

F&B Opportunities in Saudi Arabia

Overview and Products

6 October 2021

www.sace.it

Overview

SACE is the Italian **Export Credit Agency** in charge of supporting the Italian productive system's growth through a wide range of products and financial solutions to improve competitiveness in Italy and worldwide

With € 114 billion in supported transactions in 198 countries, SACE serves more than 26,000 businesses, mainly SMEs, increases their competitiveness, helping companies to better position themselves in international markets, and contribute to Italy's economic growth



OUR OFFICES

IN ITALY

Brescia – Monza – Milano
Torino – Venezia - Verona
Genova - Bologna – Lucca
Firenze – Ancona – Roma
Napoli – Bari - Palermo



OVERSEAS

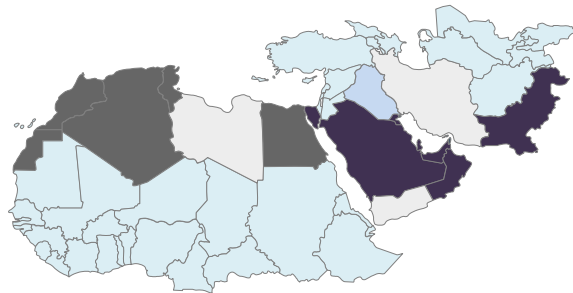
Mexico City – São Paulo
Moscow – Istanbul
Nairobi – Johannesburg
Cairo – Dubai
Mumbai – Hong Kong – Shanghai

SACE in the MENA Region – Exposure and Coverage

MENA Hub covers a range of countries in GCC and North Africa Region through offices in Dubai and Cairo

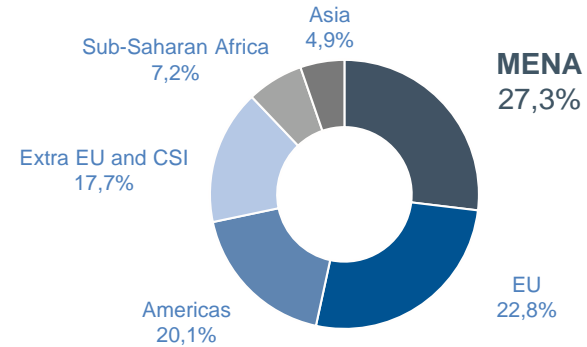
MENA is a major strategic Region for SACE (more than **EUR 20 bn** of financial commitments)

