

SACE-SIMEST

The Italian export credit agency in China

The group



CDP Group Highlights (2018)

Total assets 438 EUR Bn	Loans 100 EUR Bn	Postal funding 260 EUR Bn
Equity 36 EUR Bn	Equity portfolio 34 EUR Bn	Non-Postal funding 93 EUR Bn

SACE Group Highlights (2018)

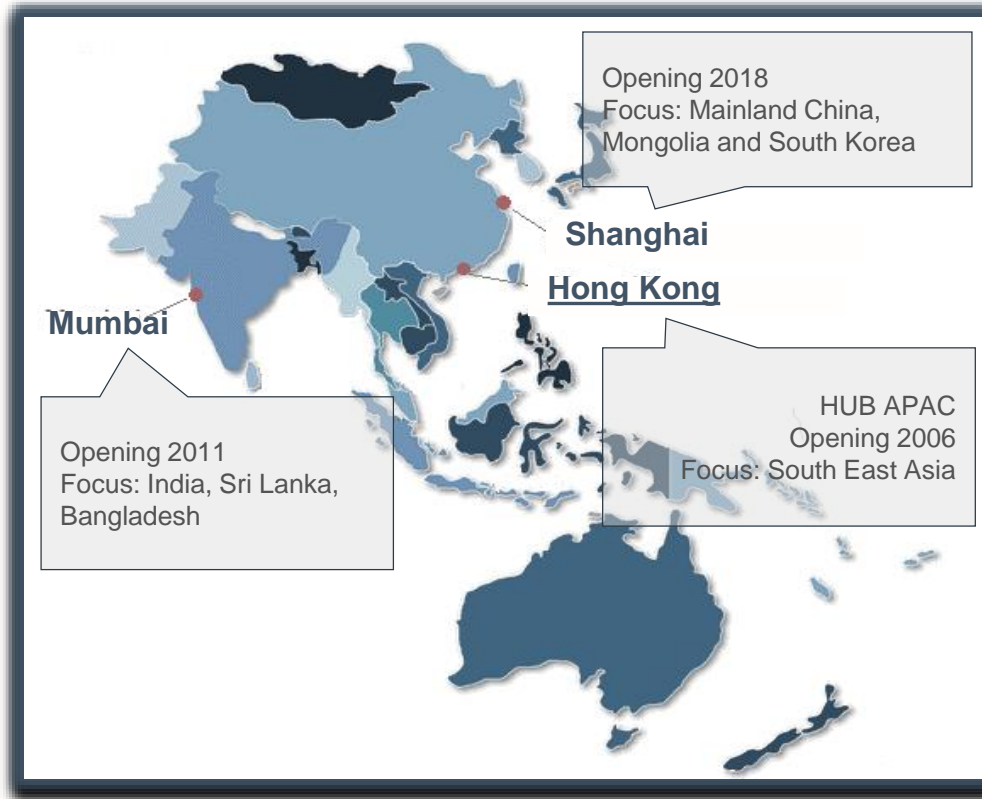
Insured transactions 114 EUR Bn	New commitments 28 EUR Bn	N. Customers 21.000
Equity 5,5 EUR Bn	Gross premiums 0,86 EUR Bn	Net Income 0.16 EUR Bn

A Global Network



The APAC Region

APAC REGION



3,1
bln €

Risks insured in APAC Region

Main sectors for SACE: *Oil&Gas*, *Infrastructure*, *Chemical*, *Petrochemical* and *Power*

Other main sectors for APAC *Region*: *Automotive*, *AgriBusiness*, *FFF*, *Pharma&Health*

Strategy, partnerships and agreements in China

- **Reference point** for Italian and Chinese companies
- **Encourage the growth** of commercial relations in **strategic sectors**
- **Contribute to the positioning of Italian SMEs** towards target customers
- **Collaborations** with financial institutions and strategic local companies



