

Supporting Italian SMEs

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A decorative graphic at the bottom of the slide consisting of two horizontal bars. The top bar is green and the bottom bar is red, together forming the colors of the Italian flag.

SACE in a nutshell

Combining insurance and financial services, SACE through a unique operating model aimed at Italy's economic development, it supports Italian companies, particularly SMEs, in order to expand their business overseas.

40 years

198 countries

26.000 Italian companies

90% SMEs clients

21 € bn 'Garanzia Italia' transactions



2020 financials

Deployed resources (SACE Group)	46 €/bn
Claims paid	163.3 €/mln
Gross Profit (SACE S.p.a.)	110.3 €/mln
Net Profit (SACE S.p.a.)	79.7 €/mln
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.

SACE: among new and old areas of intervention

	«Traditional business»	«Liquidity Decree» (extended to 31/12/21)	Green New Deal	Domestic Financing
GOAL	Export & Internationalization Strategic industries and countries	Supporting companies recovering from Covid-19	Supporting Italian corporates in investing in clean economy, circular economy, sustainable mobility projects, mitigation and adaptation to climate change and prevention and reduction pollution	TBD
AREA OF INTERVENTION	Both marketable (ex. SACE BT) and non-marketable risks	Non-marketable risks (ref. Temporary framework UE)	Marketable risks	Marketable risks

**Introduced by «Decreto Semplificazioni» n. 76 of July 16th 2020*

The Italian hub of export and internationalization

Company	Shareholders	Products	Clients	Worldwide
sace SpA	 cdp 100%	<ul style="list-style-type: none">▪ Supplier's Credit▪ Buyer's Credit▪ Letters of credit confirmation▪ Bonds▪ Financial guarantees▪ Political Risk Insurance		
sace FCT		<ul style="list-style-type: none">▪ Reverse and maturity factoring▪ Trade Finance	~26.000	> 198 countries
sace BT	 sace 100%	<ul style="list-style-type: none">▪ Short-term insurance▪ Construction risks insurance▪ Insurance bonds		
sace SRV		<ul style="list-style-type: none">▪ Credit recovery services▪ Information provider		

Our 4 drivers to support growth

Our Network



- Our Coverage team of Experts located all around Italy provides corporates with dedicated support
- Strong presence in strategic markets

Smart and digital services



- Online products and services, available on our platform www.sace.it
- Increase in online transactions thanks to very limited documentation requirements

Promotion and Business Matching



- New opportunities for Italian companies to expand their business
- Priority access to projects and key representatives of large foreign Buyers

Education and Export Culture



- Promotion of a risk-prevention culture among Italian exporters
- 4 different export kits based on our experience
- Partnerships with qualified Institutions (ICE, Confindustria, ISPI, etc.)

