

# Supporting Italian SMEs

*Diego Mastromauro, Global Senior Relationship Manager*



# SACE in a nutshell

Through the synergy of **insurance and financial services**, we run a unique operating model aimed at Italy's economic development. We support **Italian companies**, particularly **SMEs**, aiming to grow in Italy and globally.

**40 years** supporting over

**26.000** Italian Companies in

**198** countries

**90%** SMEs clients

**21 € Bn** 'Garanzia Italia' transactions



## 2020 Financials

<b>Deployed Resources</b> <i>(SACE Group)</i>	<b>46 € Bn</b>
<b>Claims settled</b>	<b>163,6 € Mn</b>
<b>Gross profit</b> <i>(SACE S.p.A.)</i>	<b>110,3 € Mn</b>
<b>Net profit</b> <i>(SACE S.p.A.)</i>	<b>79,7 € Mn</b>
<b>Equity</b>	<b>4,7 € Bn</b>
<b>Technical reserves</b>	<b>4,9 € Bn</b>
<b>Fitch's Rating</b>	<b>BBB-</b>
<b>Fitch's SCP</b>	<b>AA</b>












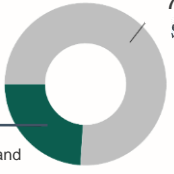

*SACE is a joint stock company subject to direction and coordination of the Italian Ministry of Finance.*

# SACE new scope of intervention

	«Traditional scope»	«Liquidity Decree» (extended to 31/12/21)	Green New Deal	Financing for Growth
Goal	<ul style="list-style-type: none"><li>• <b>Export &amp; Internationalization</b></li><li>• <b>Strategic industries and countries</b></li></ul>	<ul style="list-style-type: none"><li>• Supporting companies recovering from <b>Covid-19</b></li></ul>	<ul style="list-style-type: none"><li>• Supporting clean economy, circular economy and sustainable mobility projects in Italy</li></ul>	<ul style="list-style-type: none"><li>• <b>TBD</b></li></ul>
Type of Intervention	<ul style="list-style-type: none"><li>• <b>Both Marketable</b> (ex. SACE BT) and <b>not-marketable</b> (ex. export credit)</li></ul>	<ul style="list-style-type: none"><li>• <b>Not-marketable</b> (ref. <i>Temporary framework UE</i>)</li></ul>	<ul style="list-style-type: none"><li>• <b>Marketable</b></li></ul>	<ul style="list-style-type: none"><li>• <b>Marketable</b></li></ul>

\*Introduced by «Decreto Semplificazioni» n. 76 of July 16th 2020

# The Italian hub of export and internationalization

Entity	Shareholders	Products	Clients	Worldwide
<p>sace  SpA</p>	 <p>cdp  100%</p>	<ul style="list-style-type: none"> <li>Letters of credit confirmation</li> <li>Medium/Long-term insurance (Supplier's Credit)</li> <li>Buyer's Credit</li> <li>Bonds</li> <li>Financial guarantee</li> <li>Political Risk Insurance</li> </ul>	<p>~26.000</p>	<p>&gt; 198 countries</p>
<p>sace  FCT</p>	 <p>sace  100%</p>	<ul style="list-style-type: none"> <li>Reverse and maturity factoring</li> <li>Trade Finance</li> </ul>		
<p>sace  BT</p>		<ul style="list-style-type: none"> <li>Short-term insurance</li> <li>Construction risks insurance</li> </ul>		
<p>sace  SRV</p>		<ul style="list-style-type: none"> <li>Reports</li> <li>Credit recovery services</li> </ul>		
<p>simest </p>	 <p>76% sace  24% Banks and trade associations</p>	<ul style="list-style-type: none"> <li>Equity investments</li> <li>Soft loans</li> <li>Interest subsidies (linked to supplier's credit)</li> <li>Interest-rate stabilization (linked to buyer's credit)</li> </ul>	<p>~1.100</p>	<p>~ 100 countries</p>

