



Press Release

SACE: new \$42 million Push Strategy to support exports from Italian SMEs to Vietnam

Agreement signed with TTC AgriS, a leading multinational company involved in the processing, distribution and trading of sugar

Rome, 31 October 2024 - SACE announces a new \$42 million Push Strategy initiative aimed at creating new export opportunities for Italian companies, particularly SMEs operating in the Sugarcane and Food & Beverage sectors, in Vietnam

The transaction sees SACE partnering with TTC AgriS, a leading player in Vietnam's sugar processing, distribution and trading. SACE has guaranteed a \$42 million loan granted by ING to support TTC AgriS. The five-year loan will enable the company to access long-term hard currency financing, enabling growth and investments across both domestic and international markets within the Sugarcane and Food & Beverage sectors. The financing is paired with TTC AgriS' commitment of to increase sourcing from Italy, with additional economic incentives to support their effort. The transaction aims to maximise business opportunities for Italian companies by facilitating their entry into the Vietnamese market through Business Matching activities, held in both Italy and Vietnam.

Italy and Vietnam share a common vision for sustainable agriculture, further reinforcing the value of this partnership.

SACE's Push Strategy programme provides Italian companies a gateway to international markets by offering financing to foreign counterparties that commit to increasing their purchases of goods and services from Italy. The Business Matching, a core feature of this strategy organised by SACE in collaboration with the key national institutions, facilitates the connection between Italian and foreign companies to foster new partnerships and expand export opportunities.

SACE is an Italian insurance and financial group controlled directly by the Italian Ministry of the Economy and Finance. Its mission is to support businesses and the national economy through a wide range of instruments and solutions to improve competitiveness in Italy and worldwide. For over forty-five years, the SACE Group has been the partner of reference for Italian enterprises looking to export and grow on international markets. The Group also works with the banking sector, providing financial guarantees to ensure companies have access to credit to support their liquidity and investments in business competitiveness and sustainability, as part of Italy's Green New Deal for the domestic market. SACE is present worldwide with 13 offices in target countries for Italian products, with the aim of building relationships with leading local counterparts and facilitating business with Italian companies through dedicated financial instruments. With insured transactions and guaranteed investments worth EUR 260 billion on its books, the Group serves around 50 enterprises, for the most part SMEs, supporting their growth in Italy and in 200 countries worldwide.

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