OUR NETWORK

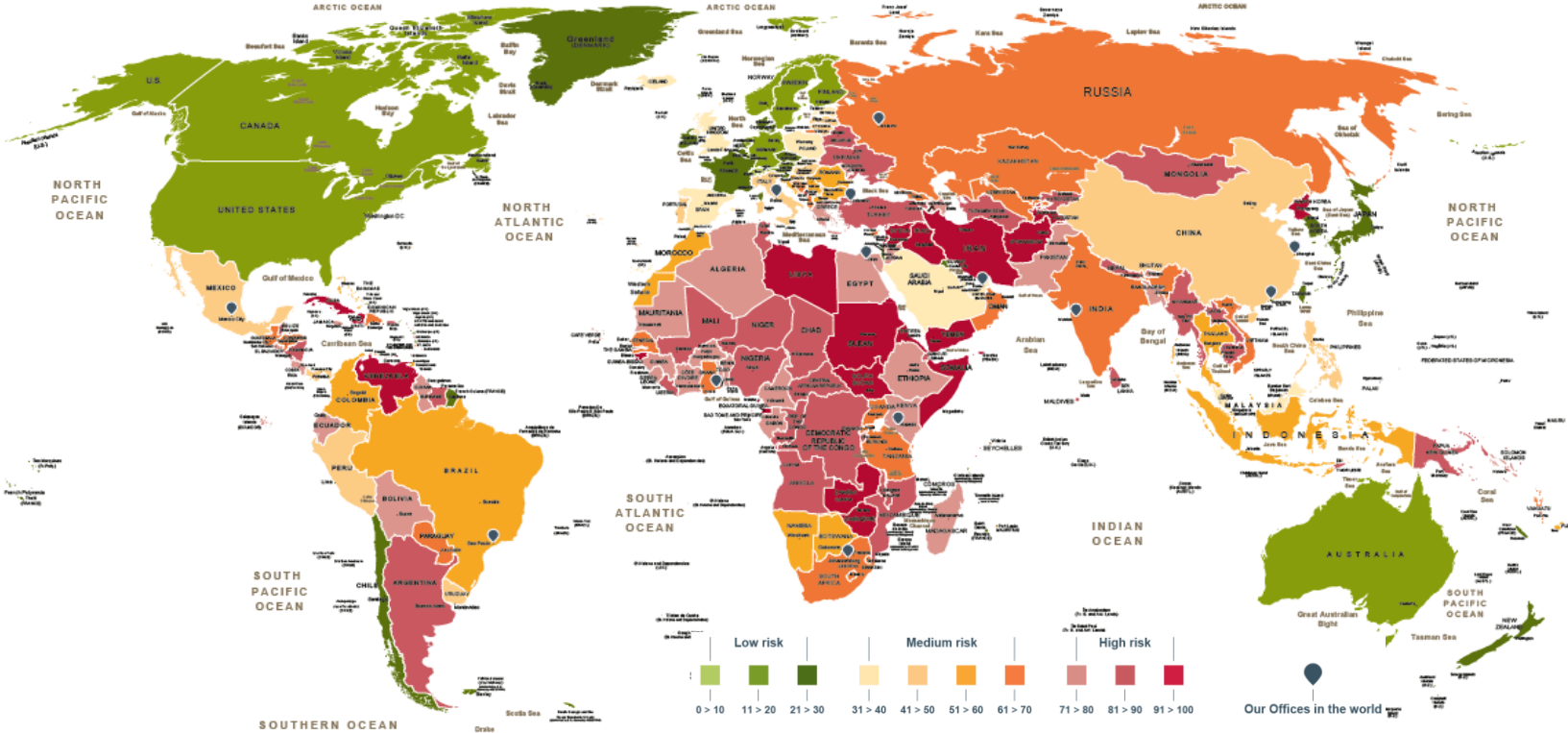
DOMESTIC NETWORK



INTERNATIONAL NETWORK



RISK MAP SACE 2021



Our support to SMEs in the automotive sector

Risks increased due to Covid-19 downturn

- Increase in costs/average contracts duration – Credit Risk
- Counterparty risk - Credit Risk
- Political Risk
- Termination by force majeure



Short Term Insurance Policy
(SACE BT)

Political Risk Insurance Policy
(PRI SACE)

