



UniCredit and SACE (CDP Group) support Petti group's investments to growth in international markets

€ 8 million deal for the company's competitiveness in agri-food, a sector of Made in Italy excellence

Naples, 30th October 2017 – UniCredit has issued two loans in favor of Petti Group's companies for purchasing raw materials to introduce into their production process for foreign markets. The loans have been guaranteed by SACE, which with SIMEST forms the export and international hub of the CDP Group.

UniCredit has structured an € 8 million loan with a six-month grace period and an amortization period of six installments, covered by the revenue from sales in the foreign market.

This financing, coordinated by the Area Corporate Campania South Basilicata and Calabria with offices in Salerno and by the SACE office in Naples, is part of a 2017-2018 transformation plan undertaken by Petti S.p.A.

With this initiative, UniCredit and SACE confirm their commitment to Italian companies in the agri-food sector, industry where Made in Italy plays a prominent role worldwide.

The group, with sales volume of almost € 250 million in 2016, boasts an 80-year history of leadership and innovation in tomato processing. It is currently world leader in the export of tomato concentrate, with a 27% market share, and the leading Italian importer of product for reprocessing.

Development in production techniques and the decision to earmark the majority of the resources to upgrade the brand, have resulted in a production capacity of absolute value for both Petti S.p.A. and for subsidiary ITALIAN FOODS S.p.A. Through large investment, the Campania-based company has transformed itself into a new entrepreneurial entity, due in part to a stronger sales network in Italy and abroad.

*“Thanks to the loan provided to the Petti group by UniCredit with the support of SACE – stated **Antonio Petti**, Sole Director of A. PETTI S.p.A. – We obtained the financial*



resources needed to further increase our penetration in foreign markets, especially those scarcely served, such as Israel, Australia, Belgium, Mexico and United States. The objective, especially for Italian Food's product range, is to make the Petti brand one of the principal brands of preserves tomato abroad, focusing on the high quality of the raw material, exclusively Tuscan, and the distinctive flavor provided by our exclusive low-temperature processing method, which preserves the color and flavor of freshly-harvested tomatoes.”

UniCredit is a simple, successful pan-European group with a linear commercial model and a fully-integrated Corporate & Investment Banking segment that provides over 25 million customers with a single network in Western, Central and Eastern Europe. UniCredit offers local services as well as an international network that can globally accompany and support its broad customer base, providing unprecedented access to leading banks in its 14 strategic markets and in another 18 countries around the globe. The group network includes Italy, Germany, Austria, Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Romania, Russia, Serbia, Slovakia, Slovenia, Hungary, and Turkey.

Italy is a strategic market for UniCredit. Here UniCredit has loans of over € 160 billion in favor of 7.5 million households and companies.

UniCredit promotes an informed approach to investments, providing innovative instruments and services. The reliability and prestige of UniCredit represent an anchor for investors in constantly-changing world, with the objective of indicating the best investment opportunities within their risk profile.

UniCredit also stands out for its complete range of banking services plus personalized consulting that includes investment solutions, insurance and pension products, designed to meet the personal and family needs of each customer.

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.

Press Contacts

UniCredit – Media Relations South Italy:

Francesco Squitieri

Cell: 335.5494594

francesco.squitieri@unicredit.eu

SACE | Press Office

T. +39 06 6736888

ufficiostampa@sace.it