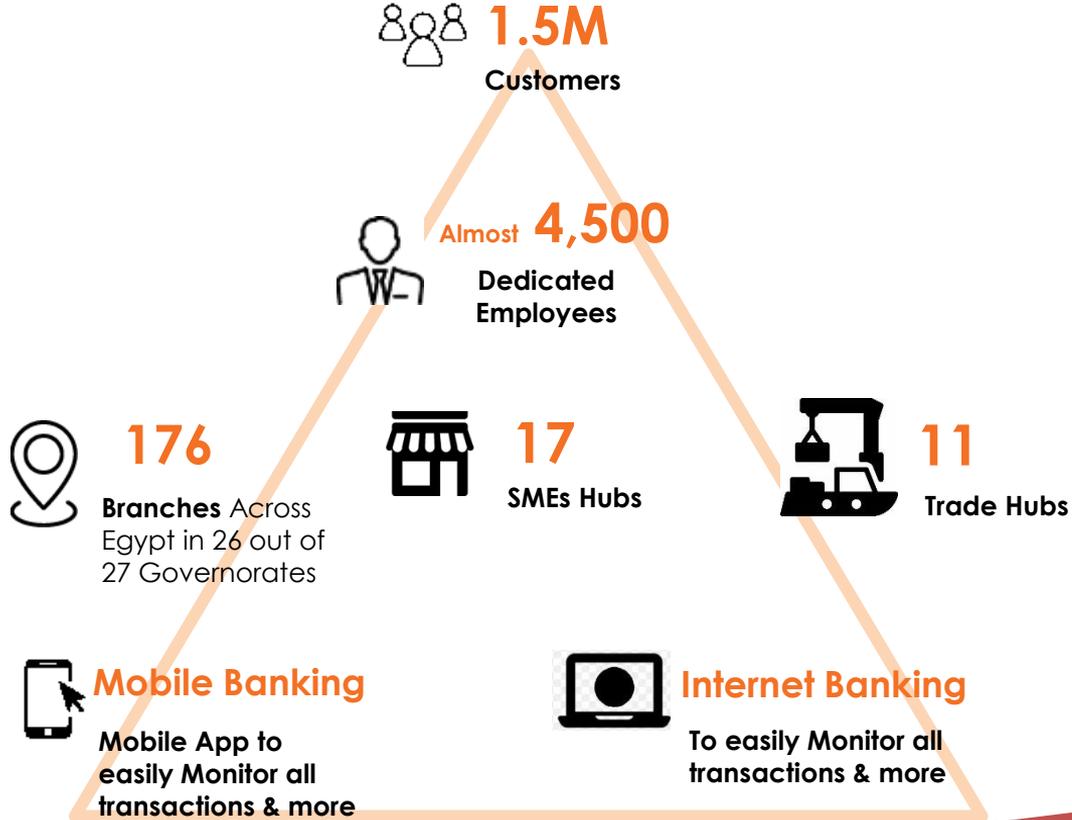
Highlights

Alexbank

- First private bank in terms of branches with a network distributed all over Egypt with more than 1.646mln customers
- Among main banks in Egypt in terms of total assets
- Universal financial group providing a full range of commercial banking and investment services for corporations and private clients
- Dedicated relationship managers in Multinational Unit offer local and international investors a gateway into Egypt's economic landscape with focus on trade and cross border investment



