

# **Il supporto di SACE e SIMEST allo sviluppo del business in Africa Sub-Sahariana**

Torino, 20 aprile 2017

Flavio Pelassa

Senior Account Manager Piemonte e Liguria

SACE SpA

# Agenda

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A brief introduction to SACE and SIMEST

Our view on Sub Saharan Africa

How we support transactions in the Region

## A brief introduction to SACE and SIMEST

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# SACE operates in the field of export credit, credit insurance, investment protection, financial guarantees, sureties and factoring

SACE is a joint-stock company fully owned by Cassa Depositi e Prestiti and operates in the field of export credit, credit insurance, investment protection, financial guarantees, sureties and factoring.

We offer solutions for the integrated management of commercial and political risks

- ✓ Export credit and project finance
- ✓ Protection of foreign investments
- ✓ Financial guarantees
- ✓ Credit insurance
- ✓ Surety and construction risks
- ✓ Factoring

## Experience

Over **30 years** of providing risk management solutions

## Financial soundness

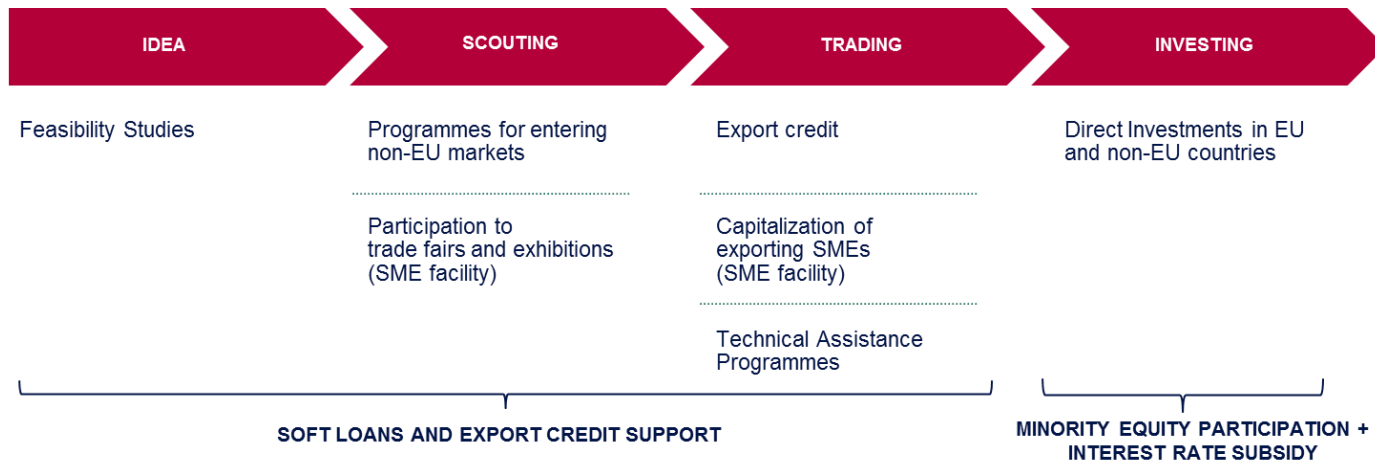
€ **4.8 billion** Shareholders' equity and **A-** credit rating (Fitch)

## Flexibility

Assisting over **25,000** SMEs and large corporations in **198 countries**

# SIMEST supports the international development of Italian businesses through minority equity participations, soft loans and export credit support

SIMEST is a joint-stock company controlled (76%) by SACE and participated by private shareholders (banks and business associations). Simest promotes the international development of Italian companies and supporting their growth along the whole internationalization lifecycle.



