



Press Release

## SACE launches 'Green Push' to promote Made in Italy exports and support the green transition

**A new solution, unique in the European Export Credit Agency landscape, has been launched to reinforce SACE's commitment to sustainability and facilitate the export of Italian technologies and supplies to support the Environmental, Social, and Governance (ESG) investments and transitional processes of major global players.**

**The 'Green Push' is a pivotal component of SACE's 'Push Strategy Programme', which has already supported projects worth 7 billion euros involving important international buyers. The program has also connected over 5,500 companies in business matching initiatives, ultimately enhancing and improving the positioning of Italian small and medium-sized enterprises (SMEs) within global supply chains.**

**Rome, 17 October 2023 - Green Push**, SACE's new solution within the Push Strategy programme, aims to promote Made in Italy exports in support of the international green transition.

This initiative is aimed at supporting Italian exports within supply chains linked to environmental assets while also facilitating the ecological transition of large international corporations. It also aims to accompany these companies in executing projects with a green and social impact, and guide them on their sustainable growth journey, always linked to specific Key Performance Indicators (KPIs).

It is a unique model in the European Export Credit Agency landscape, showcasing SACE's commitment to promoting the adoption of Italian technologies and products aligned with ESG investments made by prominent international players.

*"'Green Push' is an integral component of our INSIEME 2025 Business Plan, in line with our strategic goals. It aims to pave the way for Italian exports, to foster connections and to generate opportunities for SMEs, all while supporting the sustainable growth of businesses,"* said **Alessandra Ricci, CEO of SACE**. *"A programme that complements our array of products and services, positioning us at the forefront of proposing innovative solutions to bolster our exports."*

The mechanism employed here is now rooted in the Push Strategy programme, which was launched with the objective of expanding the presence of Italian exports in both new and emerging markets. The

program is designed to engage specifically selected local counterparts and leading foreign buyers, providing them access to medium to long-term financing guaranteed by SACE to finance their investments.

An integral and fundamental part of the agreement with foreign buyers is their commitment to consider Made in Italy products as part of their investment plans. This commitment is facilitated through a series of business matching meetings organized by SACE in partnership with Italian business associations and institutions located in the relevant countries. These meetings bring together Italian SMEs interested in becoming accredited as suppliers with the procurement teams of the foreign counterparts benefiting from the financing lines.

Since 2017, thanks to the Push Strategy, SACE has secured EUR 7 billion in financing and organized over 150 business matching meetings, both in Italy and abroad, involving more than 5,500 Italian companies, most of them SMEs.

The success of the Push Strategy is rooted in SACE's extensive four-decade experience in international markets, further strengthened by the Group's enduring presence in strategically important countries for Italian exports. SACE's international network, which includes 13 offices spread across five continents (Mexico City, Sao Paulo, Bogotá, Cairo, Dubai, Riyadh, Johannesburg, Istanbul, Mumbai, Belgrade, Ho Chi Minh, Hong Kong, Shanghai), has played a pivotal role in the success of the Push Strategy. This network effectively harnesses well-established strategic relations with local institutions and counterparts, facilitating Italian exports in markets with high potential for Italian products.

**SACE** is an Italian insurance-financial group controlled directly by the Italian Ministry of the Economy and Finance. Its mission is to support businesses and the national economy through a wide range of instruments and solutions to improve competitiveness in Italy and worldwide. For over forty-five years, the SACE Group has been the partner of reference for Italian enterprises looking to export and grow on international markets. The Group also works with the banking sector, providing financial guarantees to ensure companies have access to credit to support their liquidity and investments in business competitiveness and sustainability, as part of Italy's Green New Deal for the domestic market. The Group is present worldwide with 13 offices in target countries for Italian products, with the aim of building relationships with leading local counterparts and facilitating business with Italian companies through dedicated financial instruments. With a portfolio of insured transactions and guaranteed investments worth EUR 164 billion, SACE, together with all the Group companies - SACE FCT, which operates in factoring, SACE BT, active in the Credit, Surety Bonds and Other Asset Damage classes, and SACE SRV, specialising in data collection and information asset management activities - works alongside more than 40 thousand companies, mainly SMEs, supporting their growth in Italy and in about 200 countries worldwide.

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