



Corporate Presentation

We offer solutions for the integrated management of commercial and political risks

- Export credit and project finance
- Protection of foreign investments
- Financial guarantees
- Credit insurance
- Surety and construction risks
- Factoring

EXPERIENCE

Over 30 years of providing risk management solutions

FINANCIAL SOUNDNESS

€ 6.3 billion Shareholders' equity and **A-** credit rating (Fitch)

FLEXIBILITY

With SMEs and large corporations in **183 countries**

Exporting at favourable payment terms?

Export credit and project finance

Looking to invest in high-risk countries?

Protection of foreign investment

Difficulty getting access to domestic credit?

Financial guarantees

Need to grant extended payment terms?

Credit insurance

Bidding for contracts in Italy and abroad?

Sureties and construction risks

Need to unfreeze credits?

Factoring

Offer competitive terms of payment

Export credit for supplies and projects using credit lines granted at competitive rates, also for project & structured finance transactions

Advantages for exporters

- Longer repayment schedules
- Credit is protected, even in emerging countries
- Help with finding the best financial structure

We insure against the risk of non-payment of loans

Invest abroad with confidence

Insurance cover for the value of the investment against loss or non-payment of amounts due in connection with the investment as a result of political events (war, civil unrest, currency restrictions, expropriation, etc.)

Advantages for companies investing overseas

- Possibility of expanding abroad in countries with a high growth potential but where there are political problems or an uncertain legal framework
- Flexible insurance cover (possibility of selecting the individual risks to be insured)
- Better credit terms, as policy rights can be transferred to the lending bank

We insure foreign investments against political risk

Easier access to credit

- For **SMEs**: insurance cover for funding of activities to promote growth in international markets granted under framework agreements with leading financial intermediaries
- For **Large Corporations**: insurance cover for loans earmarked for specific investments abroad or to cover requirements for working capital in connection with international contracts

Advantages for the company that receives the loan

- Availability of favourable credit terms
- Access to loans with longer payment schedules

We facilitate access to credit by guaranteeing bank loans to companies

Funding for investment projects

- Insurance cover for funding to develop **infrastructure** to expand the national transport system, improve telecommunications networks or promote the diversification of energy sources
- Insurance cover for funding of projects in each stage of the **renewable energy** chain: from research and development to the production of raw materials and machinery and building of power production plants

Advantages for the company that receives the loan

- Availability of favourable credit terms
- Access to loans with longer payment schedules

We foster the development of projects of strategic importance for the Italian economy

Insurance of turnover in Italy and abroad

- **Total** cover: insures the company's entire turnover with Italian and foreign buyers, or uniform segments of that turnover
- **Partial** cover: insures turnover relating to recurrent transactions with a particular foreign customer or group of selected customers

Advantages for the policyholder

- Improvement of overall credit management
- Prior assessment of customers' solvency
- Active risk management

We insure companies against the risk of non-payment

Peace of mind when executing large or small works

- **Surety**: guarantees to cover contractual obligations (bid bonds, performance bonds, advance payment bonds, etc.) and performance of legal obligations (tax bonds, custom bonds, etc.), in connection with contracts undertaken in Italy and abroad
- **Construction risk**: insurance against risks associated with the construction of plant and civil works for companies carrying out civil, industrial or infrastructure works in Italy or abroad under public or private contracts

Advantages for the policyholder

- More efficient financial management
- No need to use bank credit facilities

**We boost the competitiveness of companies bidding
for tenders in Italy and abroad**

Advisory

Advisory services and assistance to help companies identify opportunities for growth and develop new investment activities abroad

Africa Programme

Through its Africa Programme, SACE has launched a series of action plans designed to meet the growing demand for support of exports and investments in an area with relative economic stability though still characterized by high-risk.

In particular, SACE can provide guarantees for transactions carried out in countries that have made significant progress in terms of growth, per capital income and debt reduction, and are able to take on foreign debt without creating excessive macroeconomic imbalances.

Training and technical assistance

Training schemes for international organisations involved in the internationalisation development process: companies, banks, professional business firms, industrial and trade associations, universities, export credit agencies