ALEXBANK AT A GLANCE



ALEXBANK AT A GLANCE

Available products and services



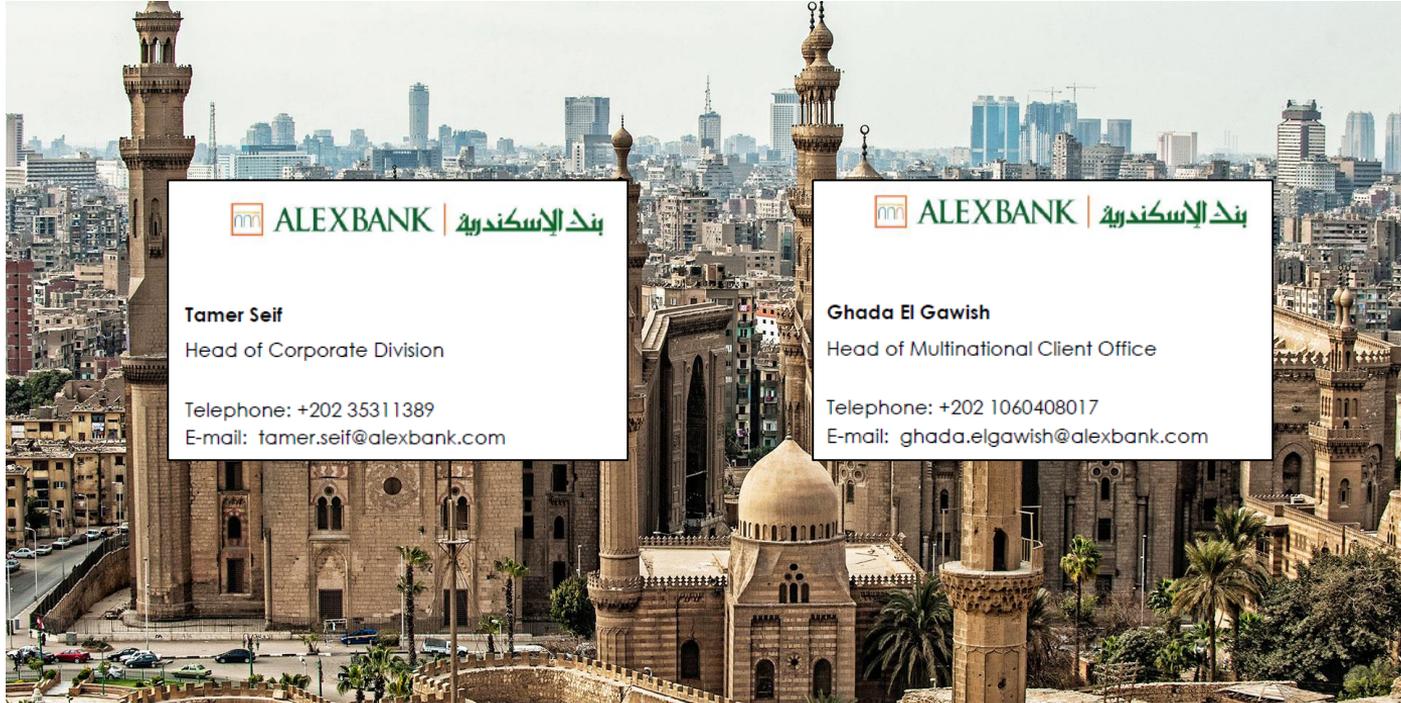
CORPORATE MAINSTREAM PRODUCTS/SERVICES

- Checking & Savings
- Loans
- Treasury Management
- Foreign Exchange
- Cash Management Services
- Domestic & Cross-border Payments
- Corporate cards
- POS/Acquiring
- E-banking Services
- Full spectrum investment banking product & services

CORPORATE SPECIALISED PRODUCTS/SERVICES

- Financial Advisory SERVICES
- Bilateral & Syndicated Loans
- Project Financing
- Forward Contracts
- Guarantees (domestic/international)
- Letters of Credit (import, export)
- Documentary Collections
- Import and Export Financing
- Forfaiting and Post-financing of Letter of Credit

ALEXBANK CONTACTS



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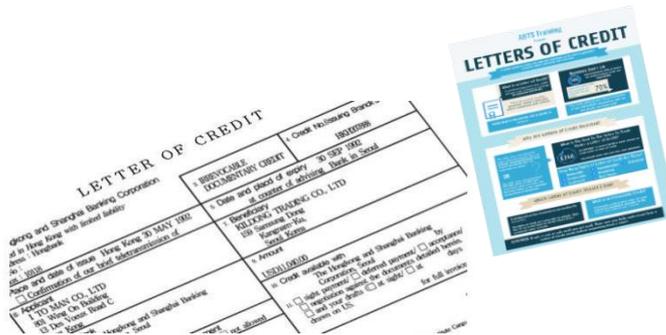
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Ghada El Gawish
Head of Multinational Client Office

