

Press Release

## The Apricena Stone embellishes Doha and the Emirates

SACE SIMEST (CDP Group) supports the exports of Stilmarmo, a SME from Foggia, to the Middle East

*Foggia, 4 April 2019* - Stilmarmo, an Apulian company specialized in the extraction, production and sale of Apricena Stone, has exported marble slabs and steps to Qatar and Sharjah for a total amount of € 80,000, with the insurance coverage support of SACE SIMEST, the export and internationalization hub of the CDP Group. Both operations were finalized directly on the sacesimest.it portal, allowing the company to protect its sales abroad from the risk of non-payment, with short lead times and simplified processes.

*"In the current economic and financial system of Italian SMEs (which is still lacking effective - and not excessively costly - alternative means of access to credit), SACE SIMEST represents the only financial partner (alternative to the traditional system) to support their commercial needs and international development initiatives. A wide product range, simple and quick procedures, high-level consulting support, and the actual availability of the team complete the offer. We are more than satisfied with this extraordinary partnership, which concretely stimulates and encourages our short/medium/long-term growth" the firm declared.*

Stilmarmo's mission is to promote the Apricena Stone worldwide: a limestone typical of the Gargano area which is highly appreciated globally. The SME from Foggia owns a quarry and two plants, which cover a total area of about 40 thousand sq.m, has all four macro-families of the Apricena Stone (Serpeggiante, Fiorito, Bronzetto and Biancone) and produces blocks, slabs, tiles, and processed and *cut-to-size* items. Founded in 1990, the company has remarkably grown in foreign markets, pursuing a strategy that combines tradition and innovation. Indeed, Stilmarmo exports most of its production, by taking part in major international projects, such as the construction of hotels, shopping malls and luxury homes.

In 2018, the Hub supported Stilmarmo's foreign expansion also with a € 400,000 loan which was granted by SIMEST and guaranteed by SACE for the company's capitalization.

SACE SIMEST confirms its support to the Southern Italian SMEs that are approaching or want to consolidate their presence on international markets. In 2018, the Hub mobilized resources for a total of € 820 million for Abruzzo, Basilicata, Calabria, Campania, Molise, Apulia, Sardinia and Sicily, supporting the export and internationalization of more than 3800 companies. Thanks to the strategic role of its Office in Bari, SACE SIMEST has worked alongside more than 600 companies in Apulia, mobilizing resources for roughly € 250 million.



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