








# Working and growing with Italian businesses

sace simest   
gruppo cdp



Every good idea brings  
**great opportunities,**  
but also great risks.

We can help you turn  
**good ideas** into actual projects,  
taking risks that others  
are not willing to share:  
this is what **makes us different.**



# We are

the Italian export and internationalisation hub, literally a one-stop shop for Italian companies looking to expand into international markets.

SACE is a joint-stock company, fully owned by Cassa Depositi e Prestiti, the National Promotional Institute. We are more than just an Export Credit Agency.

Our goal is to satisfy all business needs linked to export and internationalization, which include export credit for businesses, credit insurance, foreign investment protection, financial guarantees, surety bonds, factoring and debt collection services. Such offers are enhanced with SIMEST products ranging from investments in the equity capital of companies to subsidised loans and export credit.

Our mission is to support Italian businesses – SMEs in particular- to assist them in their growth in foreign markets, by guiding them in their choice of destinations abroad and in the management of risk connected to operations in new, and often unfamiliar regions.

**With over**

**€ 114 Billion**

**of outstanding commitments,**

**we serve more than**

**21,000 business customers,**

**facilitating access to commercial & bank financing**

**in 198 countries worldwide**

# Our strengths

**01** **Tailor made solutions**  
tailored to each individual customer; adaptable to any financing requirement; fast and reliable

**03** **International network**  
with a deep understanding of local markets

**05** **Valuable relationships**  
enabling access to key institutional players, across a variety of countries

**02** **Sector expertise**  
in all businesses, including infrastructure and utilities, shipping, aircraft, automotive, oil & gas and petrochemical industries

**04** **Financial solidity**  
to cover risks of a wide range of transactions, significant both in terms of size and tenor

**06** **Team approach**  
allowing us to provide a comprehensive client service, with daily interactions between international and domestic networks

# Our commitment to customers

Closeness to our customers is very much a reality to us: it means offering quick and effective answers to meet the real needs of people doing business.

Our commitment is to provide a first rate service and market-driven, tailored solutions thanks to the understanding of the peculiarities of local markets. For this purpose, we have established a global presence, coupled with strong local expertise that maintains an active dialogue with local banks, companies and public institutions and develops a unique knowledge of the business environment.

We also carry out dedicated initiatives, such as the “Frontier Markets” programme, aimed at identifying forthcoming emerging markets and opening up new reference horizons beyond traditional destination for Italian exports and investments.

**Always driving  
towards new goals, looking  
towards new horizons  
and pushing beyond  
traditional destinations**


# Our reach

## Global network, local expertise

Firms operating today in international markets face considerable uncertainty and volatility, thus increasingly require insurance and financial solutions. This is why we offer our strategic support to businesses competing all over the world. We support clients in their growth by providing solutions such as risk management, bolstering of their financial positions, boosting of their competitiveness and access to liquidity. With 40 years of experience within Italy and a strong presence in markets with great growth potential, we offer tailored solutions to specific cases as well as standard solutions that work well in the region.

Finally, through ten representative offices worldwide we maintain strategic partnerships with top local players around the world, to develop and strengthen business relationships, support investment and encourage the trade with Italy.

**We offer our  
strategic support  
to businesses competing  
all over the world**

A decorative graphic in the bottom right corner of the page. It features a series of thin, light gray diagonal lines that create a sense of movement and depth. Overlaid on these lines are two thick, parallel diagonal bars: a green one positioned higher and a red one positioned lower. The bars and lines extend from the bottom right towards the top left, partially overlapping the text area.

# Our services suit you all

## Local firm

You can purchase high quality products from Italian suppliers and expand your business with competitive financing solutions, while preserving your bank allowances available for other business decisions.

## Branch of an Italian firm

You can access a fast-growing market and offer your customers not only a high-quality product, but also support them financially. A win-win solution for both you and your customers.

## Bank

You can help your clients expand their business by meeting their demand for funding. With our financial guarantees, you will continue supporting your clients on a medium to long term tenor without affecting their credit lines.

Whether you are a local firm willing to purchase Italian products and services, a branch office of an Italian company or a bank, we have a solution for you.

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# Push Strategy Programme

SACE SIMEST offers financing solutions to selected foreign companies with the aim of increasing and facilitating the procurement of Italian goods and services in relation to new investments and CAPEX plans. In order to connect foreign companies with potential Italian suppliers, especially SMEs, SACE SIMEST organises meetings and matchmaking events in Italy and abroad. These activities are intended to introduce importers to Italian technology and products. Thanks to this programme foreign companies can benefit from:

- medium-long term financing granted by International banks, covered by a SACE SIMEST guarantee (up to 80% of the loan amount). Push Strategy financings are offered on an untied basis, i.e. without links to specific export contracts.
- participation in meetings and business matchmaking events with selected Italian companies active in sectors relevant to their business.

