

WE HELP ITALIAN COMPANIES  
GROW TROUGHOUT  
THE WORLD AND IN ITALY

# We have supported companies' competitiveness since 1977

SACE is the Italian Export Credit Agency, subsidiary of The Ministry of Economic and Finance, specializing in supporting businesses and the national economy through a wide range of tools and solutions to foster competitiveness in Italy and worldwide. For over forty years, SACE has been the reference partner for Italian companies that export and grow on foreign markets. It also assists the banking system in facilitating companies' access to credit with its financial guarantees, with a role enhanced by the extraordinary measures provided for by the Liquidity Decree. Recent government measures have broadened the scope of SACE's mandate beyond its traditional support for exporting and internationalization by adding important elements such as support for investments on the domestic market and guarantees for green projects in the Italian Green New Deal framework. This new mandate consolidates SACE's role as an institution committed to promoting the Italian economy. With a portfolio of insured operations and guaranteed investments of €166 billion, SACE serves over 26 thousand companies, especially SMEs, supporting their growth in Italy and in around 200 foreign markets.

Experience over  
**45 years**

assisting Italy's growth

Network supporting  
over

**37,000**

companies  
in 200 countries

Commitment

**€164** bln

SACE's portfolio

# A unique operating model aimed at the Italian economic development

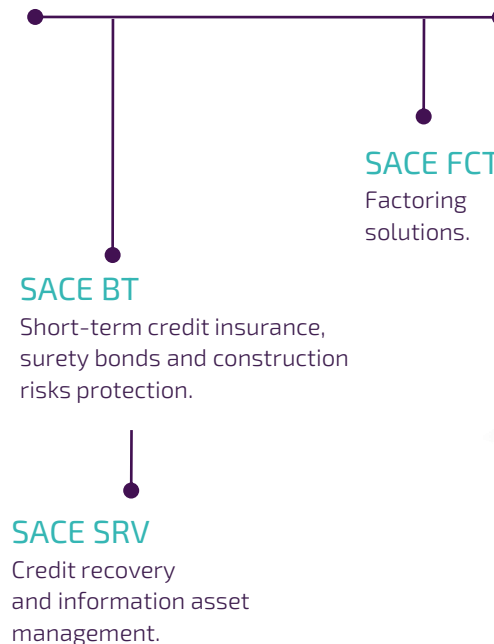
SACE group is made up of:

- SACE
- SACE Fct
- SACE BT
- SACE SRV

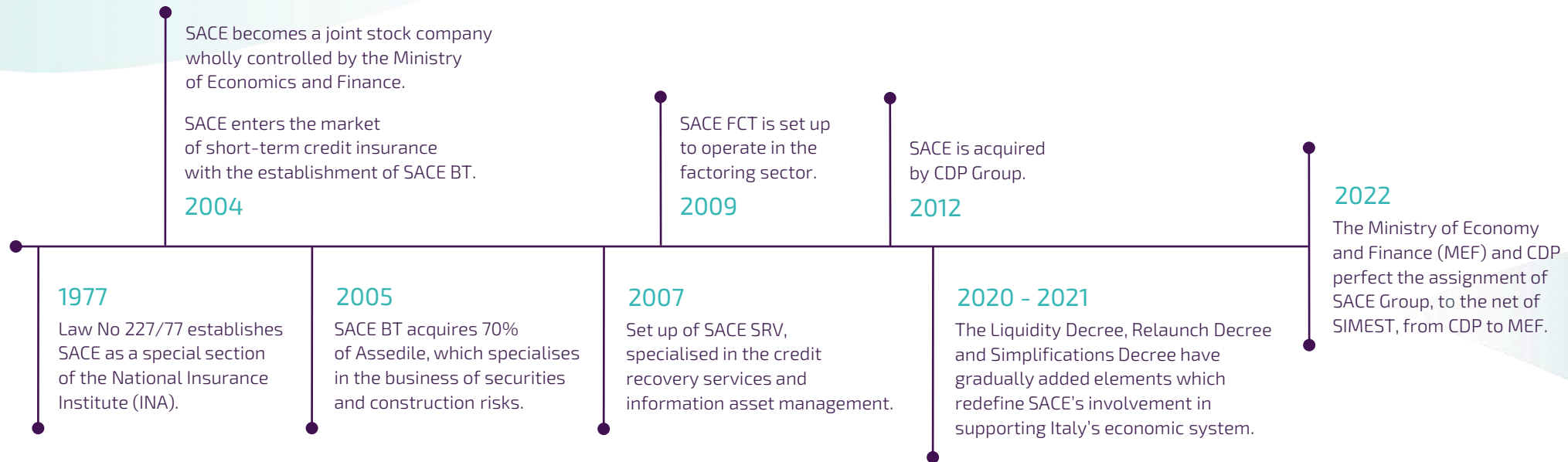
SACE wholly owns **SACE Fct**, a joint-stock company operating in the factoring sector, and **SACE BT**, a joint-stock company specializing in issuing credit, surety bonds, and insuring against damage to property. In turn, SACE BT wholly owns **SACE SRV**, a limited liability company specializing in debt collection and information asset management.

