

# Supporting Italian Supply Chain

*Massimiliano Marzapeni, Global Senior Relationship Manager*



# SACE in a nutshell

Combining **insurance and financial services**, we run a unique operating model aimed at Italy's economic development. We support **Italian companies**, particularly **SMEs**, to expand their business abroad.

**40 years**

**26.000** Italian Companies

**198** countries

**90%** SMEs clients

**21 € Bn** 'Garanzia Italia' transactions



## 2020 Financials

<b>Deployed Resources</b> <i>(SACE Group)</i>	<b>46 € Bn</b>
<b>Claims paid</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.*

# The Italian hub of export and internationalization



# SACE: new scope of intervention

	«Traditional activity»	«Liquidity Decree» (extended to 31/12/21)	Green New Deal	Domestic Financing
Goal	<ul style="list-style-type: none"><li>• <b>Export &amp; Internationalization</b></li><li>• <b>Strategic industries and countries</b></li></ul>	<ul style="list-style-type: none"><li>• Supporting companies recovering from <b>Covid-19</b></li></ul>	<ul style="list-style-type: none"><li>• Supporting clean economy, circular economy and sustainable mobility projects in Italy</li></ul>	<ul style="list-style-type: none"><li>• <b>TBD</b></li></ul>
Type of Intervention	<ul style="list-style-type: none"><li>• <b>Both Marketable</b> (ex. SACE BT) and <b>non-marketable risks</b></li></ul>	<ul style="list-style-type: none"><li>• <b>Non-marketable</b> (ref. <i>Temporary framework UE</i>)</li></ul>	<ul style="list-style-type: none"><li>• <b>Marketable</b></li></ul>	<ul style="list-style-type: none"><li>• <b>Marketable</b></li></ul>

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

# Our 4 drivers to support growth

## Our Network



- **Our teams of experts** located all around Italy provide companies 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

