

# How SACE can support new business between Italian Exporters and Kuwaiti Buyers

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# 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

<b>Deployed Resources</b> <i>(SACE Group)</i>	<b>46 € Bn</b>
<b>Claims settled</b>	<b>163,6 € Mn</b>
<b>Gross profit</b> <i>(SACE S.p.A.)</i>	<b>110,3 € Mn</b>
<b>Net profit</b> <i>(SACE S.p.A.)</i>	<b>79,7 € Mn</b>
<b>Equity</b>	<b>4,7 € Bn</b>
<b>Technical reserves</b>	<b>4,9 € Bn</b>
<b>Fitch's Rating</b>	<b>BBB-</b>
<b>Fitch's SCP</b>	<b>AA</b>

*SACE is a joint stock company subject to direction and coordination of the Italian Ministry of Finance.*

# Our 4 drivers to support the growth

## Proximity and support to companies



- **Dedicated teams** located in Italy and abroad providing 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 their chances of expanding their business
- Priority **access to projects** and key representatives of **large foreign Buyers**

## Education and Export Culture



- 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

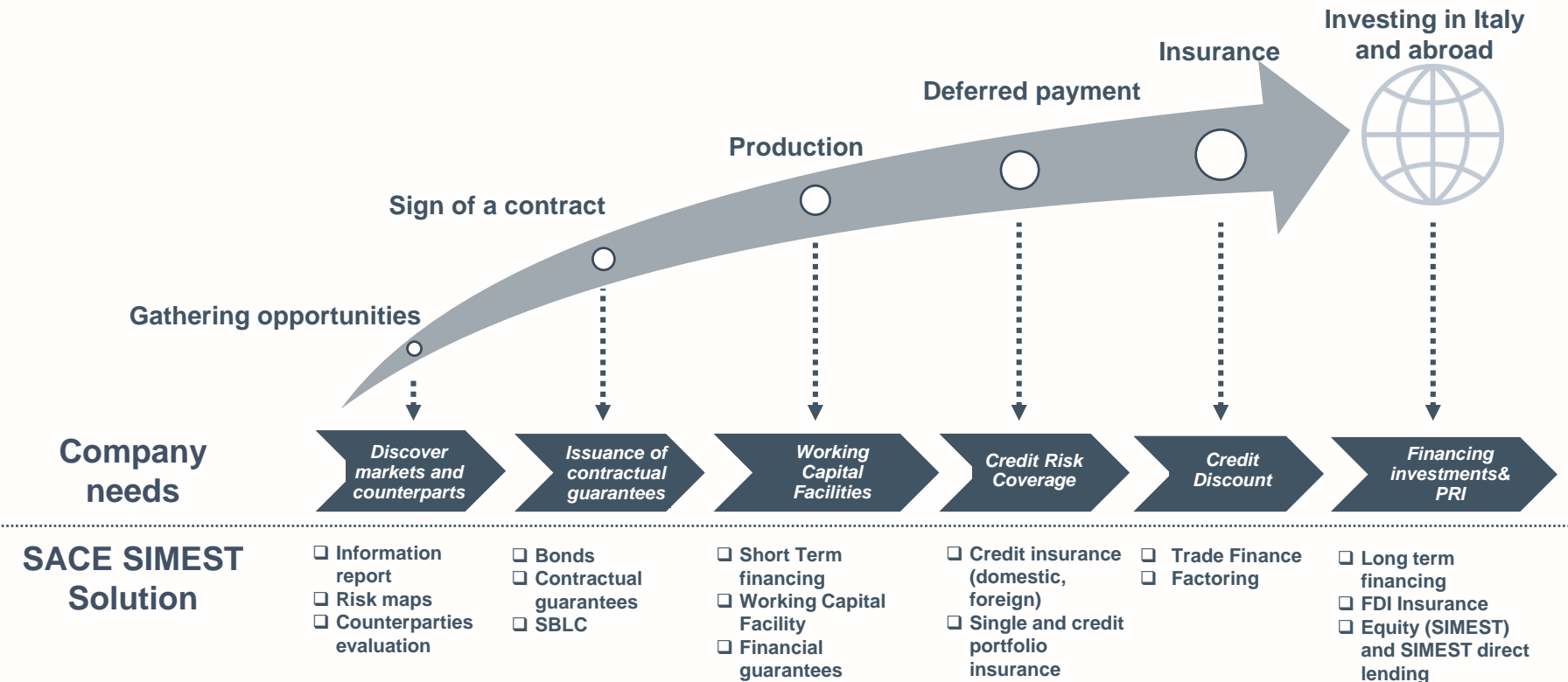
## DOMESTIC NETWORK



## INTERNATIONAL NETWORK



# Our products to support export and internationalization projects



# Our support to Italian companies in the food and beverage sector

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

- Deferred payment both on single credit risk and with a portfolio approach
- Goods cannot be collected in Italy (*ex-works delivery*)
- Termination by force majeure
- Goods cannot be delivered due to restrictions in the destination country

sace   
gruppo cdp

**(Credit)  
Insurance  
Policy**

- Cash flow management issues

**Trade Finance e Credit  
Recovery**

- Limited credit lines

**Financial guarantees  
and Soft Loans**

# The benefit for the Buyers in the food and beverage sector

- More favourable sales terms and conditions
- Positive preliminary assessment by SACE Bt
- No utilization of bank credit lines

**Credit  
Insurance  
Policy**

# EXPORT UP is the new digital platform that allows exporting companies to insure against the risk of non-payment:

## FEATURES

This **credit insurance policy** allows foreign buyers to finance purchases with short or long term credit terms.