GEOGRAPHICAL COVERAGE



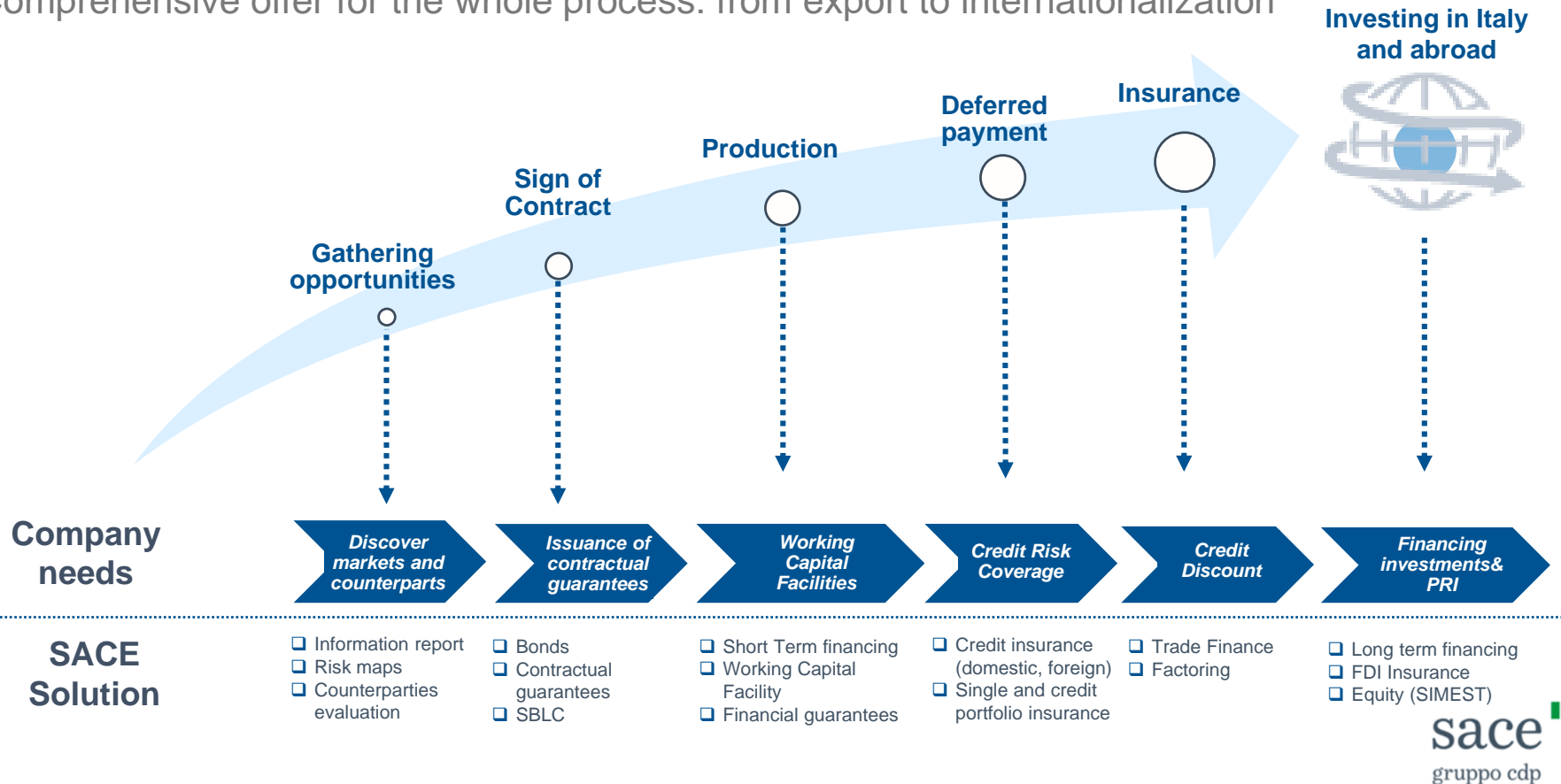
CAIRO DUBAI

SACE EXPOSURE BREAKDOWN



Product portfolio

Comprehensive offer for the whole process: from export to internationalization



Supplier's credit allows exporting companies to insure against the risk of non-payment



HOW IT WORKS

- This **credit insurance policy** allows foreign buyers to finance purchases with short or long-term credit terms, by issuing **promissory notes** based on the deferred credit amount.
- The **insured credits** could be **discounted without recourse** by transferring the policy to the bank or other discounting financial intermediary.

