

## **PRESS RELEASE**

### **INTESA SANPAOLO STRENGTHENS ITS FOCUS ON THE MIDDLE EAST: IMI CIB SOLIDIFIES ITS ROLE AS A STRATEGIC PARTNER IN THE GULF REGION**

- The only Italian bank with a direct presence in the region; since 2023, it has taken part in financing and bond issuance transactions totalling €60 billion, alongside other banks
- Strategic partner of the United Arab Emirates in the development of the Green Innovation District at Expo City Dubai
- Key role in supporting energy and infrastructure projects aiding the Euro-Mediterranean green transition
- Mauro Micillo: *“The Middle East is a key pillar of IMI CIB Division’s international growth. We are committed to supporting the region’s energy and industrial transformation through long-term investment and partnerships”*

Milan, 30 December 2025 – **Intesa Sanpaolo**, through its **IMI Corporate & Investment Banking Division** led by **Mauro Micillo**, consolidates its role as a key financial partner in the Middle East.

Since 2023, the Division has participated – alongside other banks – in **transactions totalling over €60 billion**, specifically:

- **Financing deals** as Mandated Lead Arranger for **over €30 billion**;
- **Bond issuance** as Bookrunner for a total of **€30 billion**.

These activities are further complemented by advisory and interest rate hedging operations.

The recent strategic partnership with the UAE Ministry of Economy and Tourism for the development of the Green Innovation District, together with its role as a catalyst in the region’s energy and infrastructure projects, further reinforces Intesa Sanpaolo’s position as a bridge between Italy, Europe, and the Gulf.

**Mauro Micillo, Head of Intesa Sanpaolo’s IMI Corporate & Investment Banking Division**, stated: *“The United Arab Emirates, and the Middle East more broadly, are a strategic pillar in our international growth strategy. The IMI CIB Division is committed to supporting the region’s energy and industrial transformation by mobilising capital and expertise to accelerate the development of innovative and*

*sustainable projects. Our international network, combined with the ability to structure complex transactions, allows us to be a long-term partner for Gulf institutions, sovereign funds and major corporates.”*

### **Strategic agreements for sustainable transition**

Intesa Sanpaolo has signed multiple agreements in the region, in line with the UAE’s “Vision 2031” plan. The Bank is a key partner to Emirati institutions in shaping sustainability and innovation projects:

- In October 2025, Intesa Sanpaolo was announced as a strategic partner to the UAE Ministry of Economy and Tourism for the development of the **Green Innovation District** at Expo City Dubai. The project aims to become a major driver of sustainable industrial growth, attracting global businesses to the region and contributing significantly to ambitious climate and economic diversification goals.
- Also this year, the IMI CIB Division signed a **Memorandum of Understanding with Masdar**, a leading player in the UAE’s global renewable energy strategy, to strengthen cooperation in M&A activity.
- Since 2020, Intesa Sanpaolo has been selected by the UAE as a partner in advancing the circular economy, through the signing of a **Strategic Framework Agreement** with the UAE Ministry of Economy. The agreement focuses on defining circular policies, promoting sustainable business models, and developing a collaborative ecosystem involving institutions, universities, research centres, businesses and start-ups.

### **Participation in financing and bond deals exceeding €60 billion**

Over the past three years, the IMI CIB Division has played a leading role in strategic transactions, together with other banks and alongside sovereign funds, institutions, and major corporates in the energy and infrastructure sectors. It has acted as Mandated Lead Arranger in financing deals totalling over **€30 billion**, and as Bookrunner in bond issuances for a total of **€30 billion**. These were complemented by advisory and interest rate hedging operations. The most recent transactions include:

- Green Sukuk for Saudi Electricity Company worth €2.4 billion in two tranches (5 and 10 years) – 2025
- Dual-tranche bond placement for Abu Dhabi Development Holding Company (ADQ) – €870 million per tranche, 5- and 10-year maturities – 2025
- Hybrid subordinated issuance by Aldar Properties – approx. €870 million – 2025
- Green bond by Masdar, in two €430 million tranches with 5- and 10-year maturities – 2025

- Euro benchmark bond issued by the Government of Sharjah (one of the seven Emirates that make up the United Arab Emirates) – €500 million, 7-year maturity – 2025
- €150 million loan to Estithmar Holding under the SACE Push Strategy – the first transaction of this kind in Qatar – 2025
- Support to Masdar, together with a pool of banks, in two acquisitions totalling €817 million and €184 million, for a 49.99% stake from Endesa, related to 52 solar plants in Spain – 2024–2025
- Sole financial advisor to Masdar for the acquisition of a 49% stake in a 476 MW offshore wind project from Iberdrola – deal valued at €1.6 billion – 2023

### **An international network supporting global growth**

Intesa Sanpaolo has a longstanding presence in the United Arab Emirates, operating there since 1977. It is the only Italian bank with a direct presence, via two branches in Abu Dhabi and Dubai. This dual onshore/offshore structure enables the IMI CIB Division to operate seamlessly both locally and globally, further strengthening its role as a bridge between Italy, Europe and the Gulf.

The Group has built long-standing relationships with the UAE's major sovereign funds, government institutions, and large corporates in the energy and infrastructure sectors.

Within IMI CIB Division's International Network, the UK & MEA Region, which includes offices in Dubai, Abu Dhabi, Doha, Istanbul, and London, manages relationships with over **600 corporate and institutional clients** across the UK and the Middle East. It employs 310 professionals and maintains ties with around 400 local subsidiaries of major Italian and global groups.

Thanks to its established presence, advanced technical expertise, and integrated international network, Intesa Sanpaolo, led by **CEO Carlo Messina**, confirms its position as **a strategic partner to institutions, sovereign funds, and companies across the Middle East**, contributing to the development of infrastructure, energy, and industrial projects in support of the region's sustainable growth.

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#### **Intesa Sanpaolo**

Intesa Sanpaolo, con 421 miliardi di euro di impieghi e oltre 1.400 miliardi di euro di attività finanziaria della clientela a fine settembre 2025, è il maggior gruppo bancario in Italia con una significativa presenza internazionale. È leader a livello europeo nel wealth management, con un forte orientamento al digitale e al fintech. Intesa Sanpaolo ha sviluppato un programma di Intelligenza Artificiale su larga scala, con circa 150 use case già in sviluppo, che sta generando benefici significativi per il

Gruppo.

In ambito ESG, entro il 2025, sono previsti 115 miliardi di euro di erogazioni Impact per la comunità e la transizione verde.

Il programma a favore e a supporto delle persone in difficoltà è di 1,5 miliardi di euro (2023-2027). La rete museale della Banca, le Gallerie d'Italia, è sede espositiva del patrimonio artistico di proprietà e di progetti culturali di riconosciuto valore.

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