

# UniCredit, in CEE, mostra un ottimo posizionamento non solo nell'attività di lending...

3 Bookrunner of All Loans in EMEA by allocated volume

All Loans in EMEA			
Pos.	Bookrunner	Deal Value (USD mn)	No. of Issues
1	Deutsche Bank	29,754	117
2	BNP Paribas	25,400	145
3	<b>UniCredit</b>	<b>22,276</b>	<b>124</b>
4	JPMorgan	21,857	74
5	Crédit Agricole CIB	18,608	83
6	HSBC	18,403	108
7	Société Générale CIB	18,333	90
8	RBS	18,324	87
9	Commerzbank Group	18,235	134
10	Citi	18,062	80

Period: 1 Jan – 31 Dec 2012  
Source: Dealogic

1 Bookrunner Corporate Loans in CEE by allocated volume

CORPORATE LOANS IN CEE			
Pos.	Bookrunner	Deal Value (EUR mn)	No.
1	<b>UniCredit</b>	<b>1,368</b>	<b>12</b>
2	ING	911	8
3	BNP Paribas	746	7
4	Société Générale CIB	684	6
5	Raiffeisen Bank International AG	516	5
6	Natixis	491	6
7	Crédit Agricole CIB	475	3
8	Mitsubishi UFJ Financial Group	425	4
9	Deutsche Bank	396	3
10	Bank of America Merrill Lynch	393	2

Period: 1 Jan – 31 Dec 2012; Source: Dealogic

## ...ma anche nel business dei Bonds

### 2 Lead Manager of All Bonds in EUR by volume

#### ALL BONDS IN EUR

Pos.	Lead Manager	Amount (EUR mn)	No. of Issues	Share %
1	BNP Paribas	70,815.18	317	6.95
<b>2</b>	<b>UniCredit</b>	<b>66,633.28</b>	<b>272</b>	<b>6.54</b>
3	Deutsche Bank AG	66,321.99	301	6.51
4	Crédit Agricole CIB	58,630.04	287	5.76
5	Barclays Capital	53,859.00	257	5.29
6	HSBC	53,542.27	286	5.26
7	Société Générale CIB	50,945.12	275	5.00
8	JPMorgan	50,121.40	222	4.92
9	Natixis	47,043.94	225	4.62
10	Citi	34,759.35	190	3.41

Period: 1 Jan – 31 Dec 2012  
Source: Dealogic

### 2 Lead Manager of All CEEMEA Bonds in EUR by volume

#### ALL CEEMEA BONDS IN EUR

Pos.	Lead Manager	Amount (EUR mn)	No. of Issues	Share %
1	Société Générale CIB	2,632.85	10	11.78
<b>2</b>	<b>UniCredit</b>	<b>2,556.24</b>	<b>12</b>	<b>11.43</b>
3	HSBC	2,171.00	9	9.71
4	BNP Paribas	2,157.41	11	9.65
5	Barclays Capital	2,037.09	8	9.11
6	JP Morgan	1,712.18	11	7.66
7	Erste Bank	1,587.98	5	7.10
8	ING	1,201.70	5	5.38
9	Citi	997,24	5	4.46
10	Deutsche Bank AG	851,14	4	3.81

Period: 1 Jan – 31 Dec 2012; Source: Bondradar