SACE – Not just an Export Credit Agency

Our support to Italian Exporters and Foreign Buyers of “Made by Italy”
SACE, the Italian Export Credit Agency, is a joint stock company whose ultimate shareholders are the Italian Government and Cassa depositi e prestiti (Cdp).

SACE, along with Simest, offers (inter alia) the following financial services:
- Export credit
- Project & structured finance
- Credit insurance
- Financial guarantees
- Investment protection
- Factoring
- Soft loans
- Equity participation

Rating (Fitch): BBB+
The International Network

Through ten representative offices worldwide, SACE maintains strategic partnerships with top local players around the world, to develop and strengthen business relationships, support investment and encourage the trade with Italy.

10 International Offices

Opening soon:
New York
Cairo

Sao Paulo
Mexico City
Johannesburg
Moscow
Istanbul
Dubai
Mumbai
Nairobi
Hong Kong
Shanghai
Supplier’s Credit

- **Scheme**
  - SACE
  - Policy
  - Supply of goods/services
  - Exporter
  - Buyer
  - Payment

- **Features**
  - Obtain deferred payment terms for the purchase of goods and services from Italian suppliers, under export contracts covered by SACE

- **Benefits**
  - Better payment terms
  - Cheaper rates in comparison with the local market
  - No need to use bank credit line and no pledge required
## Overview of product

### Supplier’s Credit

This credit insurance policy allows foreign buyers to finance purchases with short or long-term credit terms. The insured credits can be discounted without recourse by transferring the policy to the bank or other discounting financial intermediary (including SACE for selected Countries)

### Major Advantages:

- **Gain access and expand into foreign markets** with SACE and SIMEST support
- **Improved cash position**
- **Offer more deferred terms** and competitive interest rates for the buyer

### Italian Exporters

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<thead>
<tr>
<th>Who is it destined to?</th>
<th>Main advantages</th>
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<tbody>
<tr>
<td>Offer clients deferred and more competitive terms of payment, while preserving client’s available bank credit lines</td>
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<tr>
<th>Insured risks</th>
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<td>Credit risk, due to commercial or political events + ancillary risks</td>
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<th>Eligible amounts (on average)</th>
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<td>Up to EUR 10 mln</td>
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<th>Level of cover</th>
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<td>Up to 100% of contract value on short-term repayments and up to 85% of contract value on long-term repayments</td>
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<th>Tenor</th>
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<td>From short-term up to usually 5-6 years</td>
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