# Our 4 drivers to support the growth

## Proximity and support to companies



- **Dedicated teams** located over the whole Country providing the companies with a **holistic support**
- Strengthened **presence in areas with greater potential**

## Digitalization and simplification



- Products and services available on the platform **www.sacesimest.it**
- Increase of **online transactions**
- Less contractual documentation

## Promotion and Business Matching



- **New opportunities** for Italian companies, to increase the chances of expanding their business
- Priority **access to projects** and key representatives of **large foreign Buyers**

## Education and Export Culture



- Promotion of a **safe export culture** among Italian companies
- **4 different export kits** based on the experience
- Partnerships with qualified institutional entities (ICE, Confindustria, Ispi etc.)

# Our Network

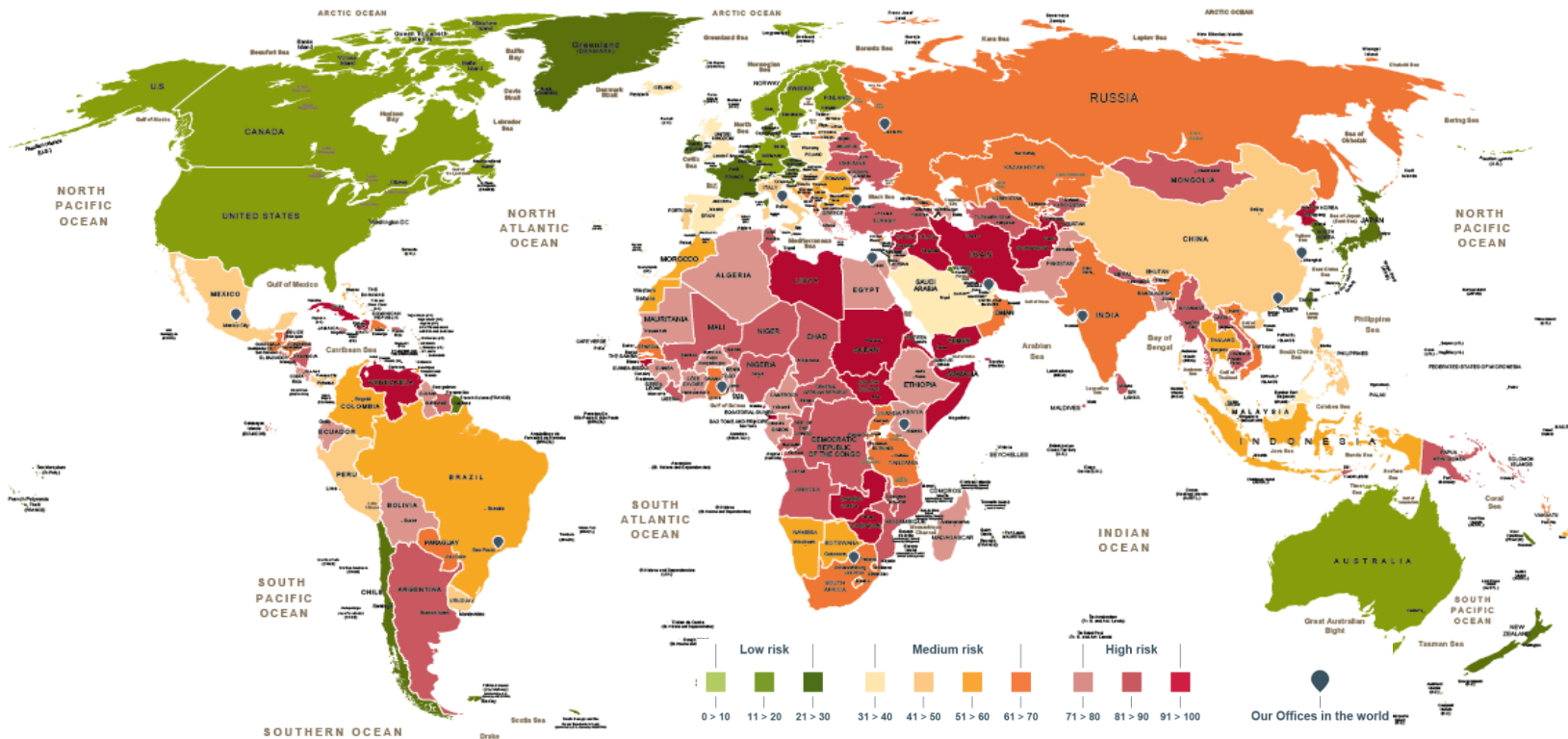
## DOMESTIC NETWORK



## INTERNATIONAL NETWORK



# Risk Map SACE 2021



# Our support to SMEs in the Energy / Oil & Gas sector

## Risks (increased due to the Covid-19 pandemic)

- Increase of the execution costs/duration
- Termination by force majeure
- Political Risks
- Counterparty risk
- Potential unfair call of APB/PB issued

