

SACE support to Italian Export

'tied' & *'untied'* solutions to increase procurement from Italy

3rd June 2021

Confidential

Index

Who is SACE

3

SACE Supplier Credit

9

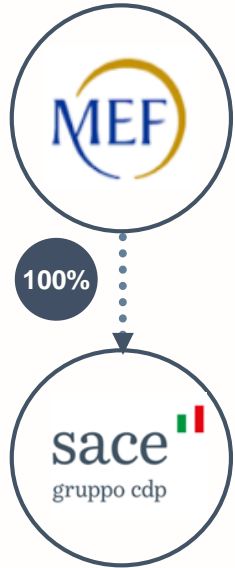
SACE Multi-tied Buyer Credit and Express Buyer Credit

11

SACE Push Strategy (untied facility)

15

SACE is the Export Credit Agency of Italy



Ministry of Economy and Finance

SACE supports the export and internationalization activities of Italian companies



SACE's role is becoming more and more important in supporting Italian companies in Italy and abroad:

- In **2017** the new *untied* loan '**Push Strategy**' is introduced
- In **2020** the new Garanzia Italia is used to limit the effects of the pandemic
- In **2021** SACE adopts a '*State Account*' approach: 90% of commitments directly booked on MEF balancesheet

SACE: The Internationalisation Partner of Italian Companies

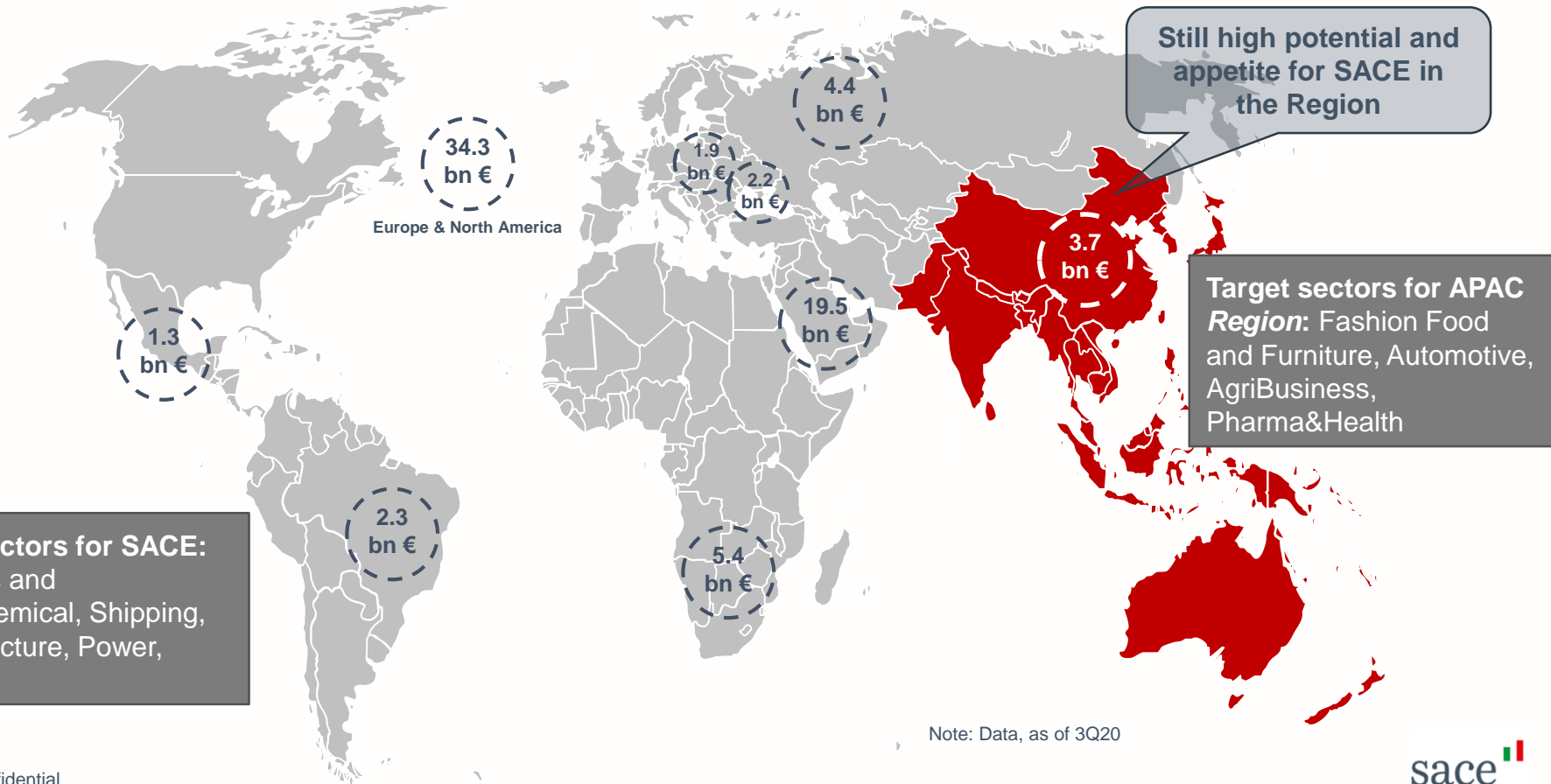
- ❑ **SACE**, the **Export Credit Agency** (ECA) of Italy and it's a pure insurance company
- ❑ SACE medium-long term **tied/multi-tied** and **untied facilities** represent an **innovative, flexible and competitive instrument of funds raising for foreign companies**
- ❑ Provides **easy access to business opportunities activating strategic partnership**
- ❑ Has a **deep knowledge of the Italian industries and economic framework**