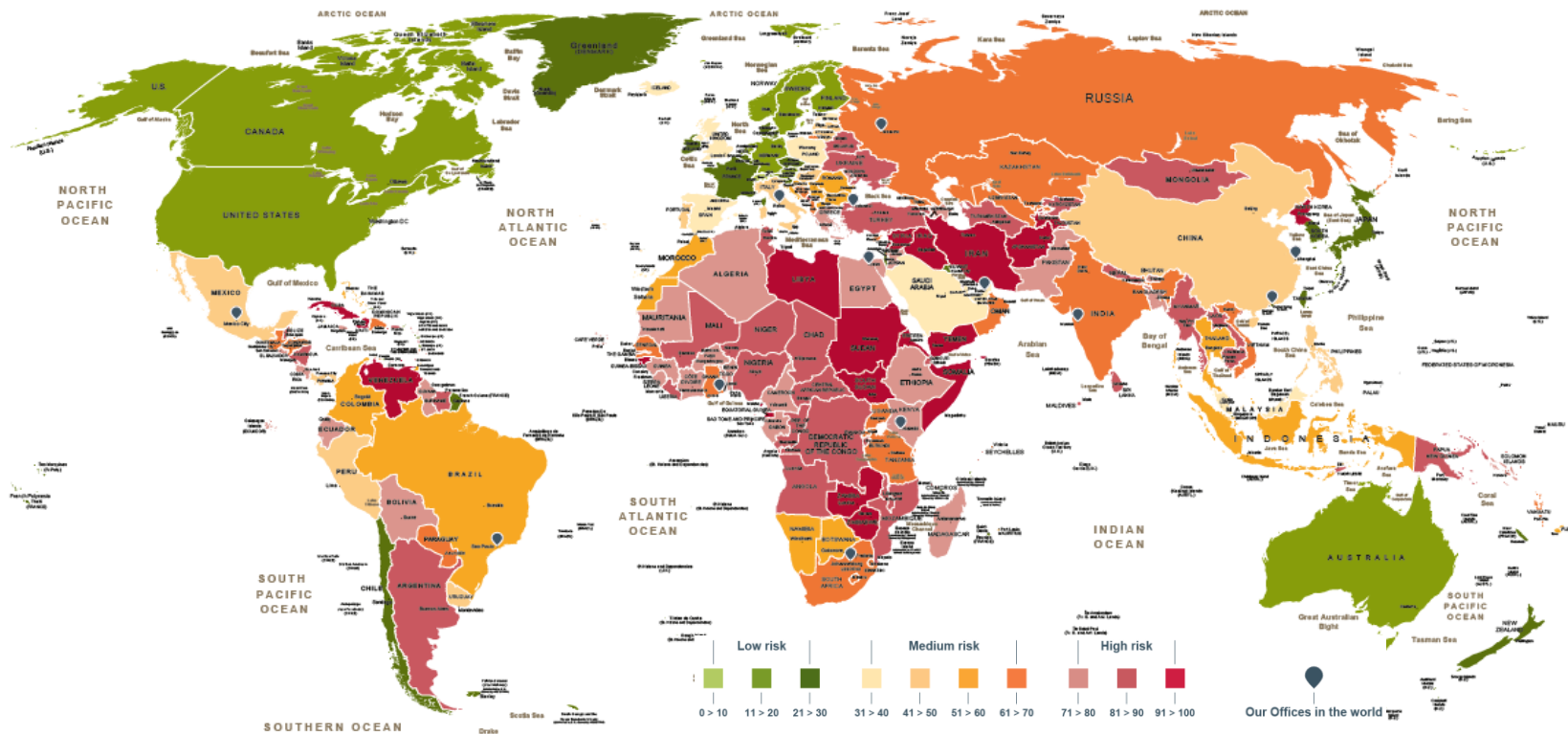
## DOMESTIC NETWORK



## INTERNATIONAL NETWORK



# Risk Map SACE 2021



# Our support to SMEs

## Risks increased due to Covid-19 pandemic

- Increase in costs/contract duration
- Termination by force majeure
- Political Risk
- Counterparty risk
- Potential unfair call of APB/PB issued



