

SACE SIMEST (CDP Group) accompanies more than 50 Italian SMEs to the United Arab Emirates

Business Matching meetings between Sharjah government authorities, SEWA, and Italian companies seeking new business opportunities

Sharjah 21 October 2019 - SACE SIMEST, the Italian export and internationalization Hub of the CDP Group, following the event organized in its offices in Rome and Milan in April, continues the collaboration with the governmental authorities of Sharjah and SEWA (Sharjah Electricity and Water Authority) to facilitate the awarding of new contracts to Italian SMEs operating in the infrastructure and construction, oil & gas, and renewable energy sectors in the United Arab Emirates.

Today, at the Sheraton Sharjah Beach Resort & Spa, organized by SACE SIMEST, the Business Matching meeting will take place, involving many actors from the Country System such as the Italian Trade & Investment Agency, Confindustria, and the Italian Embassy in the Emirates. The first part of day foresees a presentation of the projects to be realized in the Emirate of Sharjah by local counterparts to the over 50 Italian SMEs present. This will be an opportunity to share their cutting-edge solutions and technologies with Emirates buyers, establishing a first commercial contact with them, as a result of the B2B meetings held during the morning.

The second part of the day's activities will be opened by Italian Ambassador to the UAE Nicola Lener followed by a panel dedicated to discussing legal, regulatory, and business principles essential to conducting trade relations in the country.

The event in the Emirate of Sharjah is part of a series of business matching meetings organized by SACE SIMEST with the aim of giving a concrete contribution to the increase of Italian exports: an operation complementing the wide range of products of the Hub, now able to meet all the insurance and financial needs of companies along the internationalization chain. In fact, for the first time, the companies participating in the business trip in the Middle East have been able to take advantage of SIMEST's subsidized financing instruments, dedicated to missions abroad.



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***SACE SIMEST**, il Polo dell'export e dell'internazionalizzazione del Gruppo CDP, valorizza l'eccellenza delle imprese italiane - soprattutto quelle piccole e medie - nel mondo ed offre un'ampia gamma di strumenti assicurativo-finanziari in grado di soddisfare tutte le esigenze connesse alle attività sui mercati esteri. In particolare, SACE mette a disposizione delle imprese servizi di export credit, assicurazione del credito, protezione degli investimenti esteri, garanzie finanziarie, cauzioni, factoring e recupero crediti. SIMEST (controllata al 76% da SACE e al 24% da primarie banche italiane e associazioni imprenditoriali) affianca le imprese nel loro percorso di internazionalizzazione attraverso finanziamenti a tasso agevolato e partecipazioni al capitale. Con € 114 miliardi di operazioni sostenute, il Polo serve oltre 21mila aziende, soprattutto Pmi, supportando la loro crescita in 198 Paesi.*

Over the last year, business-matching meetings have involved 700 businesses in Italy and abroad to develop new opportunities in emerging economies and high-potential sectors for Made in Italy. These meetings are part of the Hub's "Push Strategy": an instrument of economic diplomacy for facilitating Italian businesses' access to opportunities offered by the investment plans of leading foreign counterparts.

The UAE represents a fertile market full of potential for many Italian companies that focus on exports and international expansion. SACE SIMEST, in "Rapporto Export 2019" (Export Report 2019), forecast a 1% rise in Italian exports in 2019, and a 2.7% annual average increase from 2020 to 2022, driven by the chemical and transportation vehicle sectors. SACE SIMEST is present in the area with an office in Dubai, a reference point for companies that want to operate in the Emirates.



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