Positioning

Assisting over
21,000 Italian SMEs
and large corporations
in **198** countries

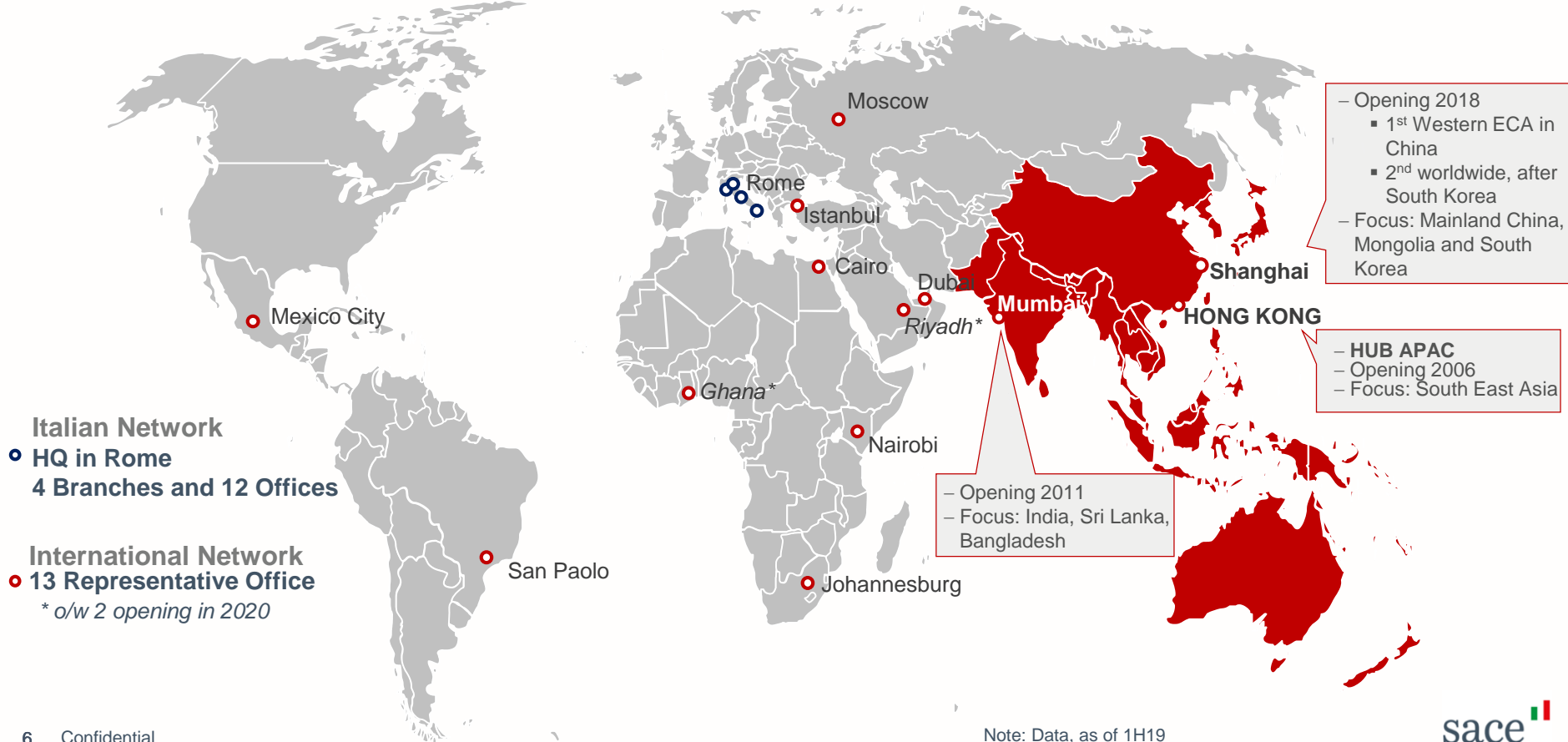


SACE's Global Portfolio: 75 bn € of Risks Insured

