



UBI Banca, Unioncamere Lombardia and Innexa: a memorandum for collaboration and support to firms is signed

The objective of the agreement is to work jointly to support firms in Lombardy in their innovation, digitisation, development and growth processes, needed to assist them in the wake of the difficult context generated by Covid-19

Milan, 13th July 2020

A Memorandum of Intent was signed today at the headquarters of the Milano-Monza Brianza-Lodi Chamber of Commerce. It brings together and represents the nine chambers of commerce in Lombardy, UBI Banca, a major national banking group, and Innexa Innexa - Consorzio Camerale per il Credito e la Finanza, an in-house organisation of Unioncamere Lombardia which offers services to companies in the field of supplementary finance and fintech. The aim of the agreement is to support the Lombard economy in its delicate recovery phase, in view of the difficult context generated by the Covid-19 emergency.

The memorandum was signed by **Gian Domenico Auricchio** President of Unioncamere Lombardia, Stefano Vittorio Kuhn, Head of the Milan and Emilia-Romagna Macro Geographical Area at UBI Banca and Paolo Ferrè, Chief Executive Officer at Innexa.

The parties have agreed to collaborate on initiatives to support firms with particular regard to grasping opportunities to assist them in innovation, digitisation, development and growth processes, also by making available special tools and resources to achieve this.

Small to medium-sized businesses above all are at the centre of attention, for which Unioncamere, UBI Banca and Innexa will be working, each within their fields of expertise, in order to identify real opportunities for recovery and development and to make these available.

An example of the scope of this collaboration includes seminars and workshops planned on subjects such as digitisation, payment and collection systems, insurance cover, subsidised finance, leasing, long-term hire, fintechs, corporate financial risk management and impact finance and ESG. Access to loans, also on the basis of loan pools agreed or proposed by UBI, is provided to support investment in the various areas of intervention, with a positive impact on sustainability.

The process to draw up the Memorandum of Intent was led by the UBI Comunità team, a strategic area of UBI Banca, which has the creation of partnerships with socio-economic communities in order to create shared value as one of its objectives. The memorandum is designed to create synergies between the Bank and member companies of Lombard chambers of commerce in order, for example, to improve knowledge of their need for credit and their requirements.

The first initiative programmed is a webinar which will take place on Monday 20th July from 11:00 to 12:00 a.m. entitled "Lombard chambers of commerce and UBI Banca intervention to support SMEs in the economic relaunch phase". The meeting is specially for small to medium-sized businesses and speakers will include *Roberto Valente*, Head of the Services for Businesses Area – SME Assistance and Development at Unioncamere



Lombardia, **Stefano Vittorio Kuhn**, Head of the Milan and Emilia-Romagna Macro Geographical Area at UBI Banca, and **Danilo Maiocchi**, Innexa Director – *Consorzio Camerale per il Credito e la Finanza* (Chamber of Commerce Consortium for credit and finance).

“The Lombard chambers of commerce are well aware of the difficulties that our firms are facing. This is why we have immediately brought extraordinary resources into play to support the start-up of the recovery of the Lombard economy, but it isn’t sufficient. We also need to offer new tools and services to facilitate innovation and digitisation processes, both financial and other, vital for the recovery”, said **Gian Domenico Auricchio - President of Unioncamere Lombardia**. *“To work together in a network is always positive, but working together with the same intentions at a time as serious as the one we are experiencing now is even more important and meaningful. The agreement signed by Unioncamere Lombardia, UBI Banca and Innexa underlines the importance of bringing to life structured and operational collaboration for firms”.*

“SMEs play a fundamental role as a driver of development for the country and UBI Banca feels a strong sense of responsibility to support investment plans, especially in such a delicate moment for the economy as the one we are going through now” said **Stefano Vittorio Kuhn, Head of the Milan and Emilia-Romagna Macro Geographical Area at UBI Banca**. *“The agreement signed today offers new chances to take action to assist businesses in the Lombard area and it confirms the validity of action taken jointly which allows opportunities offered by market developments to be grasped, by investing in business strategies that are sensitive to issues of sustainable development”.*

“Today more than ever alliances are needed to face the challenge of this difficult economic situation. Thanks to the synergies offered by this agreement, Innexa’s expertise in Fintech and supplementary corporate finance products is added to and strengthened with one single big objective: to work with Lombard businesses to ensure they receive fast, concrete and effective assistance”, declared **Giovanni Da Pozzo, President of Innexa**.

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