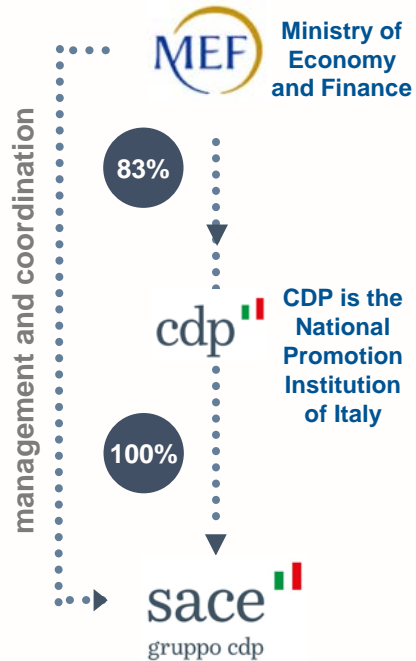


# SACE: Italy's Export Credit Agency

*MAKE in INDIA WITH ITALY – 16th February 2021*

SACE Mumbai Office – India, Myanmar, Bangladesh, Sri Lanka & South Asia

# SACE: the Internationalisation Partner of Italian Companies



SACE is the Export Credit Agency (ECA) of Italy, ultimately owned through Cassa Depositi e Prestiti (CDP) and directly managed and controlled by the Italian Ministry of Economy and Finance (MEF).

*Following the “Liquidity” Law Decree N.23 of 08/04/2020, SACE is supporting companies through a broader State Guarantee mechanism by operating in its own name but on behalf of the Government*

*Under the new co-insurance system, commencing from January 1<sup>st</sup> 2021, all new commitments will be underwritten:*

- 10% by SACE (with a counter-guarantee of the State in direct favour of policy holders), and
- 90% by SACE on behalf of the State → ad hoc fund managed by SACE

*The Italian Budget Law will define yearly the limits of commitments underwritten by SACE and MEF*

Experience  
**40+** years  
of providing  
risk  
management  
solutions

**Financial Soundness**

€5.6 BILLION  
Shareholders' equity  
and **BBB-** credit  
rating (Fitch)