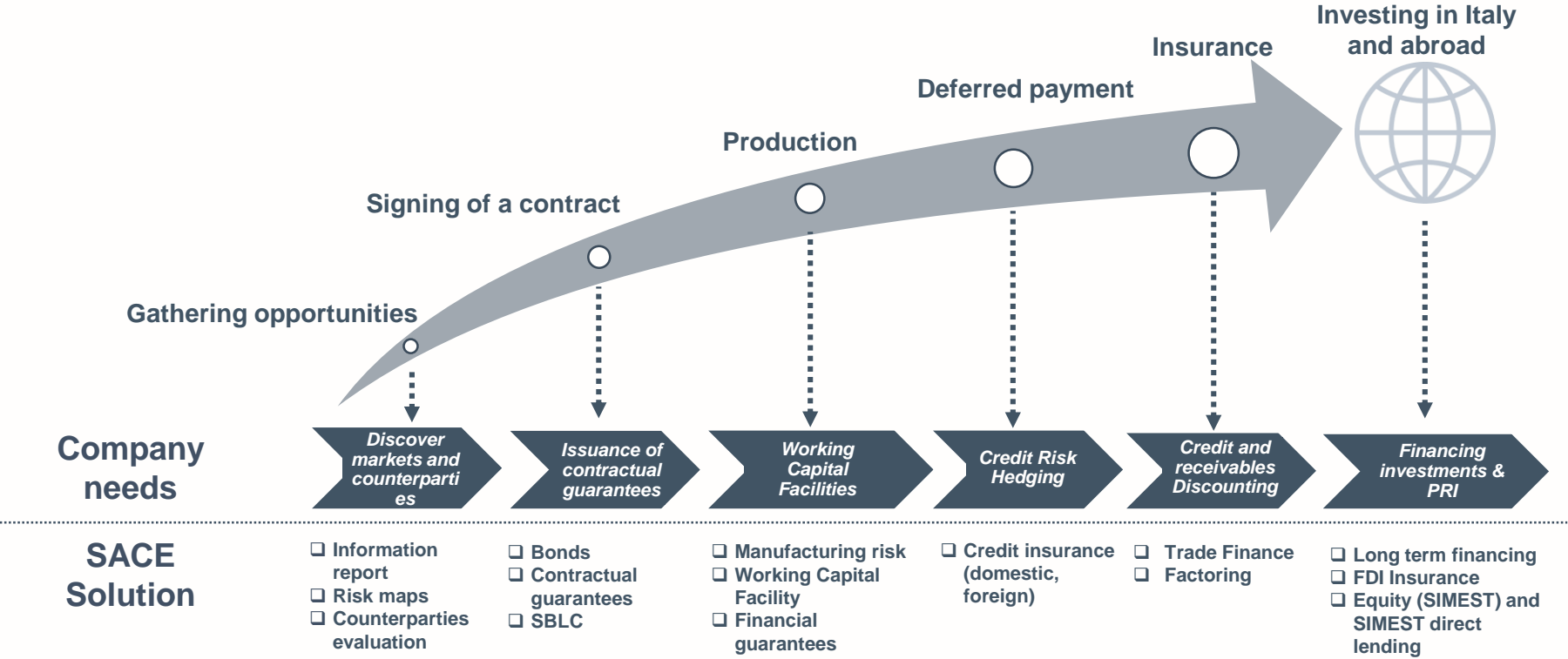
- Cash Flow Management Issues

Credit Recovery
Selective Receivables Financing
(SACE FCT)

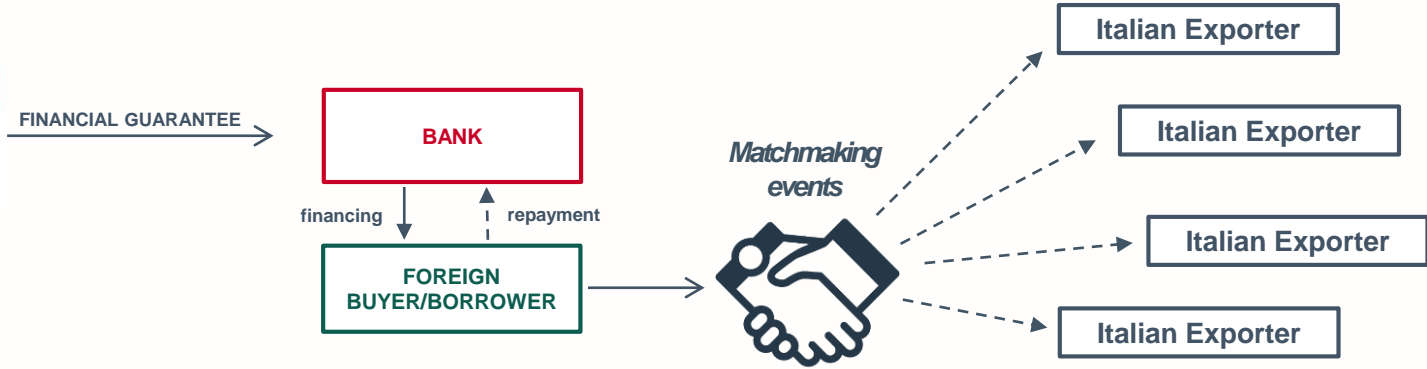
- CAPEX Investments

Financial Guarantees
(SACE)

Our products to support export and internationalization projects



Our Push Strategy boosts business between International Buyers and SMEs



HOW IT WORKS

MTL financing granted by Italian, International and/or local banks under SACE guarantee up to 80%.

Push Strategy financing will be untied (not linked to specific contracts/projects)

BENEFITS

For Buyers:

- Diversification of financial sources and credit lines available in the banking system;
- Find new suppliers and increase in the company's vendors list