SACE SHANGHAI
1st European Export Credit Agency
2nd after South Korea



中国进出口银行
THE EXPORT-IMPORT BANK OF CHINA

Export-Import Bank of China
07/2019



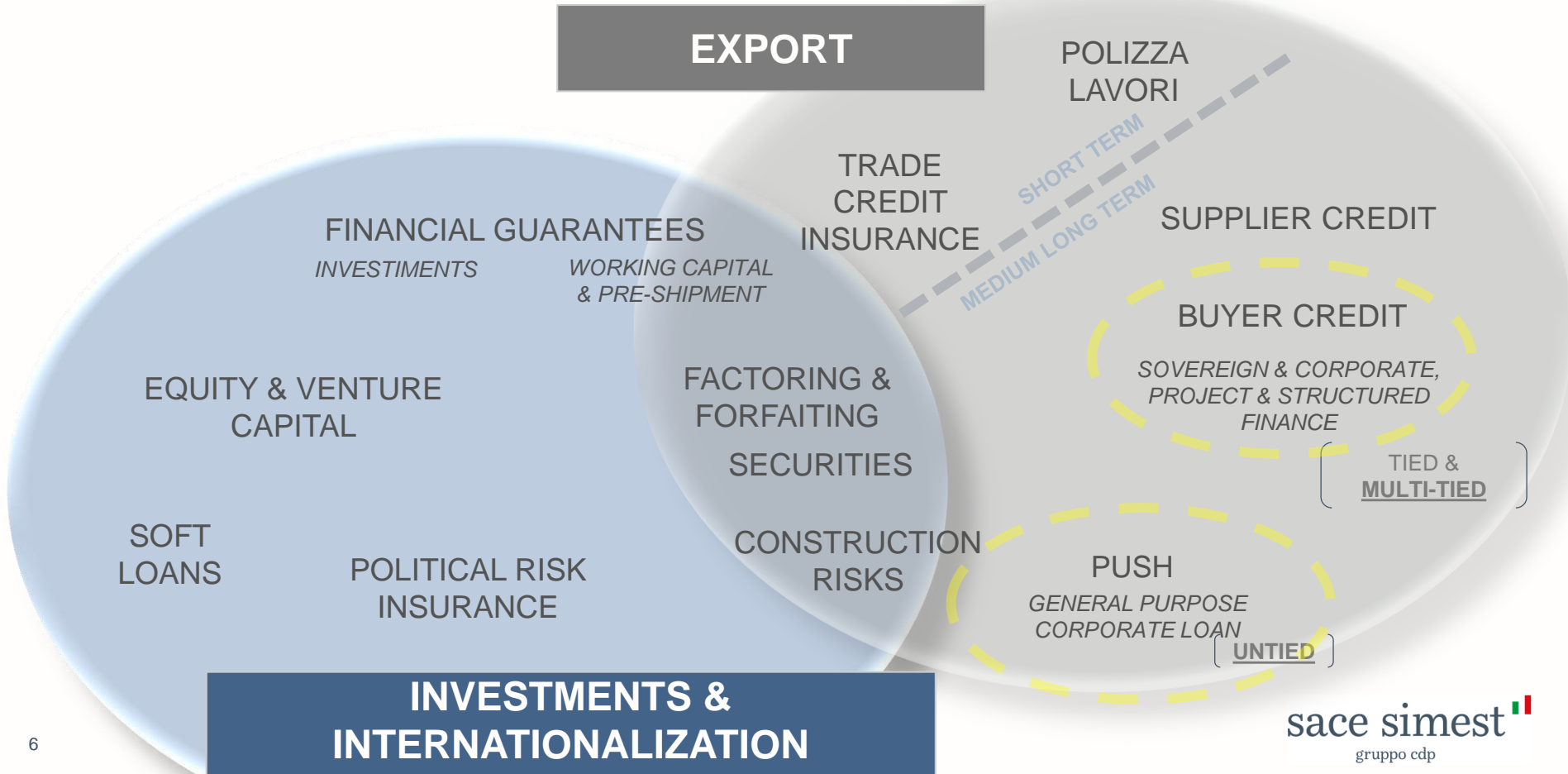
China Export & Credit Insurance
Corporation
03/2019