- Cash flow management issues

- Limited credit lines

sace   
gruppo cdp

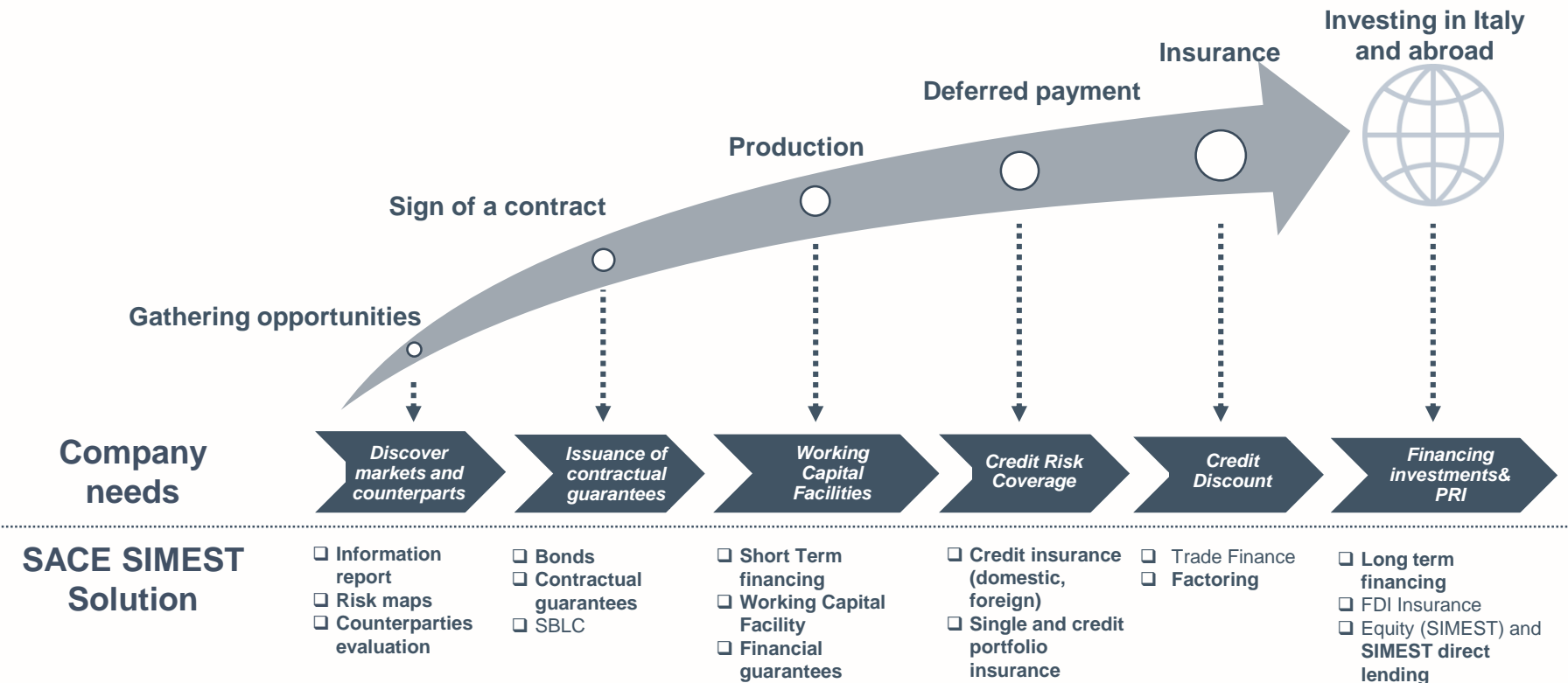
Credit  
Insurance  
Policy

Trade Finance e Credit  
Recovery

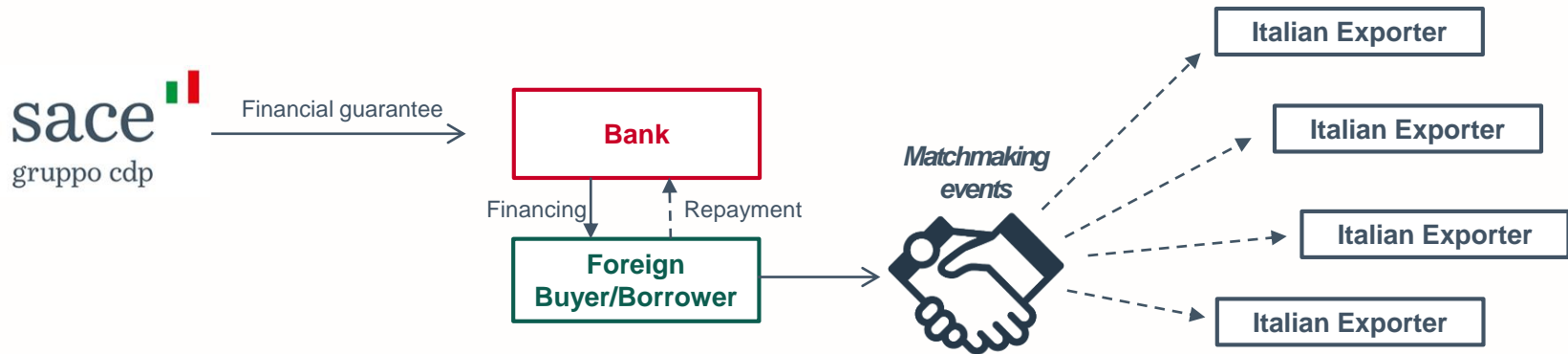
Financial guarantees



# Our products to support export and internationalization projects



# Our Push Strategy facilitates business between International Buyers and SMEs



## HOW IT WORKS

**MLT financing** granted by Italian, International and/or local bank under a SACE guarantee up to 80%. Finance under the Push Strategy will be **untied**, and thus not linked to specific contracts

## BENEFITS

For the Buyers:

- Diversification of financial sources at market rates and credit lines available in the banking system;
- Find new suppliers providing extraordinary products and technologies

