



**MONTE
DEI PASCHI
DI SIENA**
BANCA DAL 1472

THE EURO-MEDITERRANEAN INVESTMENT FORUM
Financing Maritime Economy, Investments and Social Development in the
Mediterranean

Thursday, 4th and Friday 5th July 2019 - Naples, Palazzo Piacentini

Financial Cooperation, Investment, Banking system
The Case of The New Suez Canal and Egypt

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Central Italy

Why and where developing the banking presence abroad

- Internationalization of customers
- Demand of banking services
- Better introduction and understanding of the markets
- Facilitating the interaction with the local banking system



Worldwide presence - Banca Monte dei Paschi di Siena



Main trade route through the Suez Canal



The experience of Banca Monte dei Paschi di Siena

- Active for decades in North Africa, Cairo Rep. Office opened in 1983
- Network of Representative Offices, having in their “*mission*” :
 - developing partnerships with the local banking system
 - increasing local experience and know-how
 - building a network of strategic relationships



Direct benefits for:

- **Italian companies:** can rely on an experienced partner for their internationalization needs. Special mention is to be made to activities connected to the development of infrastructure projects, through the participation in tenders supported by national and supranational development banks.
- **Local companies and institutions:** by easing contacts with Italian counterparts, to support their commercial and investment projects in Italy.
- **Local banking system:** by proposing partnerships aimed at improving cross-border banking support, to better satisfy specific needs.



The potential role of a bank in the context of an infrastructural project

- To support directly or indirectly the specific infrastructure project
- To provide financial support (both directly or indirectly) to relevant investments and trade activity



Projects assessment

Projects must be sustainable:

- **Internal sustainability** with reference to the Promoter
- **External sustainability** with reference to:
 - ✓ Market
 - ✓ Competitiveness
 - ✓ Social development
 - ✓ Environmental impact



Main financial instruments supporting projects

Investment

- ✓ Guarantees
- ✓ Supplier's Credit, also with ECA coverage
- ✓ Buyer's Credit with ECA coverage
- ✓ Access to supranational financial sources

Trade

- ✓ Guarantees
- ✓ Collections and payments
- ✓ Issuance of letters of credit and relating transactions



The Suez Canal

is an example of infrastructural investment, with a strong direct and indirect impact on the development of the whole socio-economic context at the level of Mediterranean Region.



Representative Offices of Banca Monte dei Paschi di Siena in the North African Region

EGYPT

10, Saray El Gezira Street “Soliman House” - Apt. N. 5, Second Floor - 11211 Zamalek, **Cairo**
operational since 1983

TUNISIA

Immeuble Msedi/Gouia, Residence El Majd - Rue du Lac Constance, Appt. 2.2, 2^e Etage
Les Berges du Lac - 1053 **Tunis**
operational since 2001

ALGERIA

88, Boulevard Krim Belkacem – 16000 **Algiers**
operational since 2002

MOROCCO

197, Bd Zerktouni angle Rue Chella – 4^e Etage, Bureau n. 12 - 20100 **Casablanca**
operational since 2006



