

# Supporting Italian SMEs

Saverio Amoroso, Global Senior Relationship Manager

### **SACE** in a nutshell

Through the synergy of **insurance and financial services**, we run a unique operating model aimed at Italy's economic development. We support **Italian companies**, particularly **SMEs**, **aiming to grow in Italy and globally**.

40 years supporting over

26.000 Italian Companies in

198 countries

90% SMEs clients

21 € Bn 'Garanzia Italia' transactions



#### 2H2020 Financials

Deployed Resources (SACE Group) 46 € Bn

Claims settled 163,6 € Mn

Gross profit 110,3 € Mn

(SACE S.p.A.)

Net profit 79,7 € Mn

(SACE S.p.A.)

Equity 4,7 € Bn

Technical reserves 4,9 € Bn

Fitch's Rating BBB-

Fitch's SCP AA





## Our 4 drivers to support the growth

## Proximity and support to companies



- Dedicated teams located over the whole Country providing the companies with a holistic support
- Strengthened presence in areas with greater potential

## Digitalization and simplification



- Products and services available on the platform www.sacesimest.it
- Increase of online transactions
- Less contractual documentation

## Promotion and Business Matching



- New opportunities for Italian companies, to increase the chances of expanding their business
- Priority access to projects and key representatives of large foreign Buyers

## Education and Export Culture









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 Promotion of a safe export culture among Italian companies

- 4 different export kits based on the experience
- Partnerships with qualified institutional entities (ICE, Confindustria, Ispi etc.)

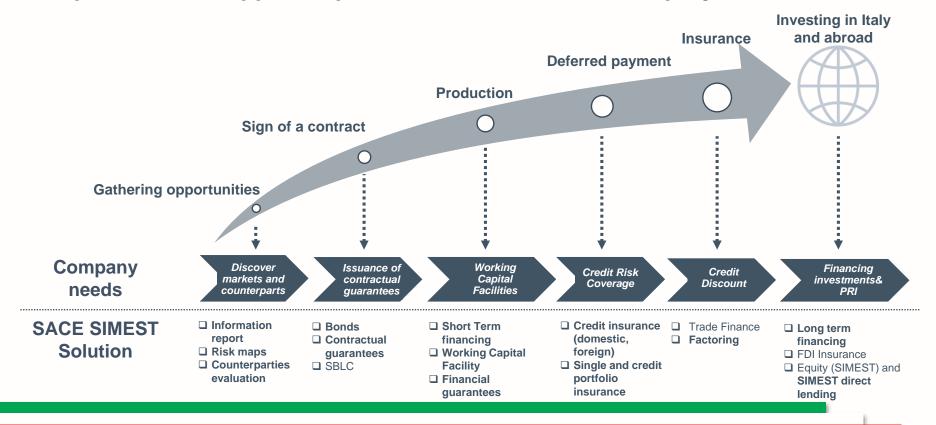


## **Our Network**



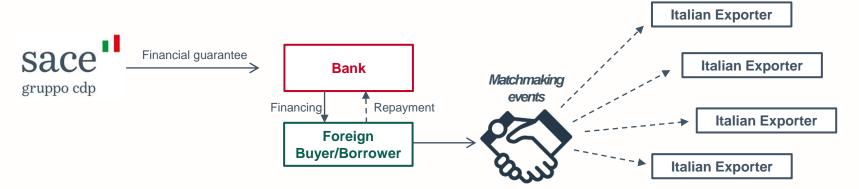


## Our products to support export and internationalization projects





## Our Push Strategy facilitates business between International Buyers and SMEs



#### **HOW IT WORKS**

MLT financing granted by Italian, International and/or local bank under a SACE guarantee up to 80%. Finance under the Push Strategy will be **untied**, and thus not linked to specific contracts

#### **BENEFITS**

#### For the Buyers:

- Diversification of financial sources at market rates and credit lines available in the banking system;
- Find new suppliers providing extraordinary products and technologies

#### For Italian SMEs:

- Seize new business opportunities with Foreign Buyers
- Privileged contact with the Buyer's procurement managers

#### MATCHMAKING EVENTS

 Business matching events organized by SACE in Italy, abroad and online are aimed at facilitating the dialogue between the Buyers and the Italian SMEs, with the purpose of increasing the trade from Italy



## Our support to the SMEs in the packaging sector

### Risks (increased due to the Covid-19 pandemic) -

- Increase of the execution costs/duration
- Goods cannot be collected in Italy (exworks delivery)
- Termination by force majeure
- Goods cannot be delivered due to restrictions in the destination country
- Plants/machinery cannot be assembled due to restrictions in the destination country
- Cash flow management issues
- Limited credit lines



gruppo cdp

gruppo cup

Credit

Insurance

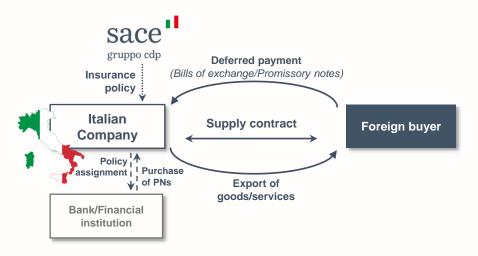
**Policy** 

Trade Finance e Credit Recovery

Financial guarantees and Soft Loans



## A case study in the packaging sector





Supplier: Italian Company active in aseptic packaging machinery (include food, beverages, dairy).

Buyer: Chinese Company active in the converting and packaging sector.

Contract amount: 2,4 € Mln ca.

Payment structure: 27,2% downpayment, 72,8% (1,76 €/mln) in 5 years through 10 semi-annual bills of Exchange

SACE Coverage: **Credit Risks** (political and commercial) Additional feature: presence of SUMEC as import agent



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