BENEFITS FOR THE BUYER

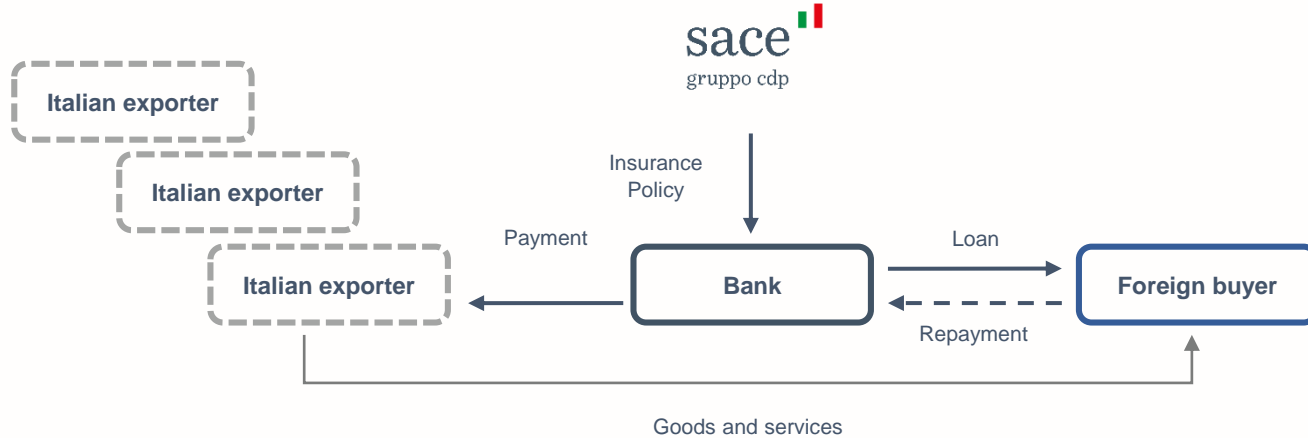
- **Extended terms of payment** on a medium/long term basis and at more competitive interest (generally reducing all-in cost if compared to some alternative local sources of funding)
- **No need** to use local **bank credit lines**.
- Generally short process for the credit approval

HOW TO ENGAGE

- The process starts providing us with the Foreign Buyer's **latest financial statements** in order to carry on a **feasibility assessment**
- Other «**off the shelf**» documents are **welcome**, such as, company information, business plan, commercial contracts, procurement needs

Export Credit

Multi-tied Buyer's Credit



TRANCHE A

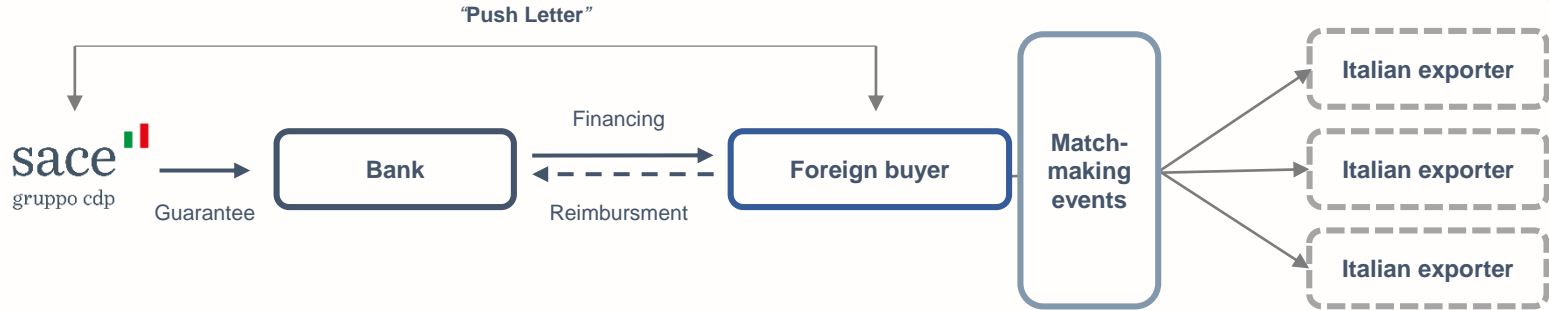
This tranche of the facility usually amounts to 70% for the refinancing of supply contracts, prior to the SACE approval date, that have been already accomplished and for which the exporter has already received payments (no later than 24 months from SACE approval date)

TRANCHE B

It concerns financing and refinancing of export contracts that have not been performed yet on the SACE approval date or which will be accomplished within 24 months following the SACE approval date

Internationalization

Push Strategy



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, that is not linked to specific contracts