**Over 30 years of experience at the service of companies,
financial institutions and universities**



Italian network

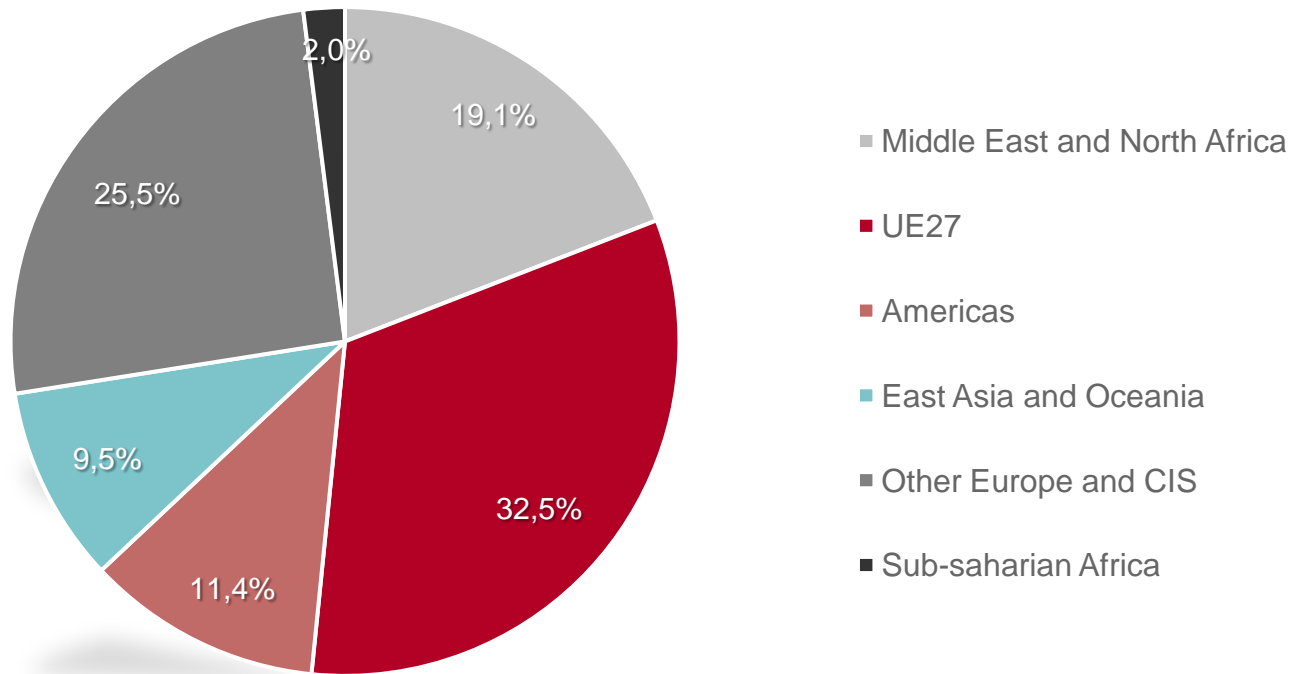
- 4 branches and 7 offices
- 55 agents*
- 135 brokers*

Overseas network

- 7 representative offices serving the emerging economies

* Credit insurance, surety and construction risk businesses only

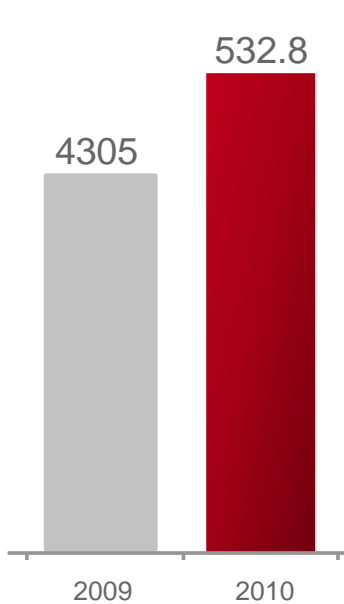
We support enterprises looking to go far



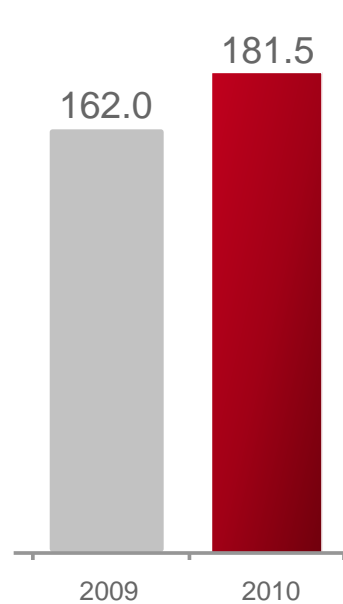
Total exposure¹ by geo-economic area as at 31.12.2010

¹ Exposure for activities of SACE excluding the credit insurance, surety and construction risk businesses

We cover political and commercial risk in over 180 countries



Gross premiums (€ mln)



Claims paid (€ mln)



Net profit (€ mln)

2010 was another year of significant results



Shareholders' equity (€ mln)



Technical provisions (€ mln)



Employees

Our financial soundness makes us a reliable partner for banks and enterprises

Head office

Rome

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Fax +39 06 6736225

Customer care

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info@sace.it

Domestic branches

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