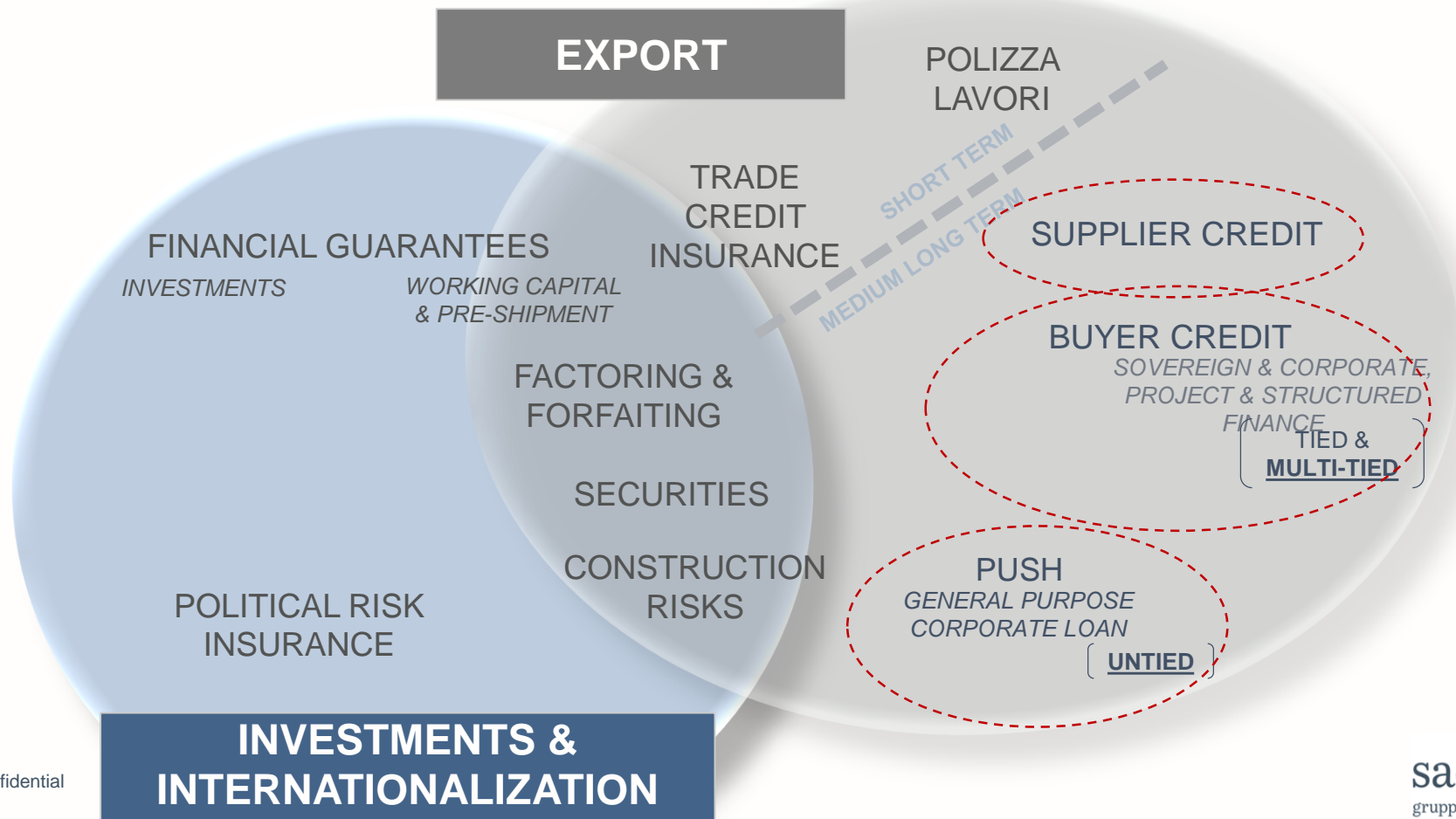


Note: Data, as of 3Q20

SACE SIMEST Global Network and Focus on APAC Region



SACE: Tailored insurance and financial solutions



Index

