

PRESS RELEASE

AGREEMENT BETWEEN INTESA SANPAOLO AND UCIMU-SISTEMI PER PRODURRE FOR THE DIGITALISATION AND INNOVATION OF COMPANIES

Turin/Cinisello Balsamo, 3 May 2017 - **UCIMU-SISTEMI PER PRODURRE**, the association of Italian manufacturers of utensils, robots and automation, and the **Intesa Sanpaolo Group** signed a partnership agreement designed to support and encourage the processes of innovation and digitalisation of the associated companies and their customers.

There are huge development opportunities for those companies that intend to undertake the digital challenge launched by the government authorities with the establishment of the Industria 4.0 National Plan, but a thorough action is required with investments in fixed and intangible capital. The acquisition of advanced technology equipped with connection systems requires investments in research, innovation and training as well as organisational changes and continuous attention to the developments underway. In light of this, the agreement includes:

- Loans

Intesa Sanpaolo provides UCIMU-SISTEMI PER PRODURRE associates, which account for more than 70% of the sector's "made in Italy", and their customers with a wide range of financial solutions that are useful to support, in the most suitable way, the investments included in the Industria 4.0 National Plan and aimed at the technological and digital transformation of the production processes.

These solutions cover up to 100% of the investment and may be combined with trade receivable liquidation lines up to 50% of the amount of the investment. In addition, via the "nuova Sabatini" medium/long-term loan, for amounts between 20,000 and 2,000,000 Euro, it is possible to acquire the Fund's guarantee pursuant to law 662 to the maximum extent of 80%. Finally the company may access interventions aiming to facilitate internationalisation and export processes thanks to the bank's specialised structures and the presence in 40 foreign countries.

- Accompanying companies in the preparation of innovative projects

For the associated companies Intesa Sanpaolo will activate forms of hand holding for *scouting* and *advisory* activities, in *matching* technological solutions and patents. In particular, it will provide two exchange platforms, **Tech-Marketplace** and **Knowledgeshare** in order to help companies explore innovative solutions and identify potential parties according to an *open innovation* logic.

- Training

One of the key issues is the ability of the staff employed in the companies of the sector to accept, apply and manage innovation. Through Intesa Sanpaolo Formazione the associates and their

customers may access targeted national and international programmes, able to generate and support changes inside the corporate structure, also supported by specific funds.

Alfredo Mariotti, general manager of UCIMU-SISTEMI PER PRODURRE, stated: *“The agreement signed with Intesa Sanpaolo aims to support and stimulate the manufacturing growth process. As a matter of fact, the development of our country’s industrial competitiveness cannot exclude updating the machine fleet installed in the companies and their digital integration. The agreement signed yesterday is one of the numerous initiatives that UCIMU-SISTEMI PER PRODURRE has implemented with Intesa Sanpaolo over the years with the objective of ensuring that the associated companies and their customers receive financing services that suit their specific needs. The hope is that this initiative may facilitate the point between supply and demand of technology, by contributing to increasing the competitiveness of the Italian system”*.

For **Andrea Lecce**, head of the Intesa Sanpaolo Marketing Department: *“This agreement is particularly important since it involves a sector that is representative of high-quality “made in Italy”, which the bank supports wholeheartedly. Thanks to innovation, the new technologies of the fourth industrial revolution and digitalisation, also SMEs may establish partnerships in faraway markets, develop new ideas, reorganise themselves with a view to greater efficiency and work in a chain. Through the Sviluppo Filiere project launched by Intesa Sanpaolo in 2015, more than 350 contracts have been signed with lead companies, with a potential of more than 15 thousand suppliers, for a turnover exceeding 55 billion euro and a workforce of more than 80 thousand employees”*.

The agreement will be valid until 31 December 2018, with the possibility of annual renewal. For a greater awareness of the companies concerned, Intesa Sanpaolo and UCIMU-SISTEMI PER PRODURRE will start joint promotional initiatives in the country

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