## Designed for:

medium-large companies

## What does this mean:

### For the importer/buyer:

- opportunity to access different sources of financing at competitive rates and tenors
- access to high-end Italian technology, by participating in matchmaking events
- additional economic incentives, awarded on a best-effort basis, upon reaching pre-defined import targets from Italy.

### For the Italian supplier:

opportunity to establish new business relationships with selected foreign buyers in emerging countries and in high potential sectors for “Made in Italy” goods and services, by way of participation in meetings and matchmaking events in Italy and abroad.



# Buyer credit

This policy guarantees loans granted by international banks to local buyers both on a corporate and project finance basis, for transactions involving Italian exporters or investors (either firms or foreign subsidiaries).

## Designed for:

medium or large enterprises, either local or Italian

## What does this mean:

### For the importer/buyer:

- competitive financial package with attractive terms and conditions compared with other financing sources, such as longer tenor, competitive all-in financing cost and fixed rates on demand
- opportunity to diversify funding sources.

### For the insured bank:

- zero-weighting of the risk guaranteed by SACE under Basel II requirements and calculation of regulatory capital ratios, where applicable
- added value in the joint bank SACE assessment of country risk and local borrower risks.

### For the Italian exporter:

- stronger commercial offer, due to competitive terms and conditions
- partial or total elimination of the risk of non-payment.

# Confirmation of letters of credit

This policy insures the bank, releasing a documentary credit facility tied to Italian exports or related activities, against the risk of non-payment. The Confirmation of Letters of Credit Policy is available for small and medium sized deals. It is a key solution when the importer has a weak financial standing.

## Designed for:

SMEs, both local and Italian using letters of credit as financing tool

## What does it mean:

### For the importer/buyer:

- deferred payment terms
- cheaper rates in comparison with the local market

### For the insured bank:

- possibility of free-up financial resources for different uses and purposes
- zero-weighting of the risk guaranteed by SACE under Basel II requirements and calculation of regulatory capital ratios, where applicable.

### For the Italian exporter:

- stronger commercial offering, thanks to deferred payment terms
- partial or total elimination of the risk of non-payment

# Supplier credit

This policy allows local importers to get deferred payment terms for the purchase of Italian goods and services, under export contract covered by SACE.

The Supplier Credit Policy is available for small and medium sized deals. In case of contracts of up to € 5 million, SACE may accept financials reported under local accounting standards, to analyze requestor's merit of credit.

## Designed for:

companies, both local and Italian, importing/exporting goods and services

## What does this mean:

### For the importer/buyer:

- better payment terms, thanks to the certainty of being paid
- cheaper rates in comparison with the local market
- no need to use bank credit line and no pledge required.

### For the Italian exporter:

- better knowledge of its customers, enabling it to make the best commercial offer
- increasing stability in cash flows
- improved cash position: its credit can be transferred to a financial institution, using the policy endorsement option.

# 21,000 customers have already chosen

**FINCANTIERI**

**€ 648.2 mio**  
Purchase of cruise ship  
Bermuda

 **Tüpraş**

**USD 624.3 mio**  
Izmit refinery fuel oil conversion  
project involving  
Italian exporters. **Turkey**

 **Alenia Aermacchi**  
A Finmeccanica Company 

**USD 375 mio**  
ATR 72-600. **Indonesia**

  
**SAIPEM**

**USD 280 mio**  
On and off-shore pipeline.  
**Australia**

  
Together We Make Tomorrow Happen

**€ 15 mio**  
Importation of renewable energy machinery/investment  
for climate change mitigation. **India**

# Send us for their international growth

Braskem Idesa 

**USD 600 mio**

Construction of the EtilenoXXI  
petrochemical project. **Mexico**

 **TATNEFT**

**USD 144.5 mio**

Refinery in Tatarstan. **Russia**

 **PETROBRAS**

**USD 500 mio**

Financing for the supply  
of goods and services by Italian companies. **Brazil**

  
**Reliance**  
Industries Limited

**USD 500 mio**

Credit lines in favour of Reliance Industries  
Limited, through Push Strategy Program, to facilitate Italian exporters. **India**

# Contact us:



We will help you identify the most suitable insurance and financial tools to support your business

[www.sacesimest.it/en/contacts](http://www.sacesimest.it/en/contacts)



● Moscow

● Istanbul

● Cairo

● Dubai

● Mumbai

● Shanghai

● Hong Kong

● Nairobi

● Johannesburg

[info@sacesimest.it](mailto:info@sacesimest.it)

The background features a large, diagonal, light gray band with fine horizontal lines, set against a white background. Several thin, solid lines in red, green, and black are scattered across the composition, some parallel to the main diagonal and others at different angles.

**Investing in tomorrow**