

#RipartireSicuri

A decorative graphic consisting of a red dashed line that starts horizontally and then curves upwards and to the right, ending in a green arrowhead. There are five white circles along the horizontal part of the dashed line and one white circle at the end of the dashed line where it meets the arrowhead.

sace simest^{''}
gruppo cdp

Il supporto di SACE in Russia

Focus PMI

#RipartireSicuri 

SACE activities in Russia

General overview

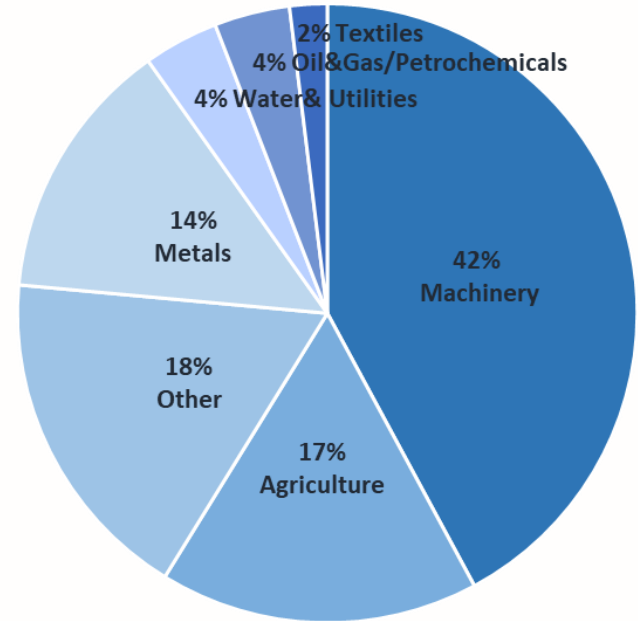
- Russia is one of the most important and active markets for SACE. As of June, 30th 2020 the total exposure of SACE in Russia was ca. **€ 4.3 Bn** being the 7th country in terms of SACE outstanding commitments worldwide.
- In 2018-2019 SACE closed **108 new transactions** in Russia for an overall amount of ca. **€ 2.1 Bn**. Practically all of these deals were closed through Supplier's credit scheme with involvement of Italian SMEs. This number also includes a PRI for the amount of ca. € 300 Mn, as well as a Buyer's credit for the amount of ca. € 1.3 Bn for the implementation of a large project in Oil&Gas sector.
- 2020 was characterized by a strong impact of Covid-19 on the business environment in Russia - as a result during 1H2020 SACE closed **18 new transactions** in the country for an overall amount of ca. **€ 237 Mn**. Like in the previous years, the majority of transactions closed were structured through Supplier's Credit scheme with Italian SMEs acting as Exporters. At the same time, this number also includes Trade Finance transactions in Oil&Gas and Petrochemicals for an overall value of ca. € 230 Mn related to the implementation of a significant project in Oil&Gas sector.

Russian market – potential opportunities for cooperation with Italian SMEs

Potential sectors vs. SACE financial products

- Effectively, the highest number of transactions supported by SACE in Russia over the past years refers to the deals covered under Supplier's credit scheme in Machinery&Equipment, Agriculture, Metals&Mining, Oil&Gas, Petrochemicals and other sectors with the average amount of cover per transaction normally staying within the range of ca. € 0.5 – 1.5 Mn.
- The highest amount in terms of commitment is traditionally related to the Buyer's credit transactions structured as Corporate risk or Project Finance. Even in such projects, which are typically quite large, Italian SMEs often act as sub-suppliers of equipment to the EPC-contractor.

Supplier's credit in Russia
YY2018 - 1H2020



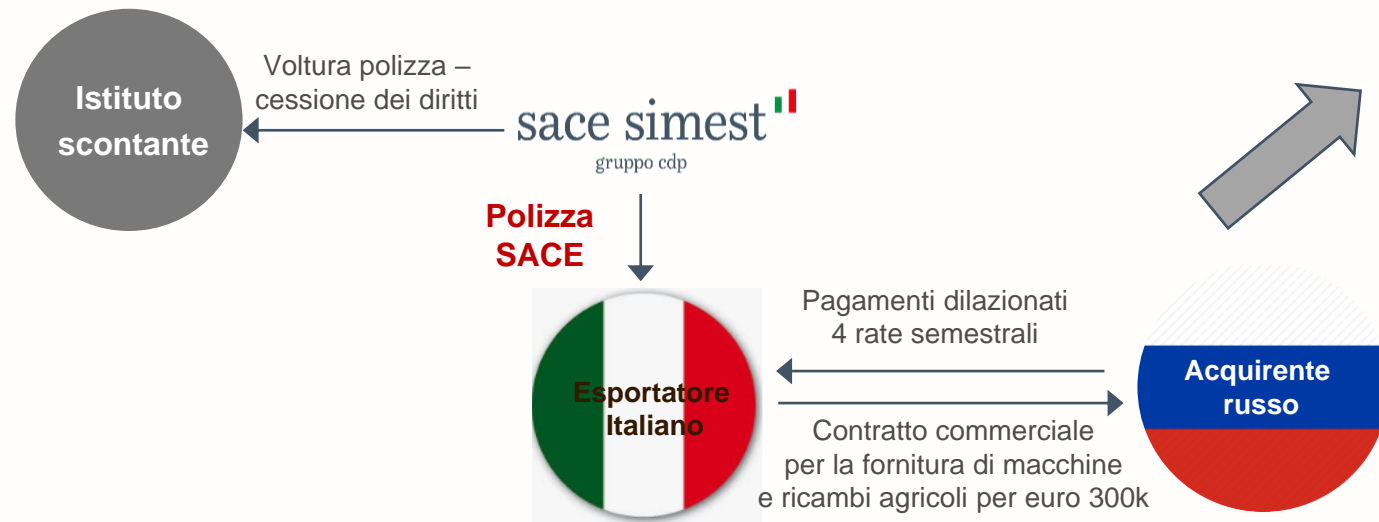
CREDITO FORNITORE

Polizza Credito Fornitore con voltura

- **A chi si rivolge:** ad aziende italiane che concedono dilazioni di pagamento ai propri acquirenti in Russia
- **Rischi coperti:** *rischio di produzione* (mancato recupero costi per revoca commessa) e *rischio di credito* legato ad eventi di natura politica e commerciale
- **Durata:** fino a 5 anni
- **Vantaggi** per l'impresa italiana e per l'impresa russa

EXPORT UP

Registrati e accedi
all'area riservata
SACE SIMEST



CREDITO ACQUIRENTE

- **A chi si rivolge:** a banche italiane/internazionali che finanziano controparti russe per il pagamento di esportazioni, prestazioni e servizi effettuati da imprese italiane
- **Rischi coperti:** *rischio di credito* legato ad eventi di natura politica e commerciale
- **Durata:** fino a 7 anni (o oltre per certi settori)
- **Vantaggi** per l'impresa italiana e per l'impresa russa



MATCH MAKING EVENT

SACE SIMEST ha organizzato nel 2019 l'evento di **business matching con Novatek**, il più grande produttore indipendente di gas naturale in Russia.

- opportunità d'incontro tra il *procurement* della società russa e aziende esportatrici italiane;
- oltre 100 PMI/MID presenti all'evento.

52 B2B
Meetings



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