



Press release

SACE Meets Brazil

\$1.1 billion of new projects being facilitated towards the Green Transition by Italy's Export Credit Agency

- *Italy's Export Credit Agency, SACE, brought together a hundred leaders from the Brazilian and Italian business and finance community in Sao Paulo to explore trade and industrial synergies, with the aim of facilitating the transition towards green energy.*
- *With an overall transaction portfolio of \$173 billion and presence in Brazil through its office in Sao Paulo since 2009, SACE provides financial support and business-matching opportunities to make Italian technologies and products accessible on competitive financial terms, thus promoting industrial and infrastructural development plans worldwide.*

Sao Paulo, December 7th 2023 – SACE, the Export Credit Agency of Italy, is currently evaluating \$1.1 billion of new projects to facilitate the green transition in Brazil. These projects are expected to promote and grow trade and industrial synergies between Italy and Brazil in a diversified range of sectors from renewable energy including critical raw material and green hydrogen to metal & mining and manufacturing.

In this scenario, SACE brought together a hundred leaders from the Brazilian and Italian business and finance community in Sao Paulo for its event, "SACE meets Brazil - A Push towards a Sustainable Future", to explore new potential business opportunities between Italy and Brazil.

With an overall transaction portfolio of \$173 billion and presence in Brazil through its office in Sao Paulo since 2009, SACE serves as a trade catalyst, providing international corporations and governments with a comprehensive range of insurance and financial solutions to strengthen the commercial relationship with Italian counterparts and to facilitate the acquisition of Italian technologies and products necessary for their investments and growth plans. Raizen, Nexa, Vale, JBS are just some of the main Brazilian groups with which SACE has worked with so far, representing a diversified range of sectors from energy to metal & mining from agrifood to chemicals.

The exclusive event featured presentations by notable speakers including Alessandra Ricci, Chief Executive Officer of SACE; Domenico Fornara, Consul General of Italy in Sao Paulo; Michal Ron, Chief International Business Officer of SACE and Carlos Moura, Chief Financial Officer of Raizen. The event was moderated by Pauline Sebok, Head of Americas of SACE.

"I am glad to be here today together with the key industrial and financial players in Brazil, one of the most promising markets for Italy and one of the most dynamic for the ESG transition towards a more

*sustainable and inclusive growth model – declared **Alessandra Ricci** -. With our team in Sao Paulo we are studying over 1 billion euro of new challenging projects and we are ready to make a difference to make them happen and facilitate the contribution of Italian companies”.*

*“I am glad to take part in this SACE event, dedicated to sectors crucial for the sustainable growth of Italy and Brazil – added **Domenico Fornara** -. Much has been done for our two economies, but there are still important opportunities to be seized for the ‘Made in Italy’. The Italian System is therefore present with a strong and cohesive team, including the Embassy, six General Consulates, ICE, SACE, ENIT, the Bank of Italy and the Chambers of Commerce, serving over one thousand Italian companies and their partners. We also count on a great collaboration with the Brazilian authorities, which is bound to grow further in 2024 on the occasion of the simultaneous Italian presidencies of the G7 and Brazilian presidencies of the G20”.*

*“We are looking with keen interest at the major growth and sustainable transition plans undertaken by Brazil – explained **Michal Ron** -. Italy is among the main European producers of renewable energy technologies and environmental goods, and SACE is ready to make them available at competitive terms through our insurance and other solutions. Through our innovative Push Strategy program, we have already guaranteed over \$7 billion in support of industrial and infrastructure development plans globally involving Italian suppliers.”*

Under the Push Strategy program, SACE offers international corporations access to medium -long term financing, backed by SACE guarantees, to support their investment and growth plans. An integral and fundamental part of the agreement with the foreign buyer is the commitment to assess Made in Italy supplies for the execution of their investment plans. This commitment is facilitated through a series of business matching meetings organized by SACE in partnership with business associations and similar organisations present in the Country. These meetings bring together Italian companies, especially SMEs, interested in becoming accredited suppliers, and the procurement teams of foreign corporations.

This collaboration offers not only a substantial financial advantage but also the opportunity to expand the firms' network with high-quality suppliers, including Italian companies known for their quality and potentially competitive offers. In the six years since the program’s inception, numerous operations valued at \$7 billion, have been concluded so far. SACE aims to further expand the Push Strategy program, particularly in high-potential markets like Brazil.

SACE is Italy’s Export Credit Agency and insurance & finance group controlled directly by the Ministry of the Economy and Finance, specialized in supporting businesses and the national economic system through a wide range of tools and solutions to support competitiveness in Italy and worldwide. For over 45 years, the SACE Group has been the reference partner for Italian companies that export and grow on foreign markets. It also supports the banking system, through its financial guarantees, to facilitate companies' access to credit, support liquidity and investments for competitiveness and sustainability as part of the Italian Green New Deal, starting from the domestic market. The Group is present worldwide with 13 offices in target countries for Made in Italy which have the role of building relationships with primary local counterparts and, through dedicated financial instruments, facilitating business with Italian companies. With a portfolio of insured operations and guaranteed investments of Euro 164 billion, SACE, together with all its subsidiaries - SACE FCT, which operates in the factoring sector, SACE BT, specialized in credit, surety bonds and insuring against damage to property, and SACE SRV, specialized in data collection and information asset management - serves over 40 thousand companies, especially SMEs, supporting their growth in Italy and in around 200 foreign markets