Who is SACE

3

SACE Supplier Credit

9

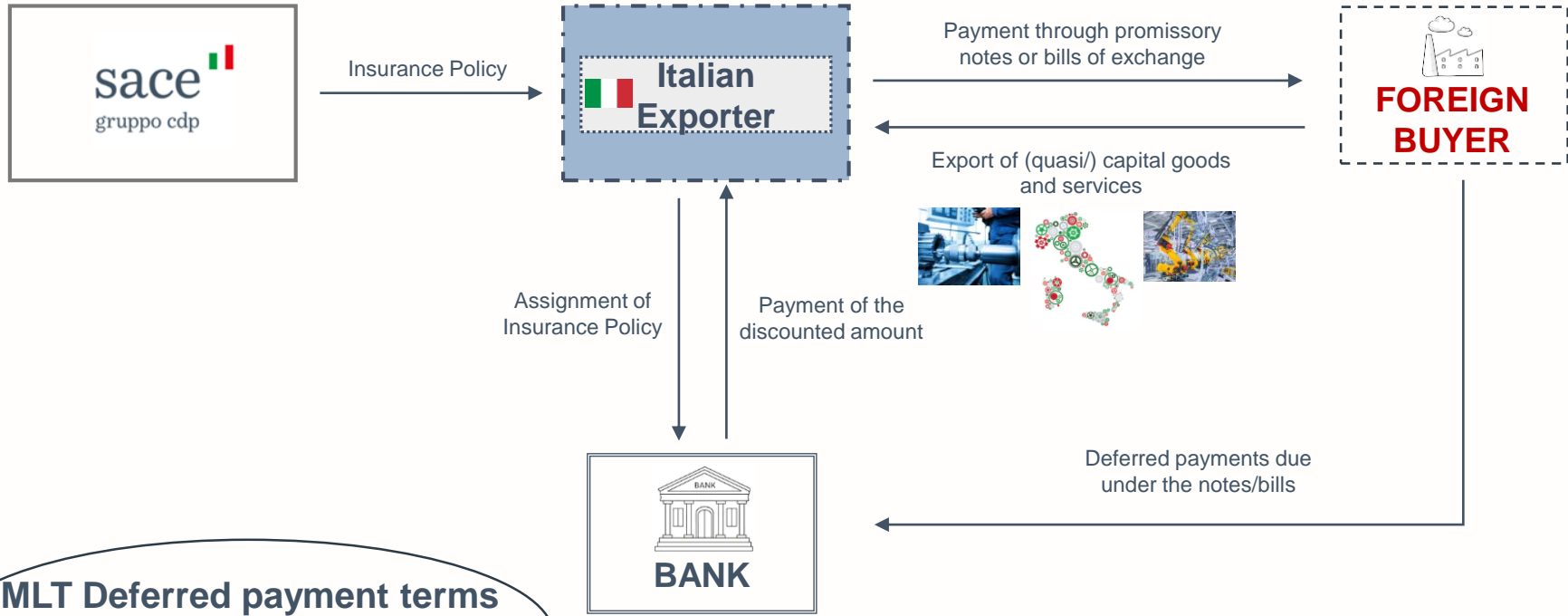
SACE Multi-tied Buyer Credit and Express Buyer Credit

11

SACE Push Strategy (untied facility)