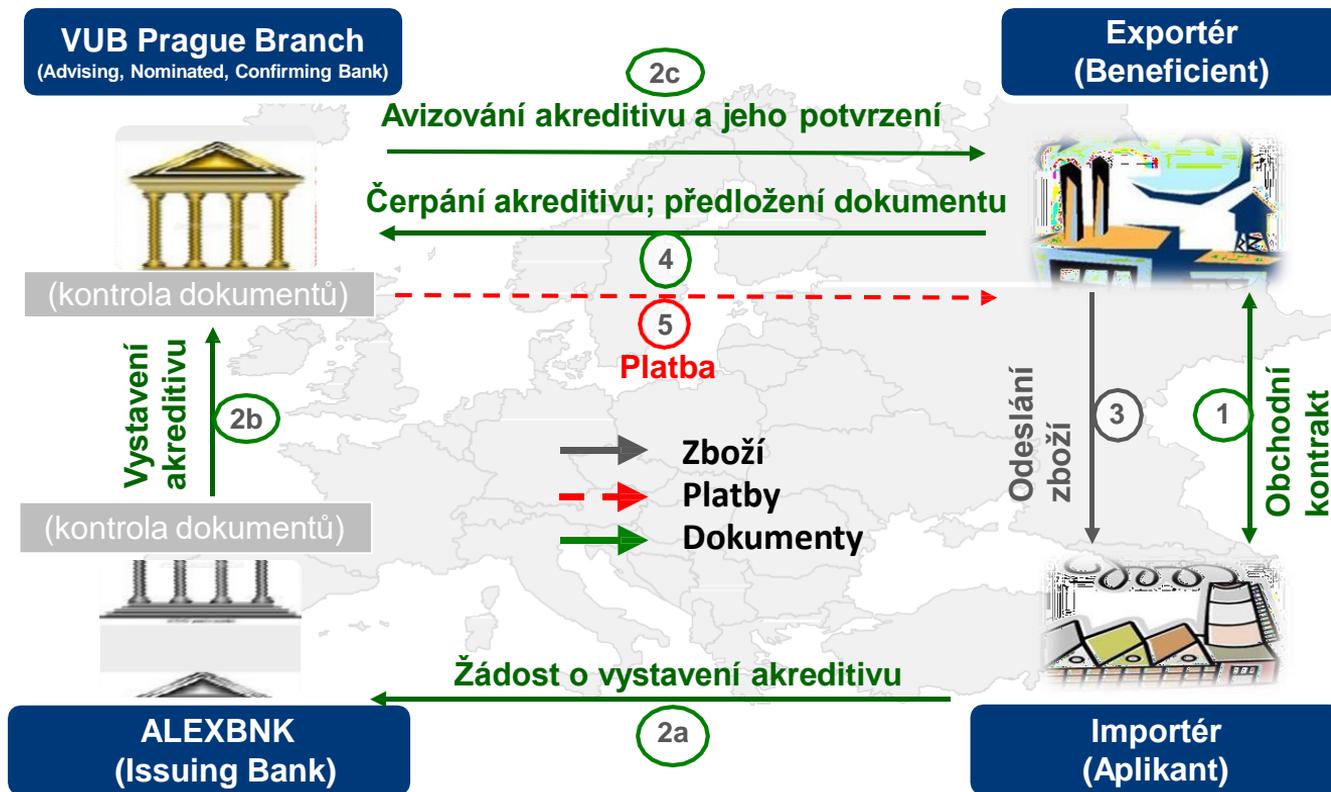
Telephone: +202 1060408017
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DOKUMENTÁRNÍ AKREDITIV