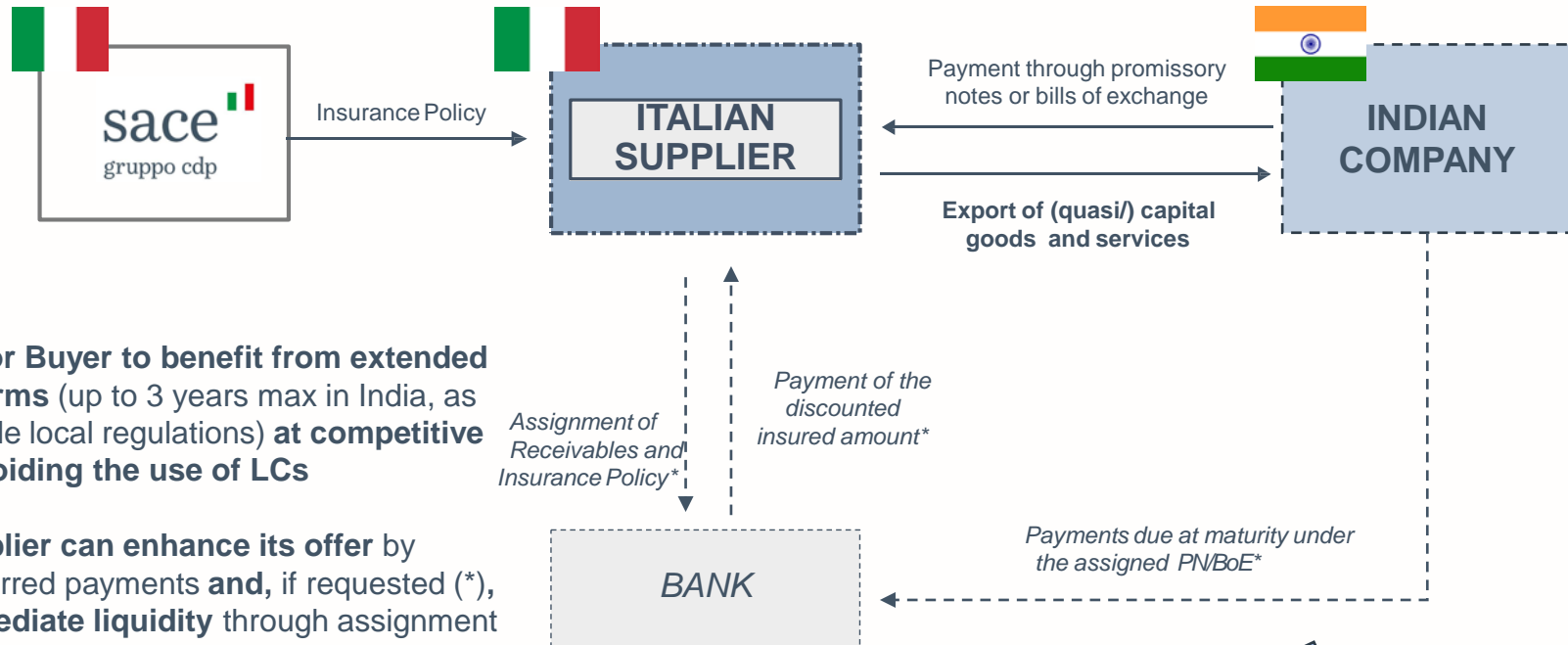
**Flexibility**

Assisting over  
**20,000** SMEs  
and large corporations  
in **198** countries

SACE global portfolio:  
**€133 Bn**

***Financial Solutions to Foreign Companies for the Procurement from Italian Suppliers: Supplier's Credit, Buyer's Credit and 'Push Strategy'***