## Experience

**Over 25 years** supporting the international development of Italian businesses abroad

## Financial soundness

**€ 324 million Shareholders' equity** and **A- credit rating** (Fitch)

## Flexibility

Assisting **1,174 SMEs** and large corporations in **more than 100 Countries**

# We operate through a network of domestic and overseas offices, including an established presence in subsaharan Africa



# Agenda

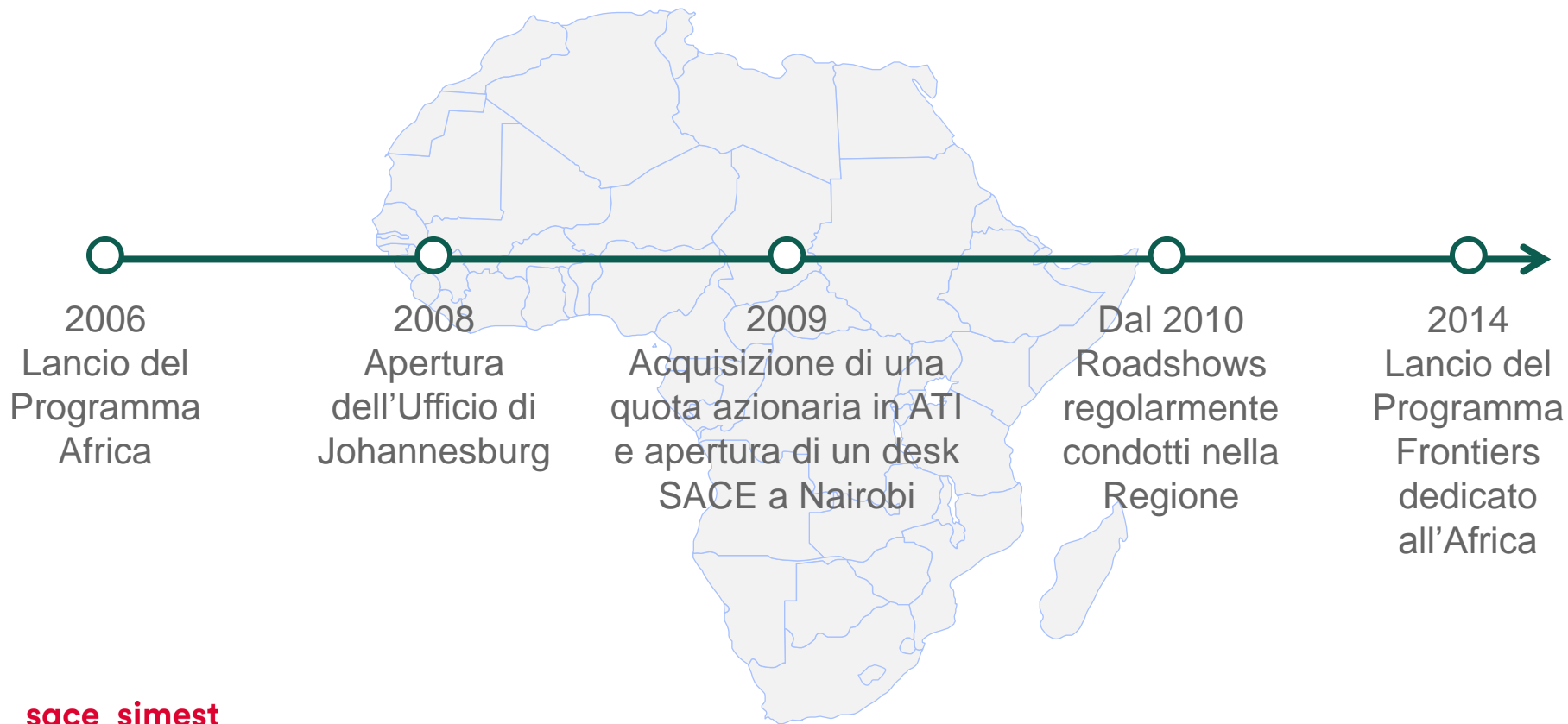
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## Our view on Sub Saharan Africa

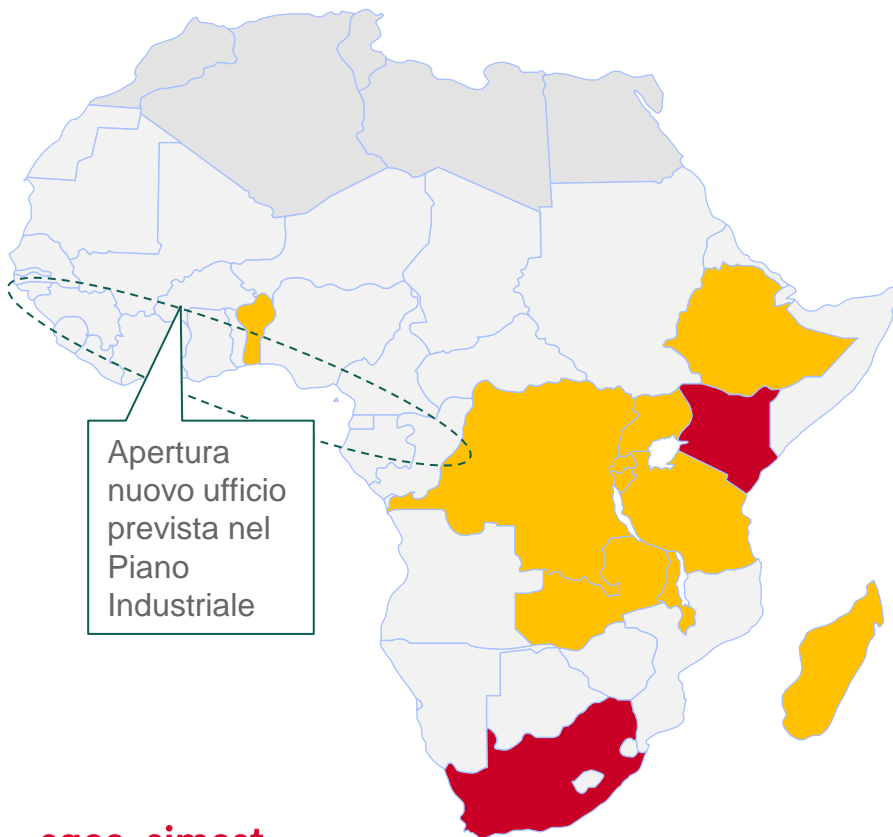
How we support transactions in the Region