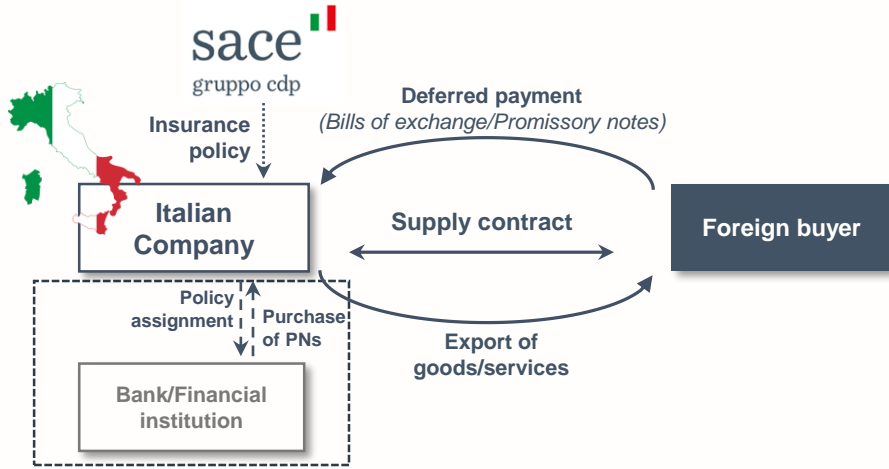
For Italian SMEs:

- Seize new business opportunities with Foreign Buyers
- Privileged contact with the Buyer's procurement managers

## MATCHMAKING EVENTS

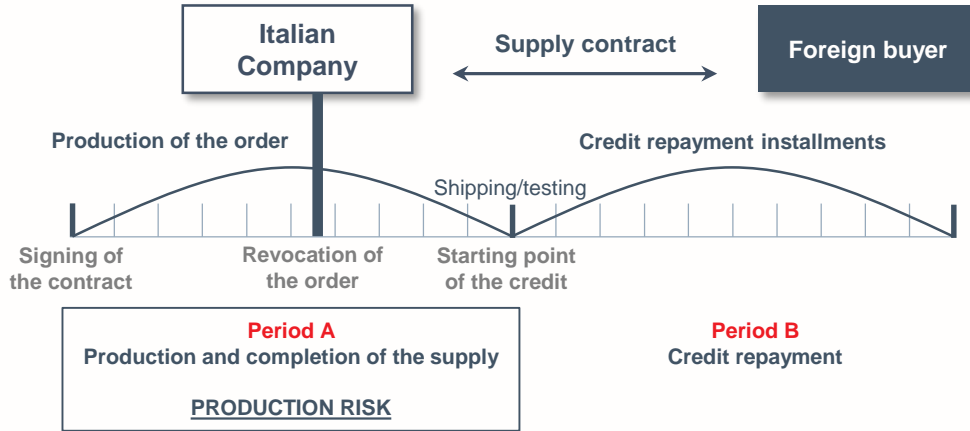
- Business matching events organized by SACE in Italy, abroad and online are aimed at facilitating the dialogue between the Buyers and the Italian SMEs, with the purpose of increasing the trade from Italy

# Case study: political & commercial risks



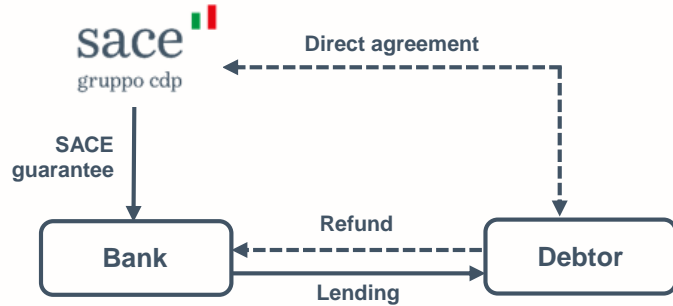
Supplier: Italian Company active in the Energy/Oil&Gas sector  
Transaction amount: 2 € Mln ca.  
Payment structure: 15% advance payment, 85% 5-yrs semi-annual deferred payment  
Policy: **Credit Insurance (political and commercial risks)**

# Case study: production risk



Supplier: Italian Company active in manufacturing valves for critical applications  
Transaction amount: 5 € Mln ca.  
Policy: **Credit Insurance (production risk)**

# Case study: financial guarantee



Debtor: Italian Company active in the Energy sector  
Object of financing: **Capex Plan**  
Financing amount: 1.000.000 € ca.  
Tenor: 60 months  
SACE guarantee: 50% of total amount financed

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