

Supporting Italian SMEs

Mario Bruni, Head of MID Corporate



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

23.000 Italian Companies in

198 countries

Focus on SMEs

+ **21%** of Export Credit operations compared to 1H 2019

+ **8%** of financial guarantees in support of SMEs

81% SMEs clients



1H2020 Financials (€ Mln)

Deployed Resources 10.889
(Polo)

Claims settled 71

Gross profit 86,2
(SACE S.p.A.)

Net profit 64,5
(SACE S.p.A.)

Equity 5.483

Technical reserves 4.589

Rating (Fitch) BBB-

SACE is a joint stock company wholly controlled by CDP Group (Cassa Depositi e Prestiti) and subject to direction and coordination of the Italian Ministry of Finance.

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

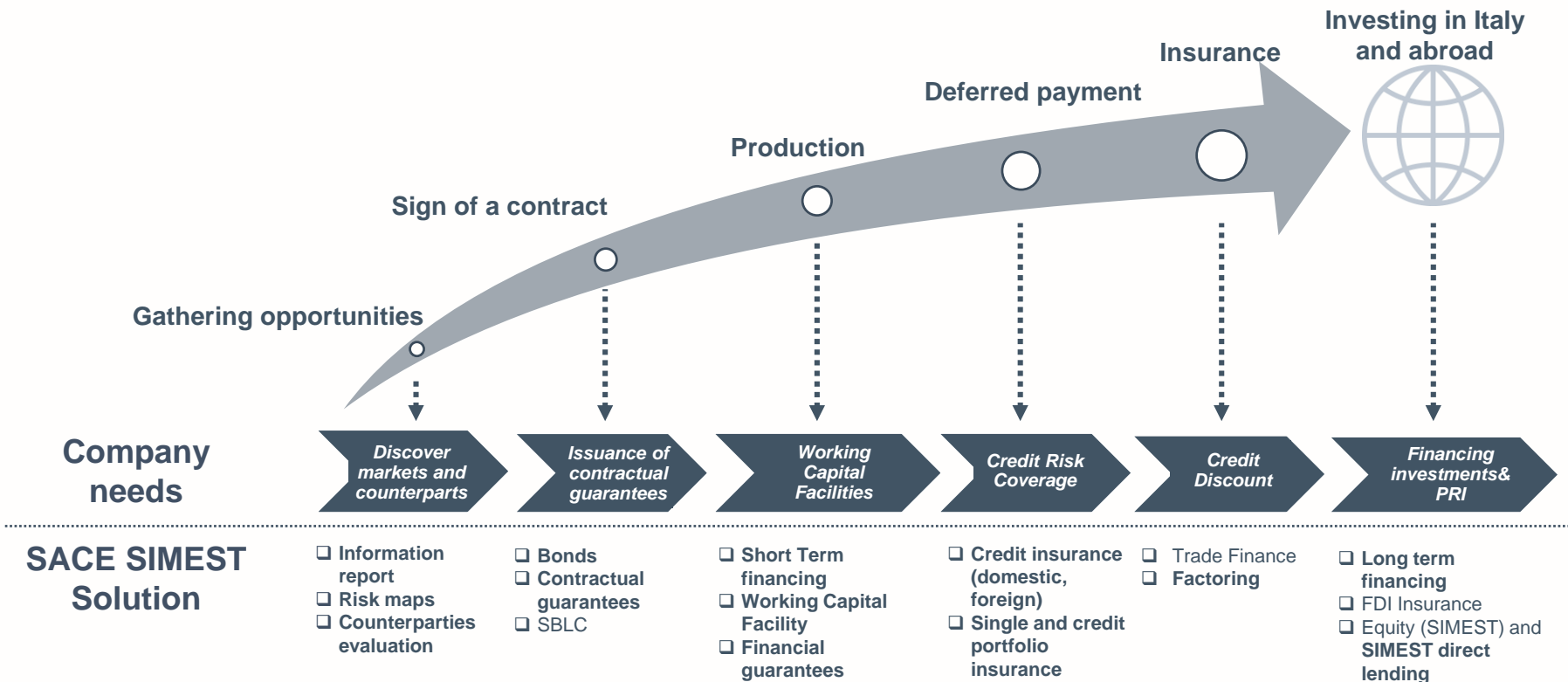
DOMESTIC NETWORK



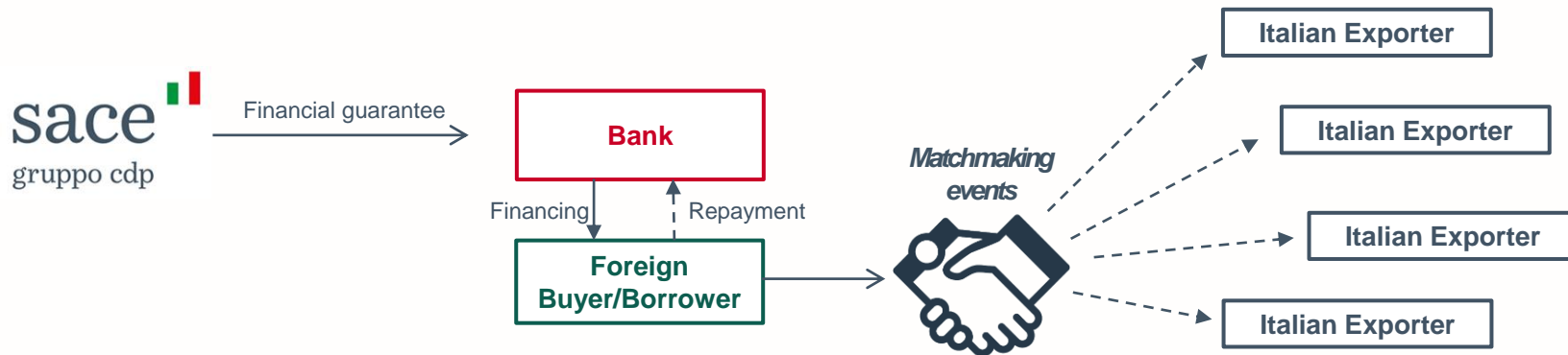
INTERNATIONAL NETWORK



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

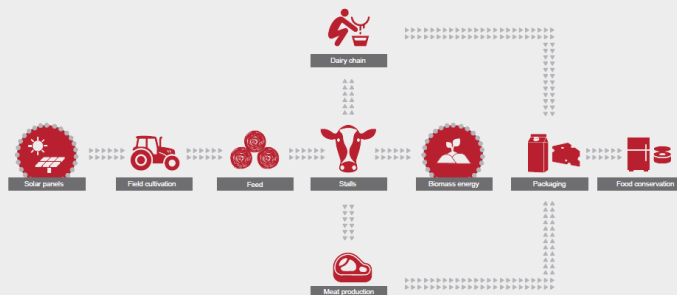
MATCHMAKING EVENTS

- 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

Our support to the dairy supply chain

Risks (increased due to the Covid-19 pandemic)