15

Focus on Export Credit – Typical scheme for the Supplier Credit



MLT Deferred payment terms
Capital/Semi-Capital goods
Size up to: ~10 mn USD

Index

Who is SACE

3

SACE Supplier Credit

9

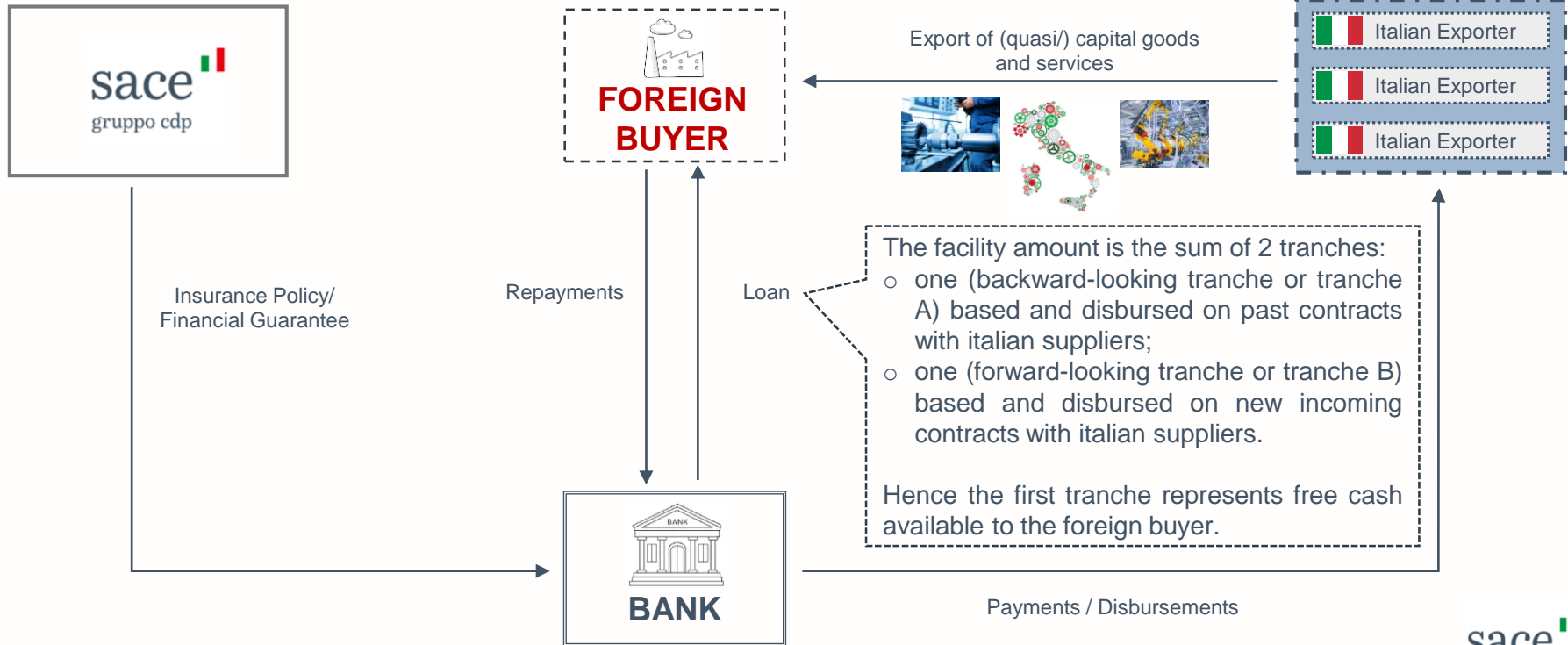
SACE Multi-tied Buyer Credit and Express Buyer Credit

11

SACE Push Strategy (untied facility)

15

Focus on MultiTied Buyer Credit - the scheme (1 of 2)



Focus on MultiTied Buyer Credit: a 2-tranche structure (2 of 2)

Tranche A

Existing Export Transaction

Re-Financing export contracts which have been already fully performed and paid

- Amount up to **MAX 70%** of the overall Financing
- **Eligible Export Contracts** not older than 24 months
- **Exporters not involved:** documentations & declaration managed by the Borrower or its Bank