SUMEC

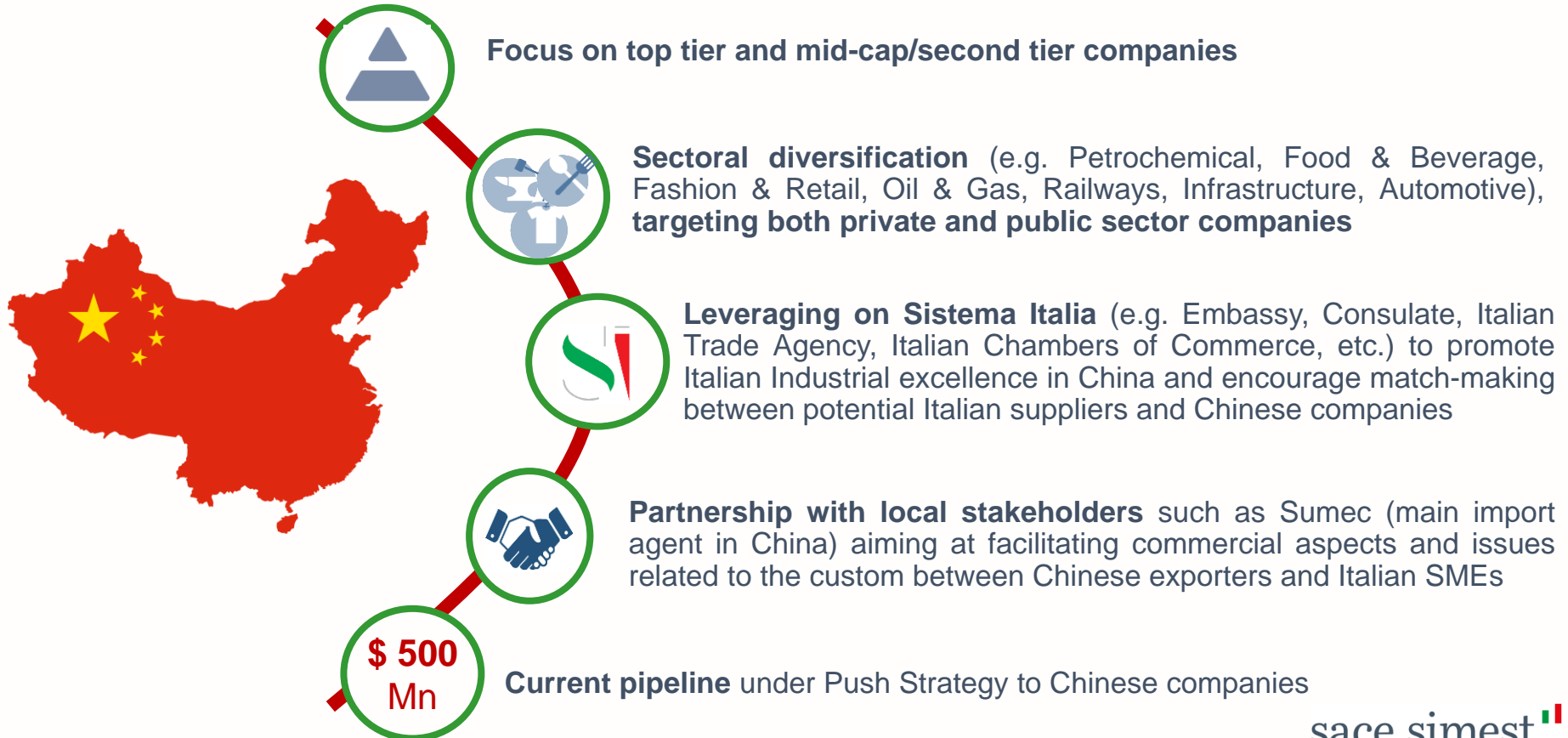
Import agent
03/2019

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gruppo cdp

Value proposition: tailored insurance and financial solutions



PUSH STRATEGY in China: state-of-the-art, perspective and strategy



SACE & SUMEC ITC

The agreement

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SUMEC

March 2019: starting a very positive collaboration

FOCUS ON:

- **Facilitating transactions** involving exports from Italy
- **Exploring insurance and financial solutions**
- **Sharing information** on ongoing and potential new projects, **expertise and best practices**
- **Strong increase of new contracts for Italian exporters**

The numbers in 2019

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SUMEC

- **1st Sumec Roadshow in Italy** – Rome and Milan
- **6 joint participations** in fairs and exhibitions in Italy and China
- **Over 100 B2B meetings** arranged between Italian exporters (mainly SMEs) and Sumec Itc
- **5 main areas of interest so far:** Petrochemical, Textile, F&B, Plastic processing, Packaging
- **A team Sace-Sumec Itc dedicated** to Italian exporters; daily activity focused on technical and commercial issues
- **Several new commercial contracts** signed by Italian exporters in China through the partnership Sace-Sumec Itc

Grazie

Contatti

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