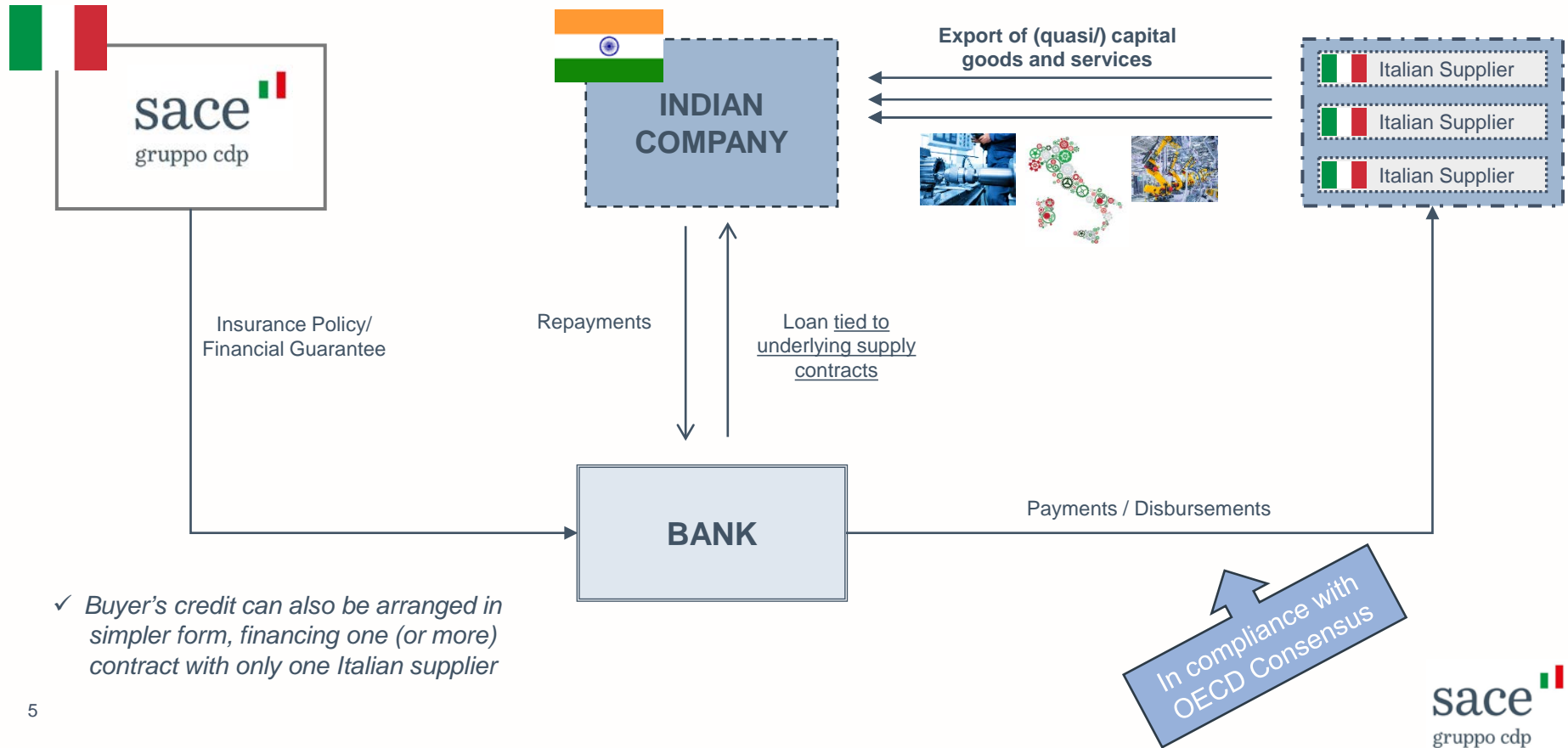
# Supplier's Credit scheme



- ✓ Possibility for Buyer to benefit from **extended payment terms** (up to 3 years max in India, as per applicable local regulations) **at competitive rates by avoiding the use of LCs**
- ✓ **Italian Supplier can enhance its offer** by offering deferred payments **and**, if requested (\*), **obtain immediate liquidity** through assignment and w/r discount of the insured trade receivables with its bank
- ✓ Eligible amount: from as low as €50,000

