



PRESS RELEASE

BANCO BPM SIGNS AN IMPORTANT AGREEMENT WITH BANCO SANTANDER AND JOINS TO THE ALLIANCE TRADE CLUB

Milano, 13 Febbraio 2018 - Banco BPM and BPM Spa entered into a strategic partnership agreement with the Spanish credit institution Banco Santander, that give Banco BPM and Bpm Spa clients the opportunity to become members of "Trade Club Alliance" and join a community of internationally active companies founded and spearheaded by Santander Bank.

By preparing a business card featuring the key highlights of their companies, Banco BPM and BPM Spa business customers can promote their business activities in the Club's virtual shop window and receive messaging flows aimed at promoting B2B contacts with the other members of the Community, at domestic and international level.

To join the Trade Club, Banco BPM and BPM Spa will set up the Business Community "You Lounge – *The Trade Club*", that will be linked with the communities of major international banks to form the **Trade Club Alliance**.

Banco BPM's new club is an evolution of digital services, including those geared for the international arena and that see the group involved in a daily development effort to provide an increasingly *smart* service to its business customers. Indeed, after the information portal YouWorld and the transactional portal YouTradeFinance, Banco BPM is now forming this important alliance and is launching into transactions across several important segments at the click of a mouse.

According to Giuseppe Castagna, CEO of Gruppo Banco BPM, "the aim of this deal is to implement a greater number of technologically-advanced services to the benefit of the clients of Banco BPM". In particular, the SME world - which needs advisory and other services spanning not only financial issues, but also financial statements, export and fiscal regulations - is supported by the bank led by Giuseppe Castagna through the innovative financial advisory IT structure fully devoted to companies.



The countries covered by the Santander Trade Club by leveraging the presence of the Santander Group are the United States, Mexico, Brazil, Argentina, Chile, United Kingdom, Portugal, Peru Uruguay, Colombia, Germany, Spain and Poland.

The banks that are currently already members of Santander's Trade Club, and that will form the Trade Club Alliance with Banco BPM are Nordea (Denmark, Finland, Norway and Sweden), Eurobank (Greece and Cyprus), KBC (Belgium, Czech Republic, Hungary, Slovakia and Bulgaria.), Attijariwaffa (Leading banking group in Maghreb, based in Morocco, with operations across nAfrica), Industrial Bank of Korea (South Korea), Credit Agricole (Global bank, with membership covering the French territory) and Siam Commercial Bank (Thailand).

The project aims at bringing together about eighteen Banking groups to cover the most interesting trade areas worldwide. The projected number of clients joining the Trade Club Alliance from the 18 Banking Groups in about 40 countries across the world by the end of 2019 hovers around 75,000 companies.

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