

**SACE AND INTESA SANPAOLO FOR SANLORENZO:
10 MILLION DOLLARS FOR TWO YACHTS FOR THE U.S. MARKET**

Rome/Turin, 1st September 2015 – SACE and Intesa Sanpaolo announce today the finalization of two transactions in support of the foreign business of Sanlorenzo, one of the world's leading builders of motor yachts.

In business since 1958, Sanlorenzo is a global boutique company headquartered in Ameglia (La Spezia). It produces custom yachts that are highly personalized and in limited number. In more than a half-century, the shipyard has launched over 600 yachts, each different from the others.

In these transactions, SACE has guaranteed two lines of credit for a total value of 10 million dollars, issued by Intesa Sanpaolo, for the supply of two fiberglass yachts for the U.S. market.



This initiative bolsters and confirms SACE's role in support of the foreign development of Made in Italy excellence and consolidates the relationship between Intesa Sanpaolo and Sanlorenzo, which recently joined in the innovative “Program Filiere” devised by the banking group to improve access to credit and promote the development of excellent production chains in the Italian business system. This project will have a strong ripple effect for the industrial system of Liguria, involving some 700 suppliers in the area for a total of € 1.2 billion in business volume and a potential credit plafond of € 350 million.

Profiles

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SACE offers export credit, credit insurance, foreign investment protection, financial guarantees, bonding and factoring services. With € 74 billion in transactions in over 189 countries, the SACE group supports the competitiveness of companies in Italy and abroad, ensuring more stable cash flows and transforming default risk into opportunities for growth.

INTESA SANPAOLO is among the largest banking groups in the euro-zone, with a market capitalization of € 58.4 billion ^(31/07/2015). Leader in Italy in all sectors of activity (retail, corporate and wealth management), the Intesa Sanpaolo Group serves 11.1 million customers through a network of 4,300 branches throughout the country, with a market share of at least 13% in all regions.

Intesa Sanpaolo has a selective presence in Central-Eastern Europe and in the Middle East and North Africa, with 1,300 branches and 8.3 million customers of its subsidiary commercial banks operating in 12 countries. It also has a specialized international network to support corporate customers, serving 29 countries particularly in the Middle East and North Africa and in areas that have expressed the strongest growth such as the United States, Brazil, Russia, India and China.

Intesa Sanpaolo assists the companies of our country in their quest to open the global market and offers operational support in all the principal markets of interest, with a full range of services including commercial banking and the most sophisticated corporate banking instruments. The group also offers a special structure devoted to company internationalization, designed to stimulate and favor access to foreign markets for Italian companies: five geographical desks (Americas, Asia and Oceania, China, EMEA, East Europe) operate in support of the specialists in the bank's subsidiaries who act as advisors to companies on internationalization, providing assistance, timely action, and widespread local coverage.

The SANLORENZO shipyards has been building high-quality motor yachts since 1958 and is a nautical boutique with a limited production of vessels per year, designed and built to satisfy the requests, style and desires of each individual ship owner.

In 2005, Massimo Perotti—former CEO of Azimut, where he had a brilliant 23-year career—took the helm from founder Giovanni Jannetti, acquired the shipyard transferred to Ameglia (SP) in 1999, and added a new division in Viareggio for the production of superyachts.

The company has enjoyed extraordinary growth since 2005, while retaining its dedication to customized production. In more than a half-century, the shipyard has launched over 600 yachts, each different from the others. In only five years, under the management of Massimo Perotti, sales grew to 40 million in 2005 (year of acquisition) to a peak of € 218 million in 2010. Sanlorenzo sales are currently around € 180 million.

In eight years, the shipyard has climbed the prestigious Global Order Book classification, published each year by the American magazine Showboats International, and now ranks among the 20 largest producers of vessels over 24 meters in length, with Sanlorenzo surpassing Ferretti Group to gain second place.

The sales network of Sanlorenzo is based on a calibrated number of brand representatives, true ambassadors for the shipyard located in the strategic points of international yachting: Montecarlo, Antibes, Palma de Mallorca, Puerto Banus, Rapallo, and Sukošan (Croatia). The existing network was reinforced in 2010 by the opening of new companies and offices, with the same mission and philosophy, in Moscow, London, Istanbul, Dubai, Jeddah, Hong Kong, Sanya, Shanghai, Fort Lauderdale, Mexico City, Long Beach, Newport Beach, New York and San Diego.

A new distribution agreement was recently signed with Simpson Marine, the largest sales and brokerage firm in Asia and now the new exclusive dealer for Sanlorenzo for the entire region. This strategic agreement enables the company to meet the growing demand for Sanlorenzo customized yachts in the Pacific and Southeast Asian areas.

The matchless style and refined design of Sanlorenzo yachts places them at the highest level of international production, where the Italian shipyard, in over 50 years of history, has become synonymous with total excellence in terms of refinement and attention to detail.

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