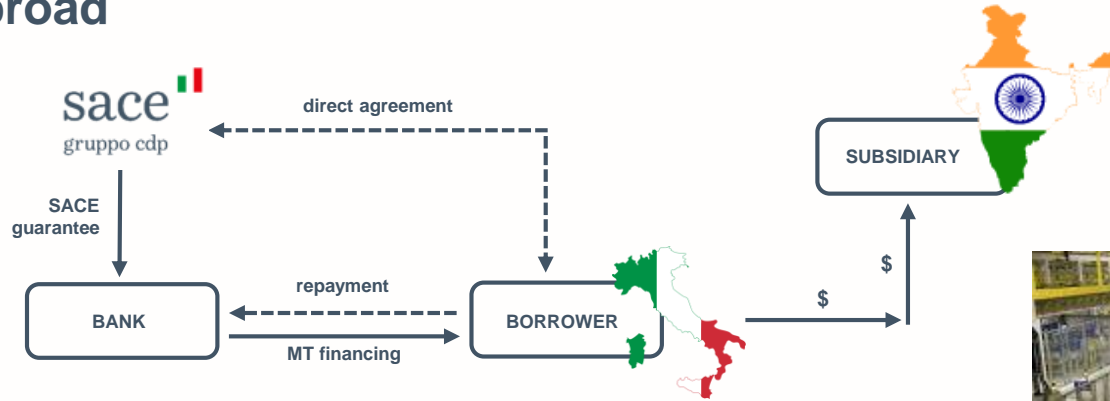
For Italian SMEs:

- Seize new business opportunities with Foreign Buyers
- Direct access to Buyers' procurement managers

MATCHMAKING EVENTS

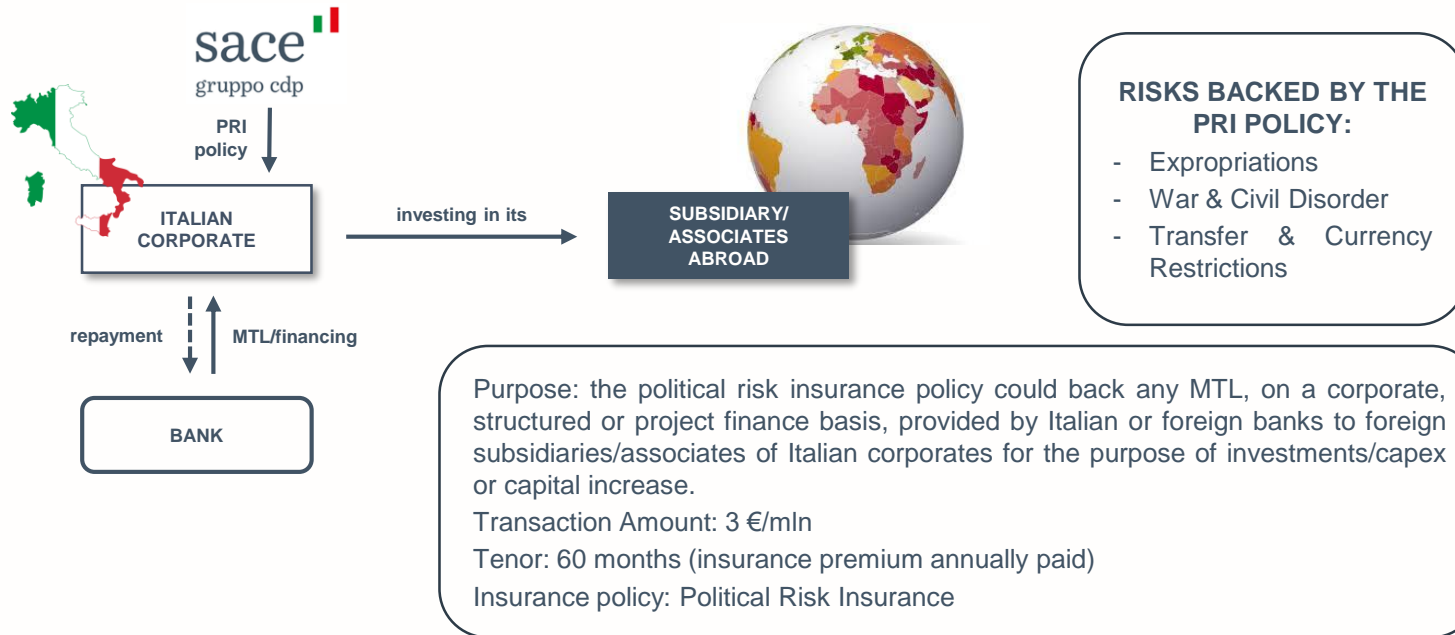
Our Business matching events organized in Italy and abroad, live and online aim at easing contacts between Buyers and Italian SMEs, as a way to increase export.

Case study: financial guarantee issued by SACE to support investments abroad



Borrower: Italian Corporate in the automotive industry
Purpose of the MTL: Production capacity expansion of one of its APAC branches
Size of the MTL: EUR 3m
Tenor: 60 months
SACE guarantee: 50% of the MTL

Case study: political risks insurance (“PRI”) policy issued by SACE to support investments of Italian corporates abroad



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