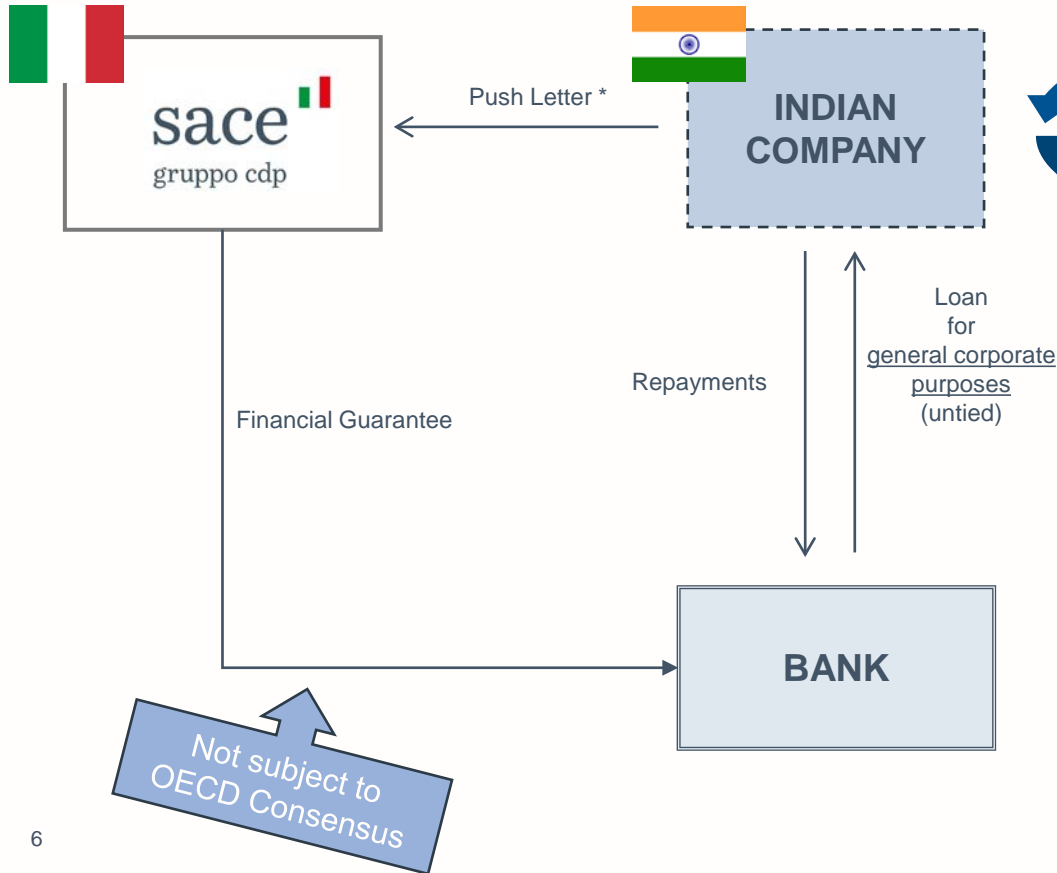
In compliance with  
OECD Consensus

# Buyer's Credit scheme (tied and multi-tied)

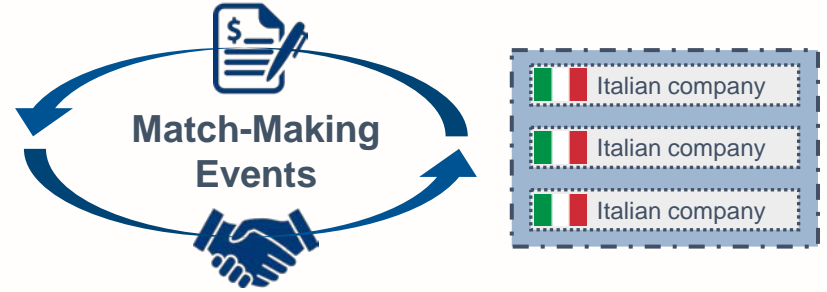


✓ Buyer's credit can also be arranged in simpler form, financing one (or more) contract with only one Italian supplier

# Push Strategy (Untied facility)



## Future contracts from Italy



\* **Push Letter** is an agreement signed by **SACE and the Company** regarding:

- the target amount of procurement from Italy to be reached, *on a best effort basis*, usually within 5 years from the signing of the facility;
- Possible economic incentive recognized by SACE to the Buyer in case the target amount is reached
- Buyer's commitment to take part to the match-making events (2 per year) with potential Italian suppliers, arranged with support of SACE
- Buyer's commitment to deliver a quarterly report on procurement volumes from Italy

	Supplier's Credit	Buyer's Credit	Push Strategy
<b>Main advantages</b>	Obtain <b>deferred payment terms at competitive rates</b> , while preserving available bank credit lines	Access <b>medium-long term int'l banks financing at competitive rates</b> for large supply contracts, turn-key/epc projects (energy, infrastructure, etc.)	Access <b>medium-long term int'l banks financing</b> at competitive rates to <b>increase future procurement from Italy</b> . Through dedicated B2Bs, <b>meet top tier potential Italian suppliers</b> for your business
	Traditional export credit in compliance with OECD regulations: <b>contract-tied financing for capital and semi-capital goods</b>		<b>Untied financing also for non-capital and retail goods:</b> <u>Italian exporters and contracts not necessarily already identified</u>
<b>Insured risks</b> (for exporter / financing bank)	Non-payment risk, due to commercial or political events (+ production risks)		Non-payment risk, due to commercial or political events
<b>Eligible amounts</b> (on average)	Up to EUR 10 mln*	From EUR 10-15 mln*	From EUR 20-25 mln*
<b>Level of cover</b>	Up to 95/100% of max 85% of export contract value (for > 24 months credit terms)	Up to 95/100% of financed amount being max 85% of export contract value (plus local costs)	Up to 80% of financed amount
<b>Tenor</b>	Up to 3 years	On average from 5 up to 10 years	Max 10 years "door-to-door"

# Deals Executed in India & South Asia - Highlights



A WINNING RELATIONSHIP  
**EUR 125 Mn**  
Guarantee  
Untied / Push Strategy  
2019 India



**USD 97 Mn**  
Guarantee  
Multi Tied Buyer's Credit  
2019 India



Reliance  
Industries Limited  
Growth Is Life  
**USD 500 Mn**  
Guarantee  
Untied / Push Strategy  
2018 India



