

SACE **SUPPORTING ITALIAN** **COMPANIES' GROWTH IN** **ITALY AND WORLDWIDE**

Supporting Italian companies since 1977

SACE is the Italian Export Credit Agency, subsidiary of The Ministry of Economic and Finance, **supporting Italian enterprises** and the national economy through a wide range of **insurance tools and financial solutions**. With the aim of fostering competitiveness in Italy and worldwide, SACE is the Institutional partner for Italian companies, facilitating their access to credit providing financial guarantees in collaboration with the banking system.

Upon the pandemic breakout, recent government measures have broadened the scope of SACE's mandate. We are still committed to export and internationalization, but we can also guarantee investments on the domestic market to deploy green projects, being the major enabler of the Italian Green New Deal framework. This new mandate consolidates SACE's commitment to the promotion of Italian economy's growth and sustainable transition.

46 years

assisting Italian companies

37,000

Italian companies supported in 200 countries

€54 bln

Resources deployed for the development of Italian companies

A unique operating model

SACE

Export credit, investment protection, financial guarantees and surety bonds



SACE BT

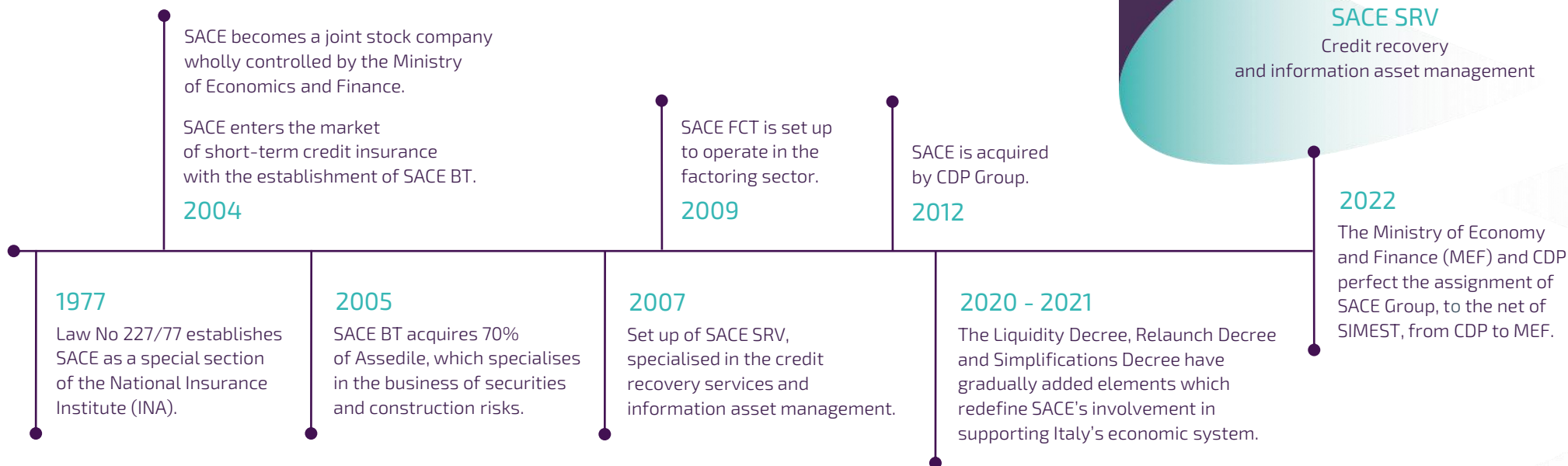
Short-term credit insurance, surety bonds and construction risks protection.

SACE FCT

Factoring solutions

SACE SRV

Credit recovery and information asset management



We provide tailor-made insurance and financial solutions

A **wide range of products and services** dedicated to banks and small, medium and large enterprises.

We insure and monetize receivables

We provide companies with credit insurance and a broad range of factoring and credit recovery services to transform company receivables into liquidity

We create business opportunities

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 provide guarantees to participate in tenders globally, improve payment conditions, and insure projects against construction risk.

We offer consulting and personalized services

Our team of economists provide analysis on 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 international companies

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

Contract-tied financing: Italian suppliers identified

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

Untied financing: Italian suppliers yet to be identified

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

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

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

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

Investment protection

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

Training & Advisory services

Establishing an Export Credit Agency or Exim bank

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

Risk and Back Office management, Governance and Processes

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

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

Our business plan focusing on SMEs

INSIEME 2025

With a tune of **€ 54 billion** (+46% yoy) of supported transactions in **200 countries**, SACE serves more than **37,000 companies, mainly SMEs**, to increase their competitiveness and better position in International markets, thus contributing to the economic growth of Italy.

Education

Sustainability

Green New Deal

Business matching

Resources up to 111€ Bn

Disruptive digitalization

Innovation

Focus on new markets

Our approach to support Italian SMEs expanding their business

Education

Promotion of a safe export culture among Italian companies, providing high quality education and training programs also in partnership with institutional partners

Business matching

New business opportunities for Italian companies to expand their business abroad and priority access to projects and key representatives of large foreign Buyers

Proximity

14 domestic offices located in Italy and 10 International offices in areas with greater potential, providing companies with a holistic support

Digital solutions

Open digital platform to access products, services provided by SACE and our business partners

Our offices in Italy

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Digital solutions for Italian SMEs

Open digital platform to access products, services

Risk & Export Map, Rapporto Export, Map of sanctioned countries

Digital tools and publications to find the road to a safe export strategy

Advisory service

Dedicated relationship manager



Temporary Export Manager and other services

Partnerships with hundreds of advisory firms and service providers

Free SACE Days

November 2023

Free credit, production and corporate risk evaluation

Digital products

Purchase of insurance and financial solutions

SACE Education

The Training Hub providing education programs

Business Promotion

Match-matching initiatives to create business opportunities

SACE Education

The training hub to support Italian SMEs

The training hub offering innovative, multichannel and complimentary training sessions.

SACE Education

SACE Education helps Italian SMEs, professionals and graduates building expertise of risk management, implementing strategies to enter foreign markets, improving market knowledge and analysis, promoting sustainability and digitization.

- **More than 250 hours of training sessions in live webinar**
- **12 new formats provided in the last 2 years**
- **180 webinar and more than 100 in-person events**
- **Over 400 hours and 170 on-demand training sessions available on the digital platform**



Business Promotion SACE's business matching program

Creating connections among Italian exporters and International Buyers

Business Promotion

We create unique business opportunities for Italian SMEs organizing digital and in-person business meetings in Italy and abroad, in collaboration with Italian Institutional partners. A digital repository is also available for Italian SMEs to get to know the buyers involved in the program.

Key figures 2018-2022

- > 100 business meetings
- > 4000 attending SMEs
- > 120 buyers involved
- > 1400 bilateral meetings





www.sace.it



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