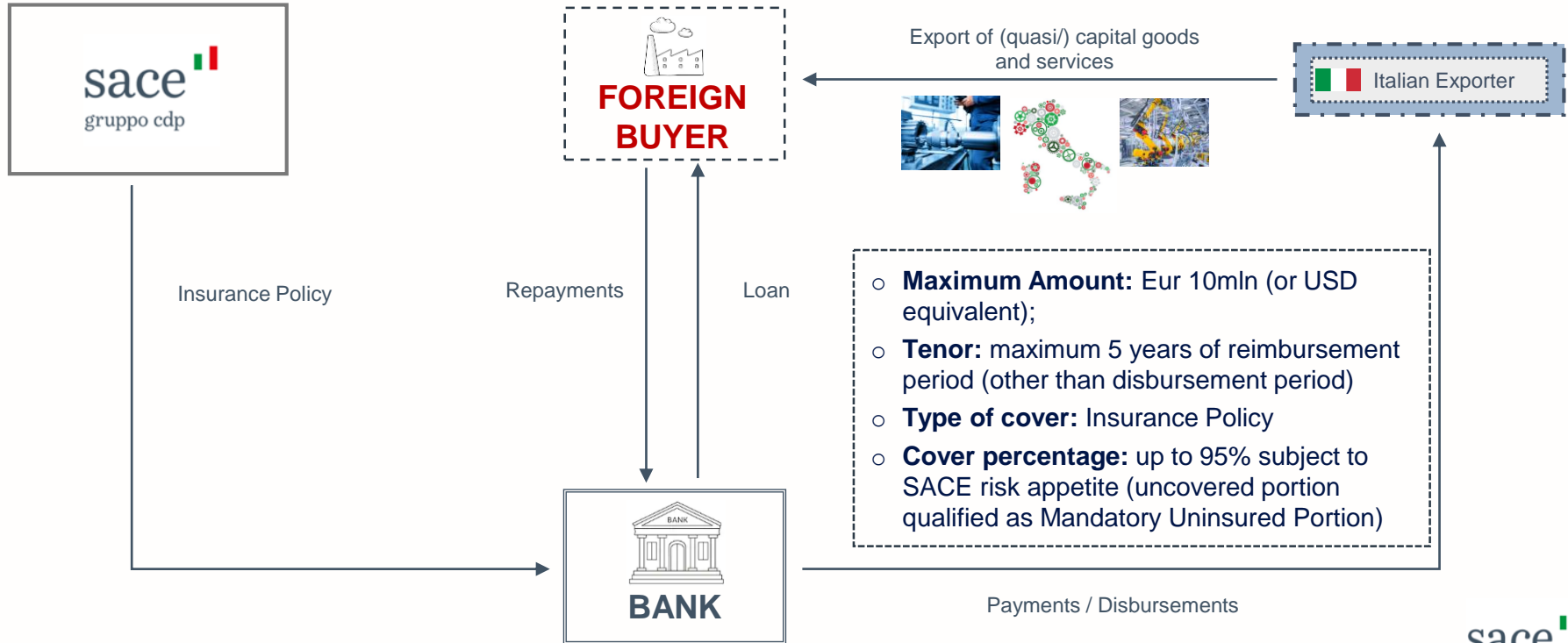
Tranche B

New Export Transaction

Financing export contracts NOT yet executed or fully performed

- **New commercial contracts to be paid by 24 months** from the signature of the Financing
- **Exporter Declaration and the Exporter Certification** are required