**Credit  
Insurance  
Policy**

- Cash flow management issues

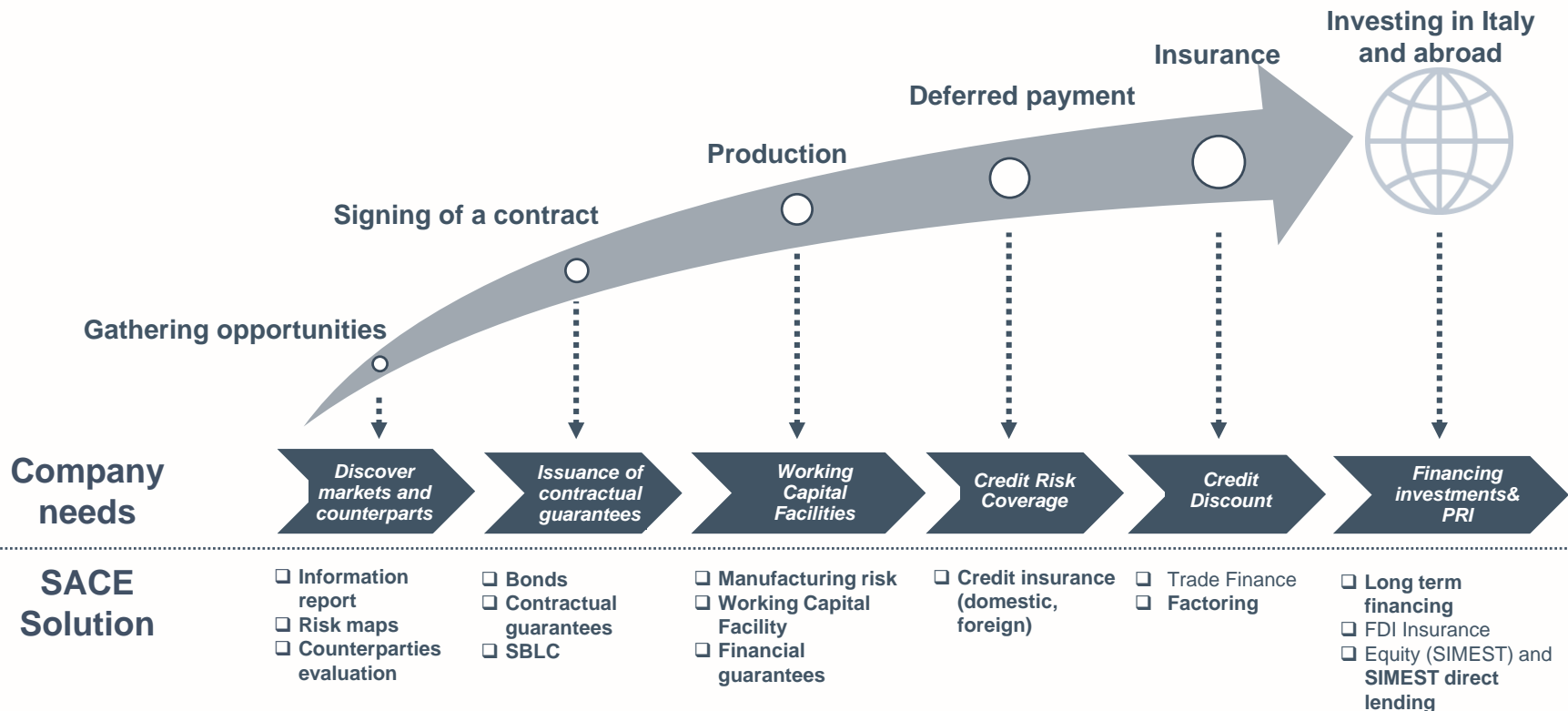
**Trade Finance e Credit  
Recovery**

- Limited credit lines

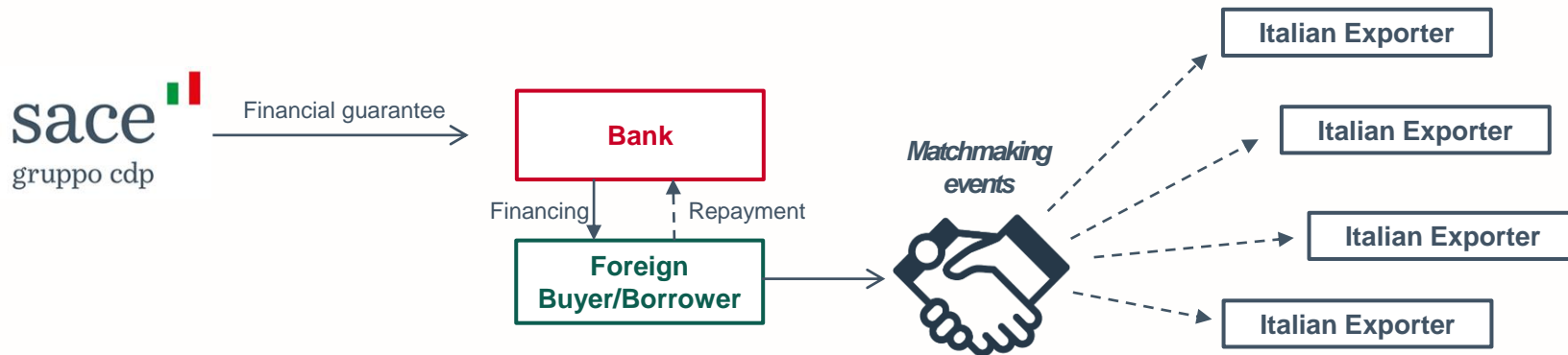
**Financial guarantees**



# Our products to support export and internationalization projects



# Our Push Strategy boosts Italian supply chain



## HOW IT WORKS

**MLT 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.

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