



Press release

SACE: a partnership with Opportunity Network to drive growth for Italian companies globally

SACE announces a new partnership with Opportunity Network, a leading global digital business matchmaking network. The partnership aims to create new opportunities for Italian companies by matching them with a global network of buyers.

Rome, 13 March 2023 – Today marks the beginning of a new collaboration between SACE and Opportunity Network, one of the most prominent digital business matching platforms worldwide. The collaboration aims to connect companies and potential foreign buyers, facilitating the creation of new business relationships.

The creation of a network of opportunities, expertise and relationships at the international level is among the goals of SACE's INSIEME 2025 Business Strategy, within the Business Promotion programme, the program aimed at facilitating matchmaking opportunities between Italian companies, particularly SMEs, and foreign buyers working in countries with high potential for Italian exports.

Through this collaboration, SACE's client companies will be able to subscribe to the Opportunity Network's digital platform, which has over 50,000 users worldwide. This will allow them to browse the profiles and different business offers published by foreign buyers, facilitating business deals. The matchmaking platform will benefit from the opportunity to expand its network thanks to the subscription of SACE client companies. At the same time, the insurance-financial group will be able to foster and facilitate the growth of Italian companies, especially SMEs, in international markets through an online space focused on its product offerings and information and training services.

Opportunity Network will not only multiply business development opportunities for SACE clients, but also provide them with additional support services such as drafting and publishing partnership offers and consulting on development techniques to maximize visibility and ensure counterparty responsiveness.

*"Creating new opportunities for Italian companies abroad and supporting them in their internationalization processes are aligned with our goals from our INSIEME 2025 business plan," - says **Antonio Frezza Chief Marketing and Sales PMI of SACE**, - "Thanks to this partnership with one of the world's leading players in the sector, we emphasize our commitment to act together to create agile solutions to the changing needs of Italian companies through a network of relationships, knowledge and financial services that empower our "open platform": the SACE digital ecosystem for Italian SMEs ."*

*"We are thrilled to partner with SACE, an essential ally in Italy that shares our commitment to providing equal access to business opportunities for reliable CEOs. With its valuable reach to nearly 100,000 Italian companies and its high-quality insurance, financial, and educational products, SACE is the ideal partner for Opportunity Network. We believe our core skillset and values in enabling CEOs to hand-pick reliable business partners for critical transactions on a global level complements SACE's offerings perfectly. Together, SACE and Opportunity Network stand to bring significant and lasting impact on the growth and internationalization of the Italian SMEs ecosystem." - says **Brian Pallas, CEO and Founder of Opportunity Network**.*

SACE is the Italian insurance and finance company, controlled by the Ministry for the Economy and Finance, specialized in supporting businesses and the national economic fabric through a wide range of tools and solutions to support competitiveness in Italy and worldwide. For forty-five years, SACE has been the reference partner for Italian companies that export and grow on foreign markets. It also supports the banking system to facilitate, with its financial guarantees, companies' access to credit with a role recently expanded by new instruments to support liquidity, investment for competitiveness and sustainability under Italy's Green New Deal, starting with the domestic market. With a portfolio of insured operations and guaranteed investments of €165 billion, SACE, together with all Group companies - SACE FCT which operates in factoring, SACE BT active in Credit, Bonds and Other Property Damage and SACE SRV, specialized in credit recovery and information asset management activities - serves over 35,2 thousand companies, especially SMEs, supporting their growth in Italy and in around 200 foreign markets.

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Opportunity Network is the leading platform enabling CEOs to hand-pick reliable business partners for their most critical commercial and financial transactions. Founded in 2014 by Brian Pallas, the company's purpose is to provide every reliable CEO with equal access to business opportunities. Opportunity Network operates in over 130 countries and has facilitated over \$540 billion in business deals to date. The network hosts 12,000+ live business opportunities ranging including supply, distribution, financing, investing and M&A. The platform offers a range of features, including personalized deal recommendations and a secure messaging system.

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