- Increase of the execution costs/duration
- Goods cannot be collected in Italy (*ex-works delivery*)
- Termination by force majeure
- Goods cannot be delivered due to restrictions in the destination country
- Plants/machinery cannot be assembled due to restrictions in the destination country
- Cash flow management issues
- Limited credit lines



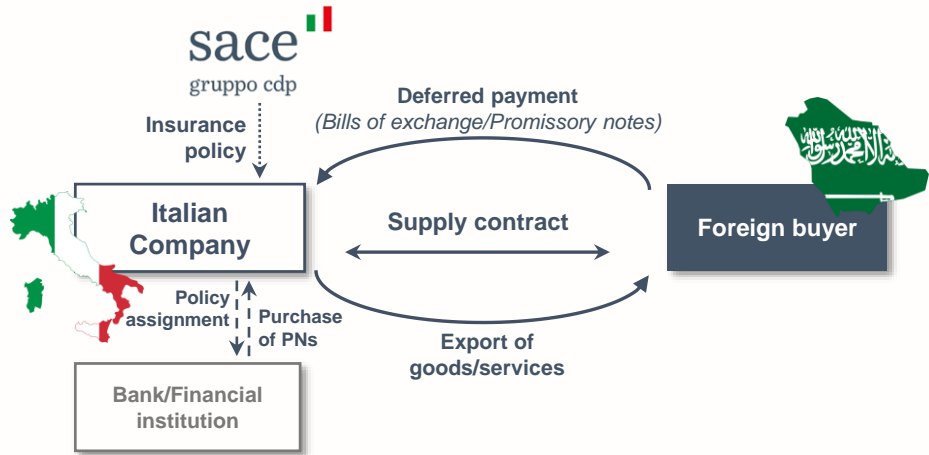
sace 
gruppo cdp

Credit
Insurance
Policy

Trade Finance e Credit
Recovery

Financial guarantees
and Soft Loans

A case study in the packaging sector



Supplier: Italian Company active in the packaging sector

Contract: supply of **2 complete bottling lines**

Buyer: Saudi Company active in the beverage sector

Transaction amount: 5 € Mln ca.

Payment structure: 15% downpayment, 30% upon notice of goods ready, 55% by Promissory Notes

Policy: **Credit Insurance** (political and commercial risks)

Additional feature: Monetization of PNs through the assignment 'without recourse' of the insurance policy to a bank or financial institution

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