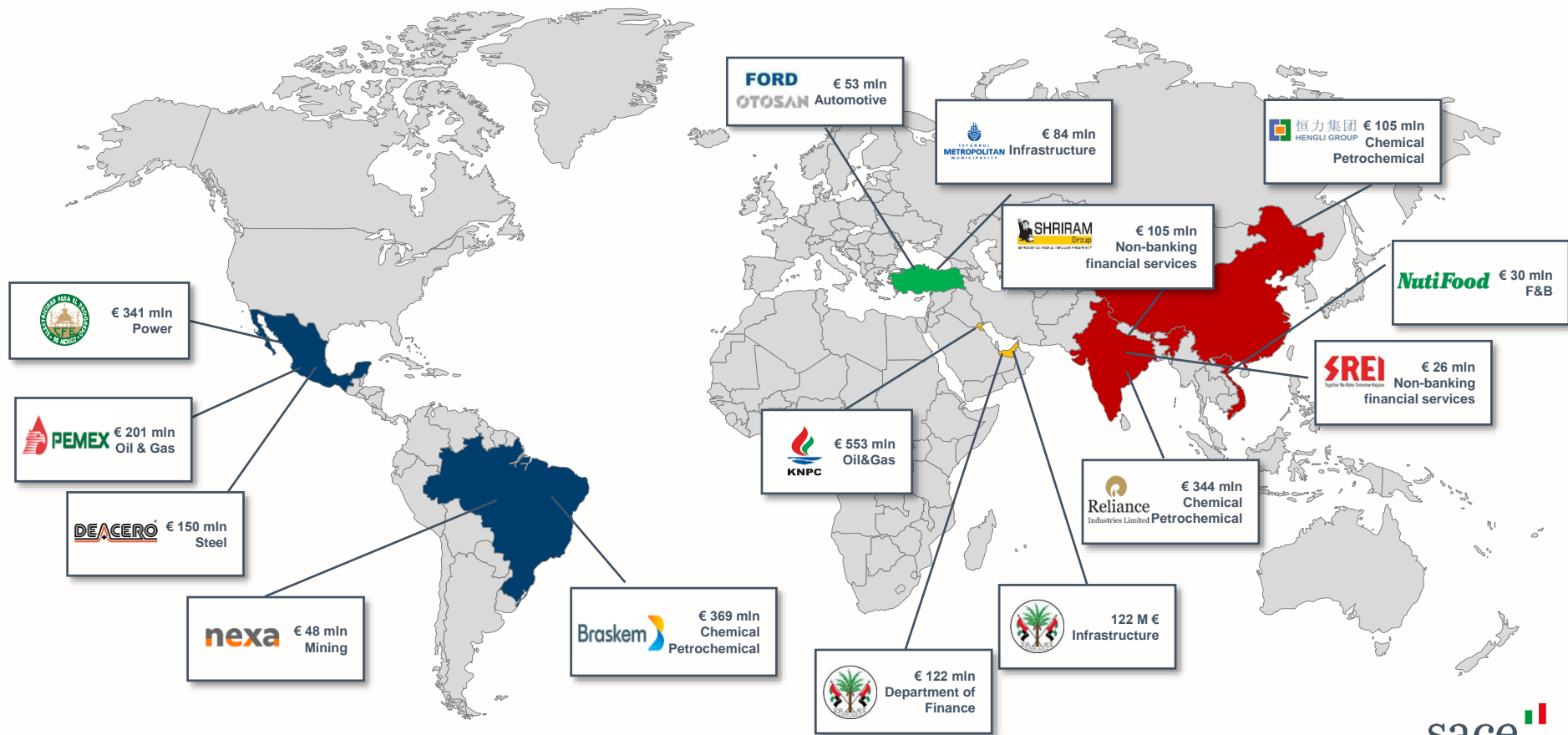
BENEFITS FOR THE BUYER

- Diversification of financial sources at market rates
- SACE guarantee allows the Buyer to keep the credit lines available in the banking system unchanged
- Meet Italian exporters through the participation in business matching events

MATCHMAKING EVENTS

- SACE proactively organizes business matching events – both in Italy, abroad and online – in order to facilitate the dialogue with potential Italian partners, giving the opportunity to the Buyer to increase the procurement from Italy “on a best effort basis”

SACE Push Facilities – selected transactions



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