



## PRESS RELEASE

### **GREEN BUILDING: AGREEMENT BETWEEN UBI BANCA AND FEDERLEGNOARREDO**

*Consultancy, mortgages and loans to firms in the timber sector who operate on the basis of the S.A.L.E protocol (Sistema Affidabilità Legno Edilizia – Timber Building Reliability System)*

**Milan, 13th November 2017** – UBI Banca and FederlegnoArredo have signed an agreement designed to offer sound financial products and specialist advisory services to firms in the timber sector in order to assist these companies with both their ordinary and extraordinary requirements.

The firms involved in this agreement adhere to the S.A.L.E. protocol, the first privately certified system, agreed with banks and insurance companies, promoted and conceived of by FederlegnoArredo. The purpose of this collaboration between the Bank and FederlegnoArredo is to support the green sector and the whole industry covered by Assolegno, the FederlegnoArredo association which represents firms operating in the initial processing and manufacture of timber constructions.

The purpose of the S.A.L.E. protocol is to guarantee buildings and it constitutes a distinguishing feature for all the companies involved who have invested in specialised workmanship, prefabrication technology and product innovation.

The aim of the agreement signed today is not only to support the timber construction industry, a sector which is growing and represents around 7% of the national building market, but also to provide UBI Banca with all the guarantees needed to finance a green building project which complies with all the legal quality standards.

“The figures for the timber sector describe an industry that is recovering and has a significant presence in the regions in which UBI Banca has its deepest roots. Lombardy, for example, where our bank has a market share of over 12%, lies in first place in Italy with approximately 20% of buildings constructed from timber”, explained **Frederik Geertman, Chief Commercial Officer at UBI Banca**. “With this initiative our Group wishes to contribute to the recovery of the complete supply chain with sound credit solutions for end buyers of timber buildings, the builders and their suppliers”.

“This agreement is an important event”, underlined Marco Vidoni, President of Assolegno, “with a prestigious bank coming to work alongside all industrial sectors represented by Assolegno, in a virtuous programme of collaboration between the banking sector and firms working in the timber supply chain. What is more, for builders who work with timber, the S.A.L.E. protocol certification has now become synonymous with high quality and guarantees both for clients and for all banks and insurance companies involved in this fundamental and strategic project for FederlegnoArredo”.

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