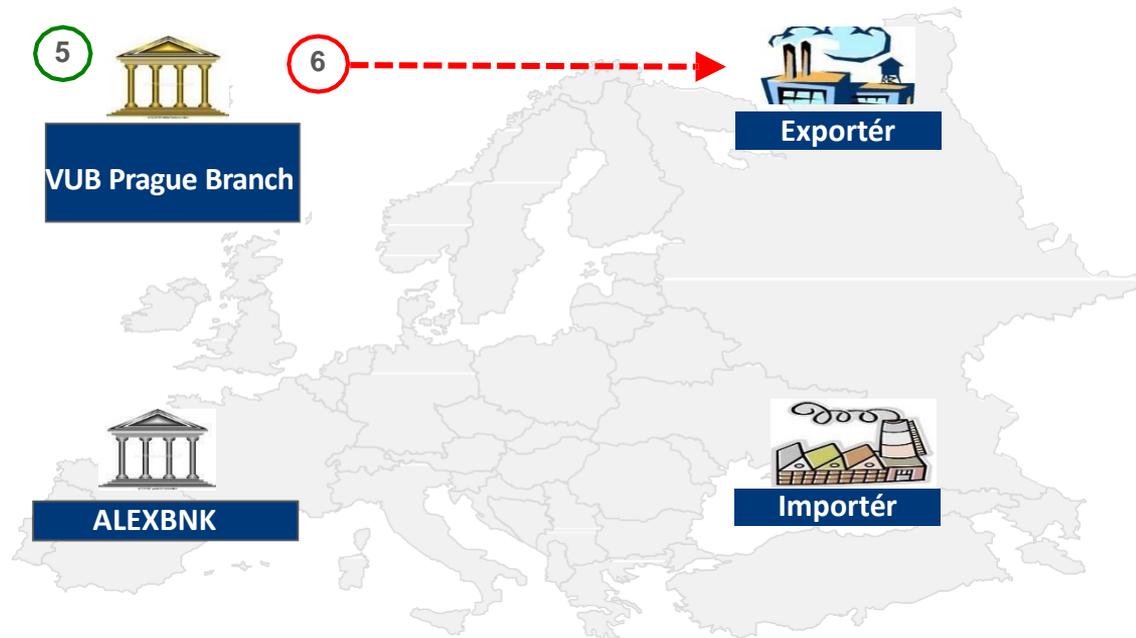
NÁSTROJ NA FINANCOVÁNÍ EXPORTU A ZAJIŠTĚNÍ KOMERČNÍCH A TERITORIÁLNÍCH RIZIK



POTVRZENÍ DOKUMENTÁRNÍHO AKREDITIVU

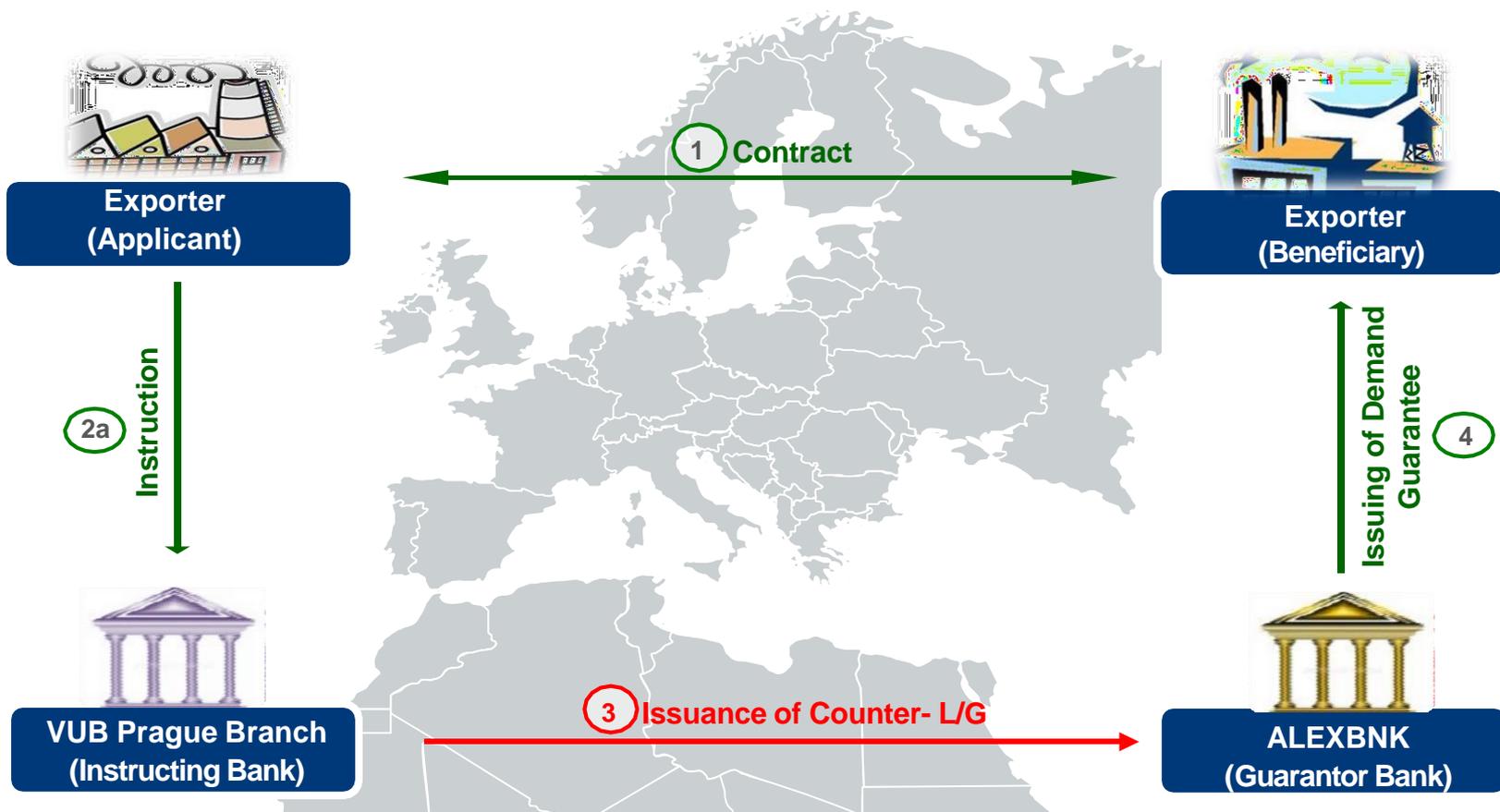


FINANCOVÁNÍ AKREDITIVU S ODLOŽENOU SPLATNOSTÍ



- 5 ■ Na základě žádosti exportéra banka prověří podmínky nutné pro odkup akreditivu.
- 6 ■ Exportér podepíše smlouvu o odkupu akreditivu se svou bankou a obdrží zdiskontovanou hodnotu dokumentu na svůj účet.

VYSTAVENÍ LOKÁLNÍ ZÁRUKY V EGYPTĚ



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**DĚKUJEME VÁM
ZA POZORNOST!**