**EUR 53 Mn**  
Guarantee  
Untied / Push Strategy  
2016 - 2018 India



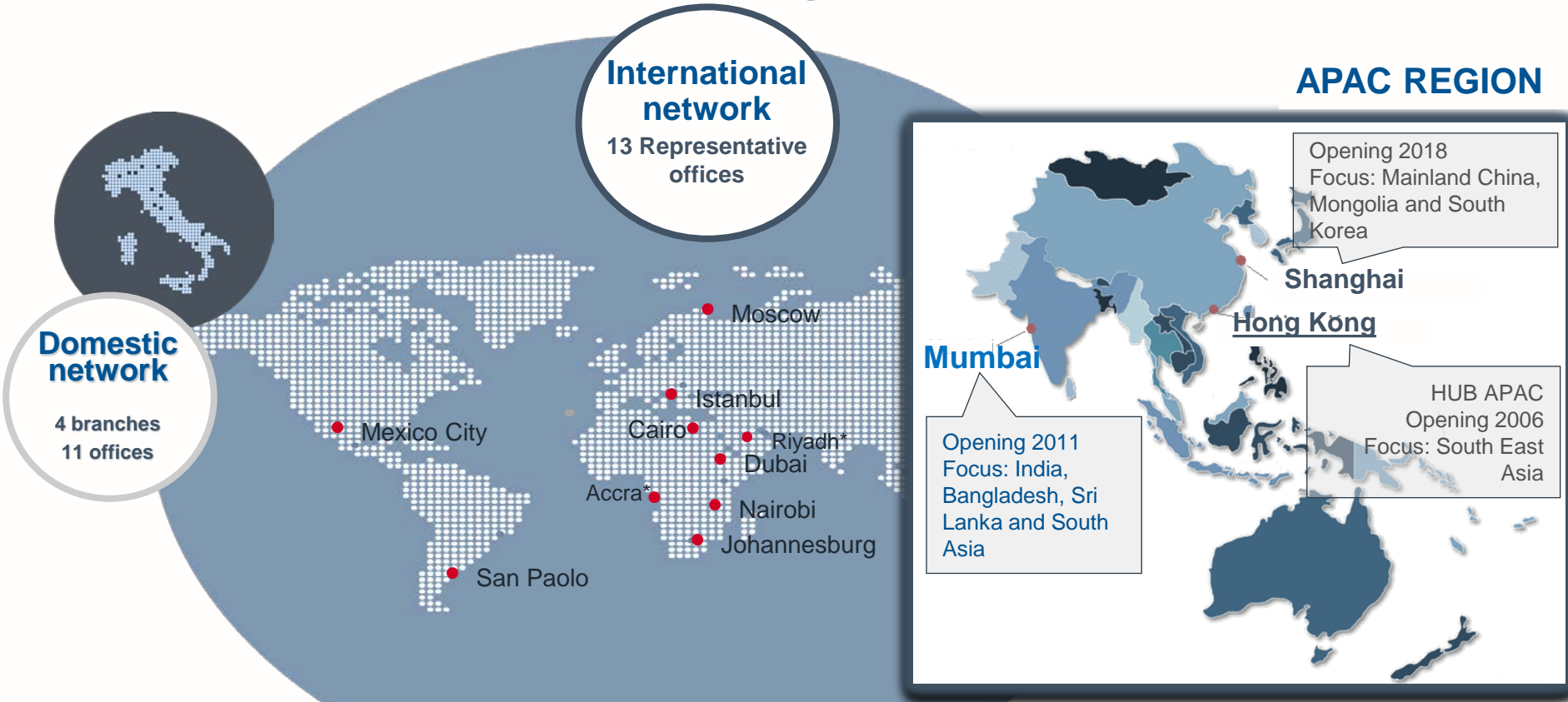
**EUR 4 Mn**  
Insurance Policy  
Supplier's Credit  
2018 Bangladesh



**USD 250 Mn**  
Guarantee  
Aircraft Financing  
2018 Bangladesh



# SACE Global Network and the APAC Region



\*Opening in 2021

# HOW TO ENGAGE?

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**THANK  
YOU!**

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