

Press Release

De Lorenzo: an A+ transaction in Peru

The Milan company has insured a €14 million contract with SACE SIMEST (CDP Group) for the export of technical equipment to be used in setting up 19 university laboratories.

Rozzano, 2 July 2019 - De Lorenzo Spa, a leading company in the design, manufacture and development of technical equipment for professional training, has settled an “A+” transaction. The company has finalized two contracts worth a total of €14 million for the supply of 19 laboratories at the *Universidad Alas Peruanas* (UAP), the most important private university in Peru with 27 campuses throughout the country. With the support of SACE SIMEST, the CDP Group’s Italian export and internationalization hub, the Milan company has exported its products in complete confidence, insuring their sale from the risks of missed payment due to political and commercial events.

“This project is the result of the tenacity of the whole De Lorenzo team, an Italian SME that has been exporting its products throughout the world for more than 65 years”, said Luciano Prosperi, Chairman and Owner of De Lorenzo Spa. “Strength of will and determination have allowed the company to execute this important project, to penetrate a new international market, and to acquire a prestigious and influential customer.”

Founded in 1951, De Lorenzo Spa is a historic company specializing in the design and production of technical equipment and in professional training. The Lombardy company exports to 140 countries throughout the world, collaborating with local companies to supply equipment, know-how and technology transfer in several technical areas: from electrical engineering to domotics. This transaction, the first it has settled with SACE SIMEST’s support, is one of the most important supply contracts the company has finalized in more than sixty years of experience.

With this transaction, the Hub confirms its support of businesses in Lombardy, the top region for Italian exports. Through its Milan branch and its offices in Monza and Brescia, SACE SIMEST supported 6,500 businesses in the area in 2018, mobilizing more than €5 billion in the region.

Italian exports to Peru are expected to grow by 3.8% in 2019 and by 5.6% on average every year in the following three-year period. This increase is supported by the country’s strong need for investment in infrastructure, by the favourable demographic dynamics, as well as by a middle class that is rapidly expanding.



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