

Press Release

With SACE (CDP Group), BDF Industries exports its glass-forming machinery to Guatemala

Thanks to the insurance support of SACE, the Vicenza-based company, a leader in the supply of hollow glass-forming equipment, sells its machinery in Central America with protection against default risk

Vicenza, 3rd October 2017 – With the support of SACE, which with SIMEST forms the export and internationalization hub of the CDP Group, BDF Industries has exported its glass-forming machinery to Guatemala.

This operation with SACE, which has local offices in Venice and Verona, has enabled the company to offer its Guatemalan customer competitive payment conditions while insuring € 2,4 million against default due to commercial and political reasons.

The support of SACE and SIMEST to Italian companies confirms a long-standing commitment, an essential aspect for companies in a highly competitive sector like glass, in which Italy boasts many areas of excellence.

Since 2008, BDF Industries has utilized the instruments provided by SACE on several occasions with the aim of supporting its growth plans in several high-potential markets for the export of capital machinery in Europe, Asia, and South America. The company is also a client of SIMEST, which has invested in the capital of two group companies.

“Being able to offer our customers convenient payment conditions makes our commercial offering more competitive,” declared Andrea De Corinti, Accounting & Finance Team Leader of BDF Industries.

The origins of BDF Industries date back to 1906. The company is specialized in the production of machinery for the glass industry. BDF designs and builds complete lines for producing glass containers, applied industrially by the most important players in the industry. The company operates worldwide, selling its products in over 80 countries around the globe.



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SACE, a wholly-owned subsidiary of Cassa Depositi e Prestiti, offer export credit services, credit insurance, protection of foreign investments, financial guarantees, bonding, and factoring. With € 87 billion in transaction insured in 198 countries, it supports the competitiveness of companies in Italy and abroad, ensuring more stable cash flows and transforming the default risk of companies into development opportunities. With **SIMEST**, of which it owns 76%, it forms the export and internationalization hub: a single point of reference for access to all the insurance-financial instruments of the CDP Group designed to support the competitiveness and foreign growth of Italian companies worldwide.