

Selling & Buying Made in Italy: Food & Beverage in South Africa

Overview

SACE is the Italian **Export Credit Agency** in charge of supporting the growth of Italian productive system through a wide range of products and financial solutions which help improving its 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 contributes to Italian economic growth



OUR OFFICES

ITALY

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

GLOBAL

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

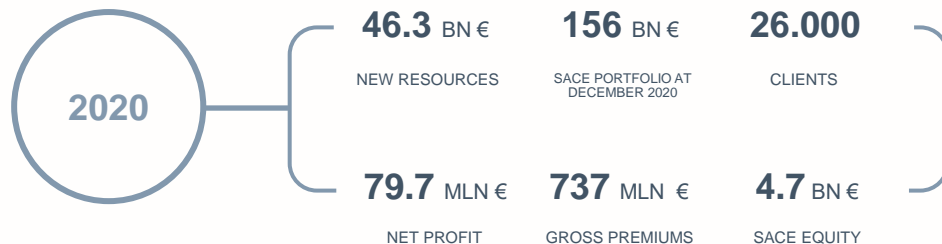
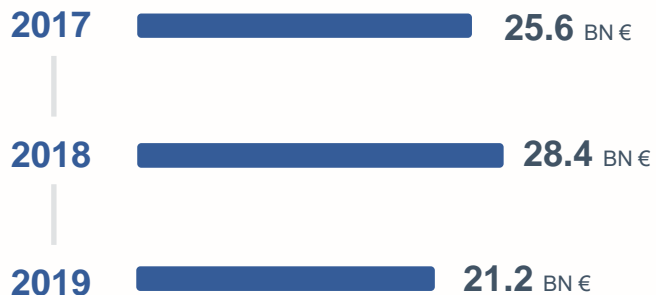


Results

In the period **2017-2019** SACE mobilized over **€ 70 billion** of new resources to support Export Credit and Internationalization

To mitigate effect of Covid-19 outbreak, the Italian Government has enlarged SACE's mandate

Guaranteed volumes amounted to **€ 46.3 billion** in **2020**



■ NEW RESOURCES

📄 SOURCE: 2020 FINANCIAL AND CONSOLIDATED STATEMENT

SACE in Sub Saharan Africa

Over the last two decades, Sub-Saharan Africa has been enjoying a gradual recovery after years of political and economic instability, yet it is still perceived as a 'high-risk' region. This has been compounded by the recent decline in the continent's economic performance due to slowing Chinese demand for Africa's resources.

To meet demand for insurance cover among Italian exporters and ensure investment security, SACE's African strategy has evolved and can now be summarized as follows:

- ✓ Launch of the Africa Program
- ✓ Opening of Representative Offices in Johannesburg, Nairobi and Accra
- ✓ Acquisition of an equity stake in ATI
- ✓ Development of relations with strategic local partners and clients

2006

SACE launches an initiative titled 'The Africa Programme' to promote trade and investment by Italian enterprises and their subsidiaries in the Region

2008

To further reinforce its operations in Sub Saharan Africa, SACE opens a Representative Office in Johannesburg, which acts as a hub for the entire Area

2009

SACE acquires a stake in African Trade Insurance Agency (ATI)

2011

SACE initiates a secondment programme with a SACE desk within ATI (Nairobi) to pursue business opportunities

2014

SACE launches new initiatives aimed at fostering partnerships between Italian SMEs and African clients

2016-2020

Development of relationships with targeted strategic clients and banks in the region. SACE opens a Representative Office in Accra

SACE in Sub Saharan Africa

Geographic Exposure

Top 6 countries by exposure	
Mozambique	29%
Nigeria	17%
Kenya	15%
Ethiopia	12%
Angola	7%
Ghana	7%

SACE's total portfolio in Sub-Saharan Africa amounts to €5.9BN in 2021. Most of this portfolio relates to Buyer's Credit policies and Project Finance transactions.

SACE is currently evaluating many projects amounting to over €1.5BN in various sectors including transport and logistics, infrastructure, natural resources and manufacturing in a number of countries including Cote d'Ivoire, Ghana, Nigeria, Namibia, Botswana, Tanzania and South Africa.

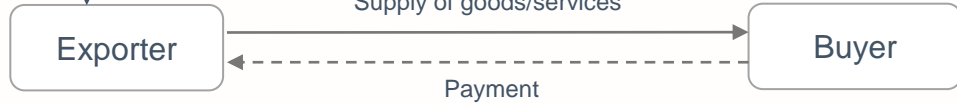
The Supplier Credit Facility

Overview



sace
•gruppo cdp•

Policy



Obtain deferred payment terms for the purchase of goods and services from Italian suppliers, under export contracts covered by SACE

Benefits for the Buyer

- better payment terms
- cheaper rates in comparison with the local market
- no need to use bank credit line and no pledge required

Benefits for the Exporter

- better knowledge of customers
- opens up new markets without carrying all the risk
- improved cash position by transferring the policy to a bank

The Supplier Credit Facility

Features



- ▶ Insured Party: the Exporter
- ▶ Down payment of at least 15% of the export contract
- ▶ Contract terms from 2-5 years
- ▶ Payment in quarterly or semi-annual instalments
- ▶ In the event of non-payment by the Buyer, the Exporter claims under the terms of the Policy
- ▶ In case of dispute on the commercial contract the Insurer can suspend the claim assessment until the dispute has been resolved

The Supplier Credit Facility

Requirements from the Buyer



- ▶ Audited Financial Statements
- ▶ Latest Management Accounts
- ▶ Company profile
- ▶ Copy of the supply contract/proforma invoice

Contacts

SACE in South Africa



David Chalila

Head of Johannesburg Office

d.chalila@sace.it

+27 11 463 5131

+27 72 084 4095



Thomas Du Preez

Relationship Manager, Johannesburg Office

t.dupreez@sace.it

+27 11 463 5131

+27 78 803 7379



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