## SACE

Export credit, investment protection, financial guarantees and surety bonds



# We work in synergy to support the growth of Italian companies



# 54

€ bln

SACE deployed resources  
for the development of Italian  
companies

## 2022 SACE financial data

Technical reserves  
**5,800€** mln

Gross premiums  
**373€** mln

Equity  
**4,900€** mln

Net profit  
**84 €** mln

Claims settled  
**75 €** mln

# We offer companies tailor-made insurance and financial Solutions

We offer a **wide range of products and services** dedicated to banks and small, medium and large enterprises. We satisfy all business needs.

## We insure and monetize receivables

We provide companies with solutions to insure their sales in Italy and a broad range of factoring and credit recovery services to transform company receivables into liquidity.

## We drive exports

We support the purchase of Italian goods and services by guaranteeing or insuring medium/long-term loans to international buyers. Loans may be made in euros, U.S. dollars or select foreign currencies.

## We finance international growth

We improve access to credit for companies by insuring loans for international development; we facilitate entry into the capital markets and insure foreign investment against political risk.

## We offer guarantees for tenders and contracts

We offer companies the guarantees required to participate in tenders and win contracts around the globe, improve payment conditions, and insure projects against construction risk.

## We offer consulting and personalized services

Our team of economists analyzes global economic trends, with a focus on changes in country risk, conditions in industrial sectors, and Italian export trends. We monitor 200 countries worldwide.

# Solutions for foreign companies

Financing solutions to purchase **Italian goods & services.**

## Contract-tied financing: Italian suppliers identified

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Companies can get access to international financing in hard currencies at competitive rates to purchase capital and quasi-capital goods and services from Italy.

## Untied financing: Italian suppliers yet to be identified

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Through our Push Strategy, companies can obtain untied medium/long-term loans with competitive terms to increase the procurement of goods and services from Italy.

## Credit recovery services

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We manage for you all the out-of-court and judicial activities and bankruptcy proceedings for the recovery of unpaid receivables.

# Solutions for Italian foreign subsidiaries

**Participate in public tenders and carry out construction works.**

**Contractual guarantees & construction works insurance**

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Companies participate in foreign tenders and obtain supply contracts, providing required guarantees.

**Recover unpaid receivables**

**Credit recovery services**

We manage all the out-of-court and judicial activities and bankruptcy proceedings for the recovery of unpaid receivables.

**Expand into target markets**

**Investment plan and working capital financing**

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Companies can access medium/long-term financing more easily and can finance foreign direct investments, R&D, Capex.

**Investment protection**

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With us you can safely invest abroad, getting insurance against the risk of loss of your capital, interests and profits due to political events.



# Solutions for financial institutions and ECAs

We offer clients long-term financing for Italian procurement

## Untied financing for Italian procurement

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Through our Push Strategy, you can offer your customers untied medium/long-term loans with competitive terms to increase their procurement of goods and services from Italy.

## Hard currency finance clients' payments to Italian suppliers

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With us you can get access to international funding in hard currencies at competitive conditions and offer your customers financing at advantageous rates.

## Contract-tied financing for Italian procurement

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With our Buyer's Credit facility, you can safely finance your customers who purchase capital and quasi-capital goods and services from Italy.

## Credit recovery services

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We manage for you all the out-of-court and judicial activities and bankruptcy proceedings for the recovery of unpaid receivables.

# Solutions for financial institutions and ECAs

Training & Advisory services

## Establish an Export Credit Agency / Exim bank

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We support local authorities and institutional bodies in establishing new ECAs/EXIM Banks, and we contribute to their full functioning.

## Risk and Back Office management, Governance and Processes

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We provide a comprehensive analysis of the main processes underlying ECAs' operations and structure training on several topics.

## Training & Advisory on traditional Export Credit and market- oriented facilities

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We share our expertise providing a clear understanding of traditional ECA products offered at market conditions

# Our offices in Italy

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