

Supporting Italian SMEs

Fabio Guglieri, Global Senior Relationship Manager

July 5, 2021



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

21 € Bn 'Garanzia Italia' transactions



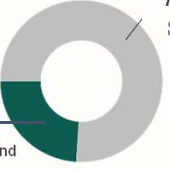


2020 Financials

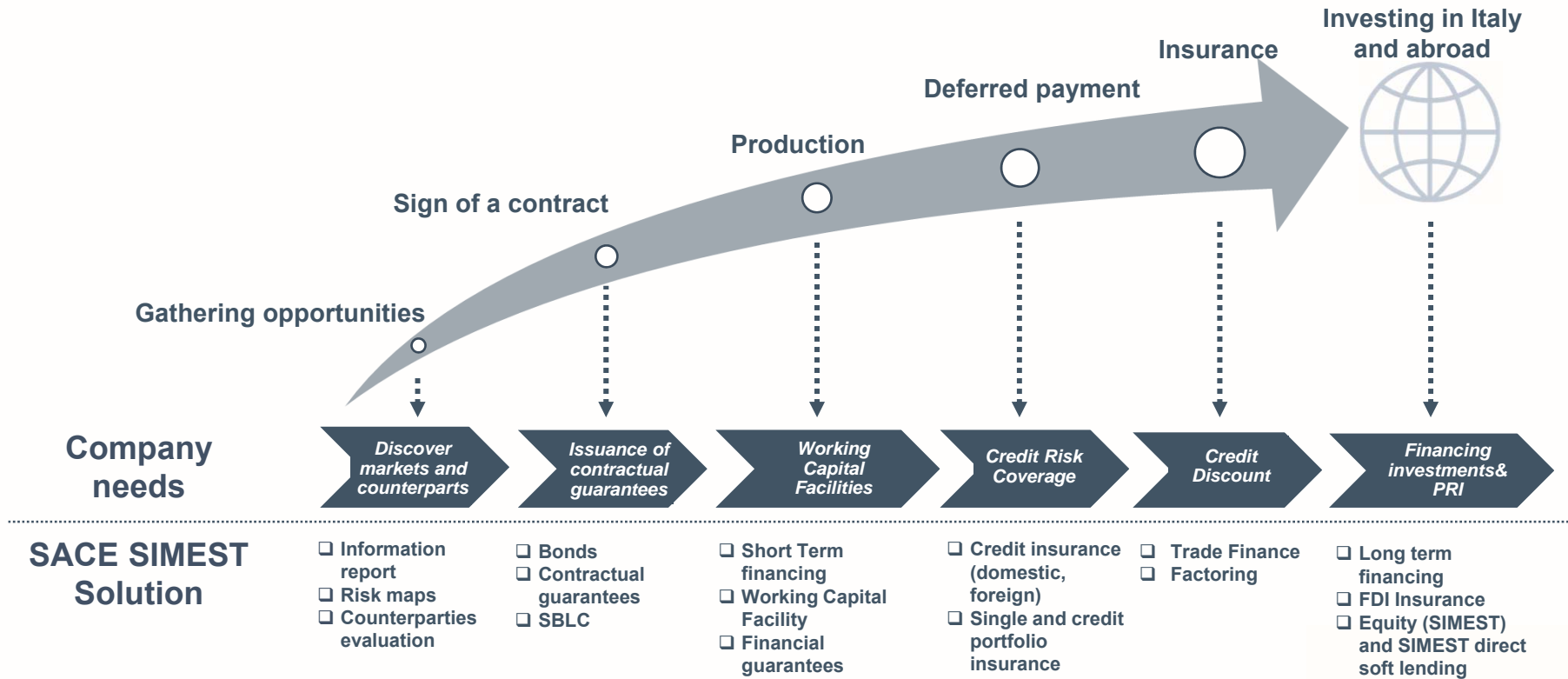
Deployed Resources <i>(SACE Group)</i>	46 € Bn
Claims settled	163,6 € Mn
Gross profit <i>(SACE S.p.A.)</i>	110,3 € Mn
Net profit <i>(SACE S.p.A.)</i>	79,7 € Mn
Equity	4,7 € Bn
Technical reserves	4,9 € Bn
Fitch's Rating	BBB-
Fitch's SCP	AA