The **insured credits** could be assigned by transferring the policy to the bank or other discounting financial intermediary.

## BENEFITS FOR THE EXPORTER

- ✓ **Certainty of repayment** and thus more stable cash flows
- ✓ **Improved cash position**-the policy can be assigned to support the discount of the underlying credit

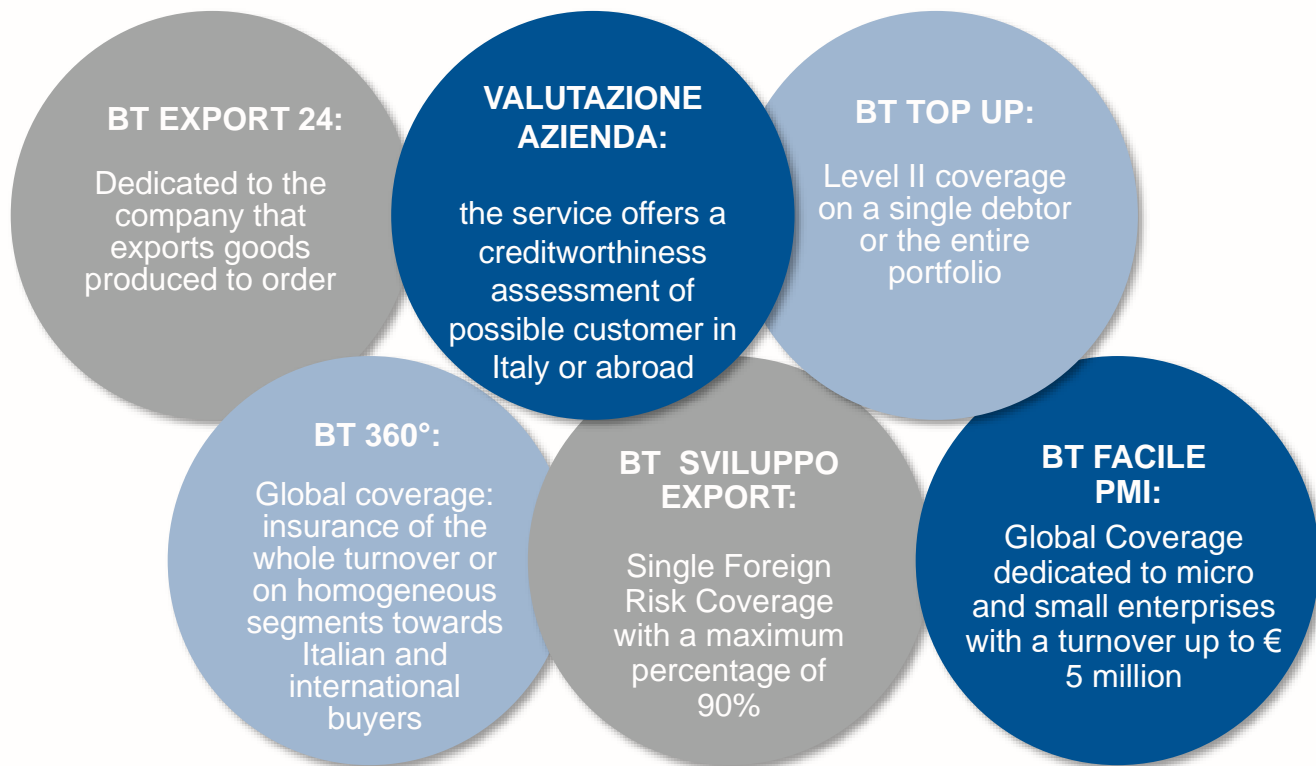
## BENEFITS FOR THE BUYER

- ✓ **Extended terms of payment** on a medium/long term basis and at more competitive interest (generally reducing all-in cost if compared to some alternative local sources of funding)
- ✓ **No need to use local bank credit lines.**





Thanks to our subsidiary **SACE BT**, companies improve the management of commercial receivables and take advantage of new development opportunities with the security of an insurance that protects from risks



# Case study: supporting Italian export to Kuwait



## Commercial contract:

- Object: **supplying of 2 containers of Italian pasta**
- Contract value: 500k Euro
- Down payment: 0%
- Deferred payment: 100%
- Tenor: **up to 23 months**

## Major Advantages for seller:

- **Gain access and expand into foreign markets** with SACE support
- Offer more **competitive payment terms**
- Certainty of repayment and thus improved **cash position in case of liquidity need**

## Major Advantages for buyer:

- Obtain favorable conditions (deferred payment)
- No recourse to the banking system

# Contacts

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Thanks