Focus on Express Buyer Credit - the scheme



Index

Who is SACE

3

SACE Supplier Credit

9

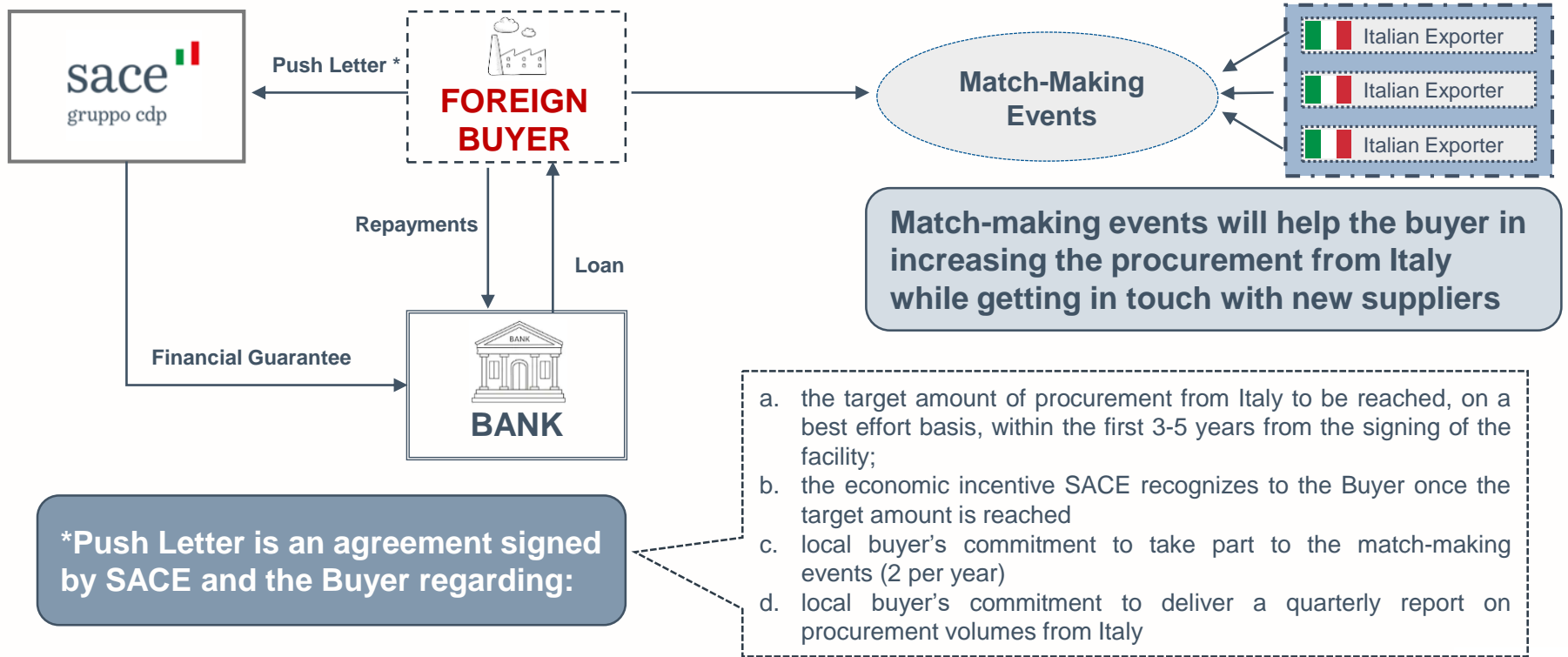
SACE Multi-tied Buyer Credit and Express Buyer Credit

11

SACE Push Strategy (untied facility)

15

Push Strategy Facility - the scheme



Push Strategy Facility – main features

Financial Loan

Untied

- ✓ The facility can be drawn at any time **with no direct link** to a commercial contract with an Italian exporter and used for any kind of need

Tailor made

- ✓ Availability period, grace period and repayment structure can **be fully adapted to the borrower's needs**
- ✓ **Maximum** tenor door-to-door 12 years

No limits

- ✓ **No limitations** on the typology of goods i.e. Capex, Opex and other potential uses

Increase of procurement from Italy

Future

- ✓ The local buyer has **a period of time** (typically between 3 and 5 years) to increase its procurement from Italian companies

Partial

- ✓ The expected increase in terms of Italian procurement corresponds to **a portion of the overall amount** of Push Facility

Best effort

- ✓ The target amount - as increase of Italian procurement - is on a **best effort basis**
- ✓ If the target amount is reached within the agreed period (3-5 yrs), the local buyer gets an **economic incentive** (e.g. a partial rebate of the SACE premium)

Push Strategy Facility: more than 2.3bn € deals finalized during 2017 and 2019

	Buyer	Country	Sector	SACE Commitment (M €)	Banks
	Kuwait National Petroleum Corporation	Kuwait 	Oil & Gas, Petrochemical	500	HSBC, BNPP, BBVA, SG, MUFG, DZB, CA, Natixis, Santander
	Istanbul Metropolitan Municipality	Turkey 	Railway Infrastructure, Waste and water treatment	100	ING, Intesa SP
	SREI Infrastructure Finance Limited	India 	Mining equipment, Infrastructure, Agricultural and medical equipment	25	ING
	NEXA Resources	Brazil 	Mining equipment	50	BBVA
	Reliance Holdings	India 	Petrochemical, Retail	340	HSBC, BNPP, MUFG, DZB, First Abu Dhabi Bank
	Braskem	Brazil 	Petrochemical	200	ABN AMRO, Santander
	Sharjah Electricity and Water Authority	UAE 	Public services	120	HSBC
	PEMEX Petróleos Mexicanos	Mexico 	Oil & Gas, Petrochemical	200	HSBC, BNPP

Thanks

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