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

The Italian hub of export and internationalization

Entity	Shareholders	Products	Clients	Worldwide
sace SpA	 <p>cdp 100%</p>	<ul style="list-style-type: none"> Letters of credit confirmation Medium/Long-term insurance (Supplier's Credit) Buyer's Credit Bonds Financial guarantee Political Risk Insurance 	~26.000	> 198 countries
sace FCT	 <p>sace 100%</p>	<ul style="list-style-type: none"> Reverse and maturity factoring Trade Finance 		
sace BT		<ul style="list-style-type: none"> Short-term insurance Construction risk insurance 		
sace SRV		<ul style="list-style-type: none"> Reports Credit recovery services 		
simest	 <p>76% sace 24% Banks and trade associations</p>	<ul style="list-style-type: none"> Equity investments Soft loans Interest subsidies (linked to supplier's credit) Interest-rate stabilization (linked to buyer's credit) 	~1.100	~ 100 countries

Our products to support export and internationalization projects



Our Network

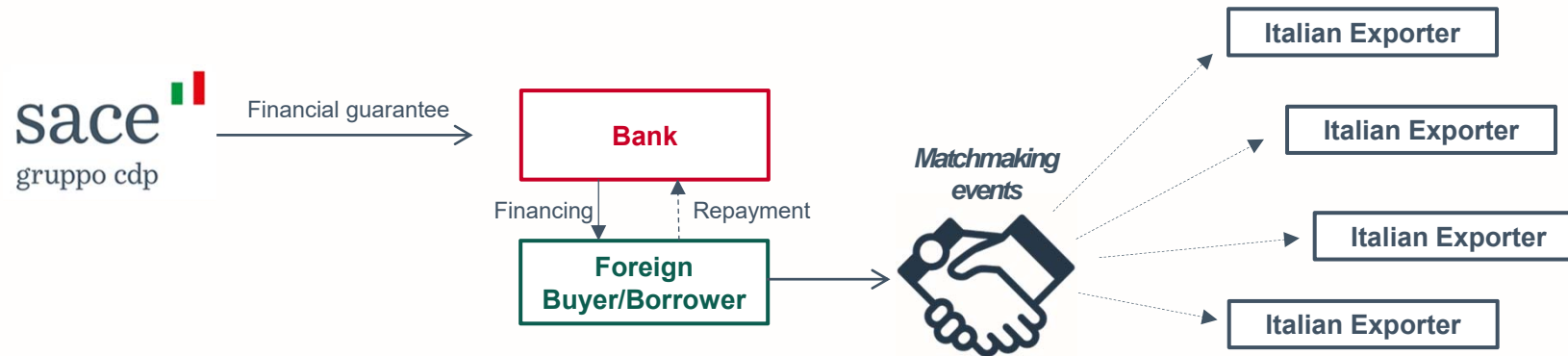
DOMESTIC NETWORK



INTERNATIONAL NETWORK



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

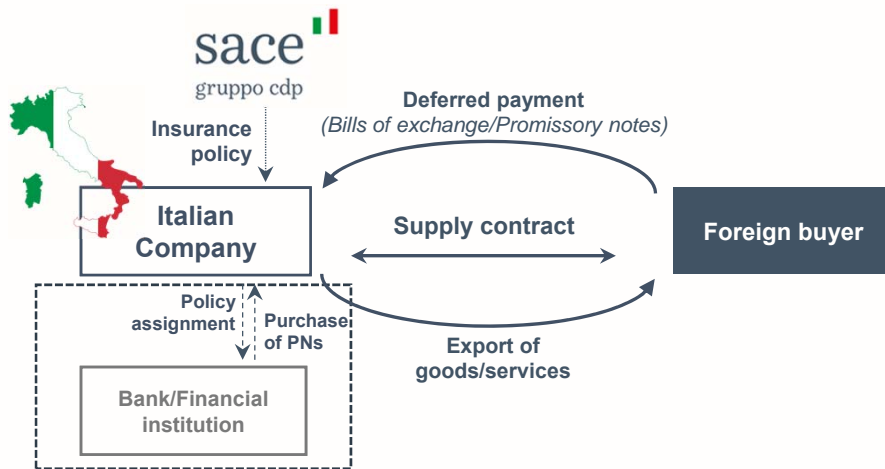
For Italian SMEs:

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

MATCHMAKING EVENTS

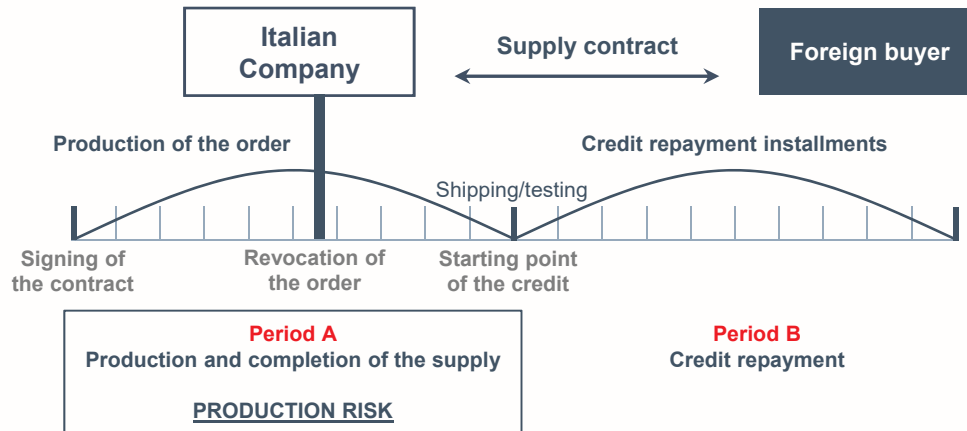
- Business matching events organized by SACE in Italy, abroad and online are aimed at facilitating the dialogue between the Buyers and the Italian SMEs, with the purpose of increasing the trade from Italy

Case study: insurance against non-payment risk



Supplier: Italian Company active in the Energy/Oil&Gas sector
 Borrower: foreign buyer of Italian technology
 Transaction amount: 2 € Mln ca.
 Payment structure: 15% advance payment, 85% 5-yrs semi-annual deferred payment
 Policy: covering non-payment risks after shipments (political and/or commercial risks)

Case study: insurance against termination risk



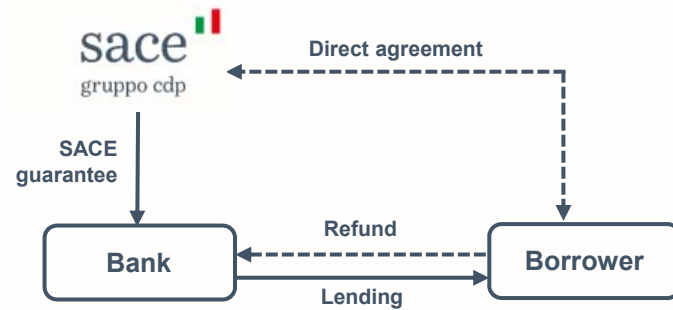
Supplier: Italian Company active in manufacturing valves for critical applications

Buyer: foreign company buying Italian technology

Transaction amount: 5 € Mln ca.

