



Corporate and Investment Banking

Slavomír Beňa

UniCredit Bank Czech Republic and Slovakia, a.s.

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Banking that matters. |  **UniCredit Bank**

UniCredit: A simple successful pan-European commercial bank

Commercial Banks with leader positions¹ in 12 out of 14 countries²

25 million customers, thereof 600,000 corporate and public sector clients

Second-largest Corporate Lender
in Europe with more than EUR 300 bn outstanding³

The Leader in the EUR Bond market⁴ and the European Trade Finance Power House⁵

International Network spanning a further 16 countries and access to 4,000 correspondent banking relationships

With a fully plugged in CIB

¹Data as of 9M2016, ranking between #1 and #5 of market share in terms of total assets according to local accounting standard; ²Italy, Germany, Austria, Czech Republic, Slovakia, Hungary, Slovenia, Croatia, Bosnia and Herz., Serbia, Russia, Romania, Bulgaria, Turkey; ³As of 30 Sep 2016 (Source: Internal analysis based on banks' financial statements and market presentations);

⁴#1 EMEA Bonds in EUR by no. of deals in 2016 (excluding self-led transactions), source: Dealogic; ⁵Euromoney Trade Finance Survey 2017: Euromoney: <http://www.euromoney.com/Poll/181705/PollsAndAwards/Trade-finance-survey.html>



Delivering a unique network in Western, Central and Eastern Europe

#1 Bookrunner in EMEA¹

Germany
#1 in “Combined Bonds and Loans”²

Italy
#1 in “Combined Bonds and Loans”²

Austria
#1 in “Combined Bonds and Loans”²

CEE
#1 in “Combined Corp. Bonds and Loans”²

#1 Commercial Bank in CEE³

Leadership position in market with Total Assets of EUR 2,600 bn⁴

#1 in CEE⁵, top 5 ranked in most of CEE countries⁶

Mainly **present in EU** countries (63% of CEE assets)

Well diversified ensuring resilient performance throughout the cycle

Making Europe a home for you

¹#1 EMEA Syndicated Loans in EUR by volume and #1 EMEA Bonds in EUR by no. of transactions (excl. self-led), source: Dealogic as of 24 Mar 2017 (period: 1 Jan – 31 Dec 2016);

²EUR-denominated transactions; source: Dealogic Bookrunner rankings as of 17 Jan 2017 (period 1 Jan – 31 Dec 2016); “CEE” refers to the official Dealogic Loan Analytics category “Eastern Europe”. ³Market share and ranking in terms of total assets as of 4Q 2016 except for Czech Republic and Slovenia (data as of 3Q2016); ⁴For SI and CZ data refer 3Q16 as data not available yet.



UniCredit Bank in Slovakia

11,500
corporate clients*

14%
Loans market share*

9%
Deposits market
share*

Leading position on the market

- The bank of choice for **multinational companies, foreign investors and cross-border flows**
- Professional services in **cross-border and trade-related businesses**
- almost 12 thousands corporate clients served on daily basis
- **14% market share** in loan volumes ranking the bank among top players in corporate banking
- **#1 player** for Mid sized companies
- **#1 player** within Corporate Loans in area of Agriculture
- **Coverage:** 16 regional corporate clients centers, 57 branches, 147 ATMs and a team dedicated for multinational clients
- State-of-the-art payment processing systems
- Specialized subsidiaries: **UniCredit Leasing and UniCredit Factoring**
- **Favourable refinancing agreements** with **European Investment Bank** and **SZRB AM** and **Cooperation in guarantee facilities** with European Investment Fund (EIF)



UniCredit – Strong Commercial Bank in Czech Republic and Slovakia