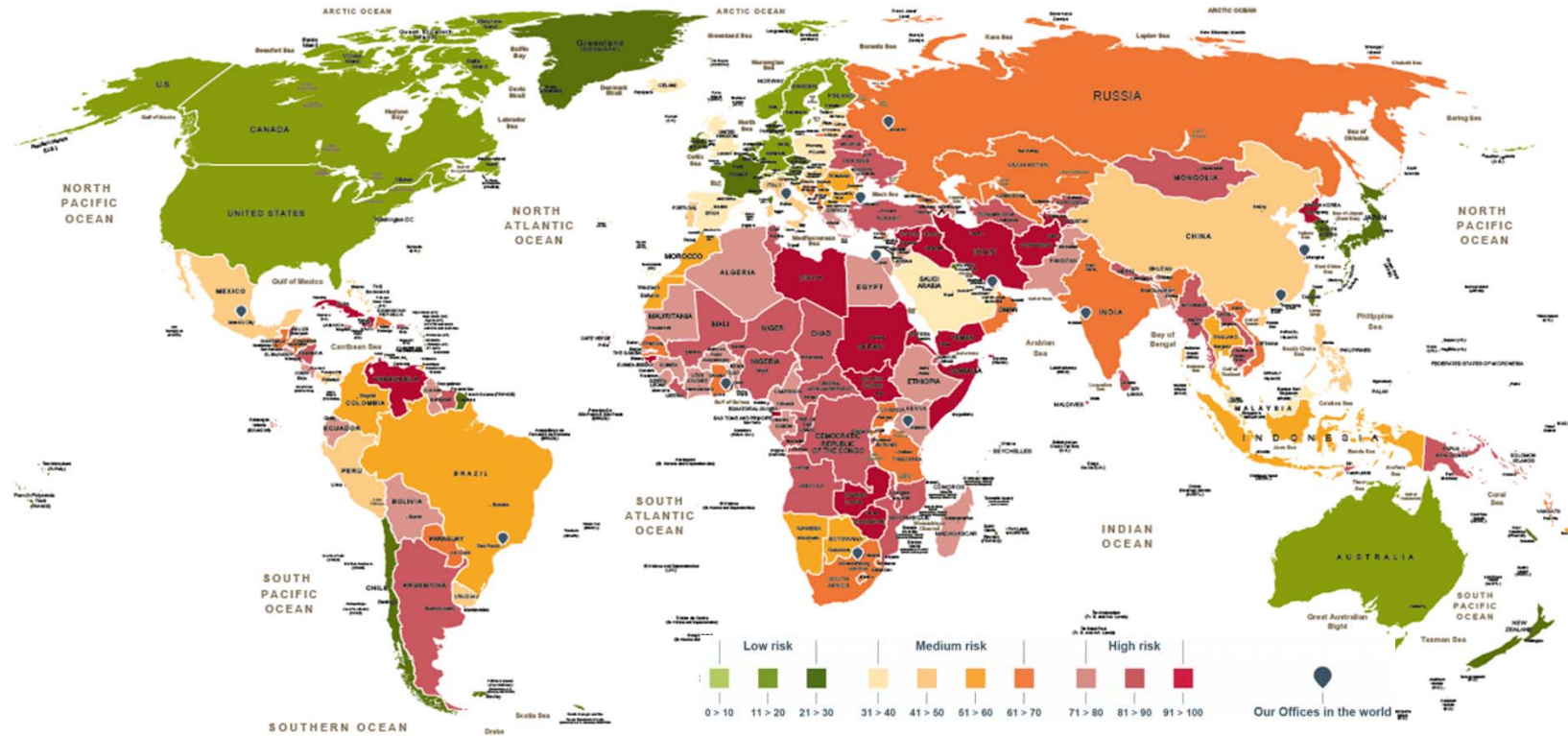
Policy: **covering termination risk during pre-shipment period (political and/or commercial risks)**

Case study: financial guarantees



Borrower: Italian Company active in the Energy sector
Object of financing: **Capex Plan**
Financing amount: 1.000.000 € ca.
Tenor: 60 months
SACE guarantee: 50% of total amount financed

Risk Map SACE 2021 (<https://www.sace.it/mappe#/mappe/risk-map>)



Contacts

www.sacesimest.it

SACE

ROME

Piazza Poli, 37\42
00187 RM

+39 06 67361

info@sacesimest.it

ANCONA

+39 071 29048248/9
ancona@sace.it

BRESCIA

+39 030 2292259
brescia@sace.it

MILAN

+39 02 4344991
milano@sace.it

PALERMO

+39 091 7666670
palermo@sace.it

VENICE

+39 041 2905111
venezia@sace.it

BARI

+39 080 5467763
bari@sace.it

FLORENCE

+39 055 5365705
firenze@sace.it

MONZA

+39 039 3638247
monza@sace.it

ROME

+39 06 6736309
roma@sace.it

VERONA

+39 045 597014
verona@sace.it

MILAN/BRESCIA

Fabio Guglieri

Global Senior Relationship Manager

f.guglieri@sace.it

T +39 02 434499754

LUCCA

+39 0583 444234
lucca@sace.it

NAPLES

+39 081 5836131
napoli@sace.it

TURIN

+39 0110142450
torino@sace.it

GHANA, ACCRA

+39 06 6736000
info@sacesimest.it

BRAZIL, SAO PAULO

+55 11 31712138
saopaulo@sace.it

CHINA, HONG KONG

+852 35076190
hongkong@sace.it

CHINA, SHANGHAI

+8621 51175446
shanghai@sace.it

UAE, DUBAI

+971 45543451
dubai@sace.it

EGYPT, CAIRO

+20 227356875
cairo@sace.it

INDIA, MUMBAI

+91 22 43473470
mumbai@sace.it

KENYA, NAIROBI

+254 719 014 207
nairobi@sace.it

MEXICO, MEXICO CITY

+52 55 24536377
messico@sace.it

RUSSIA, MOSCOW

+7 495 2582155
mosca@sace.it

SOUTH AFRICA, JOHANNESBURG

+27 11 4638595
johannesburg@sace.it

TURKEY, ISTANBUL

+90 2122458430/1
istanbul@sace.it

sace 
gruppo cdp