# La strategia di sviluppo di SACE in Africa subsahariana





# La presenza odierna in Africa

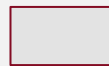


Apertura  
nuovo ufficio  
prevista nel  
Piano  
Industriale



## SACE (presenza diretta)

- Johannesburg – Sudafrica (Head Office)
- Nairobi - Kenya (Desk)



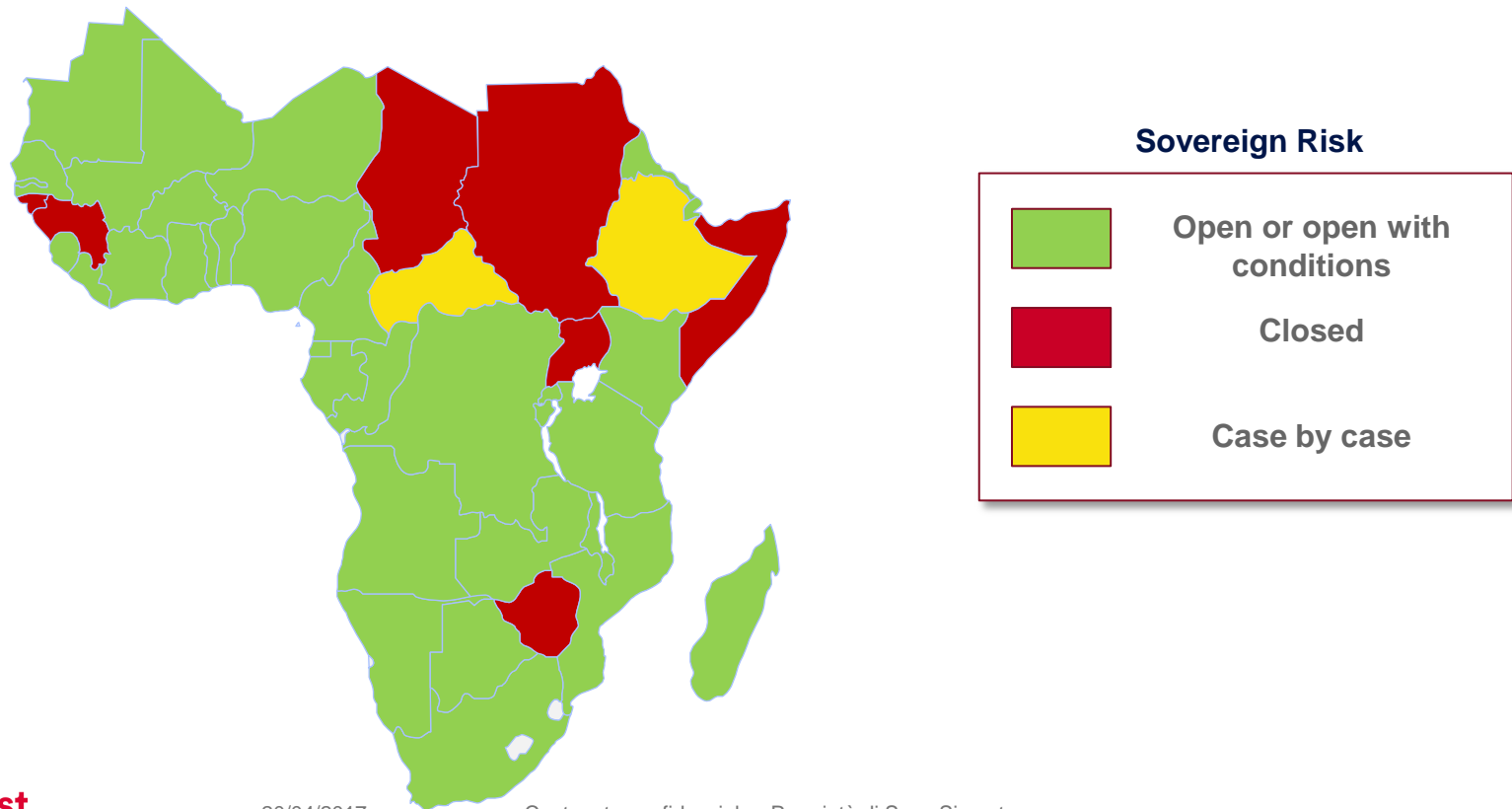
## MENA Region (Dubai Office)



## African Trade Insurance Agency (ATI)

- Kenya
- Tanzania
- Uganda
- Zambia
- Ruanda
- Benin
- Madagascar
- Malawi
- Congo (DRC)
- Burundi
- Etiopia

# SACE's current conditions in Sub Saharan Africa

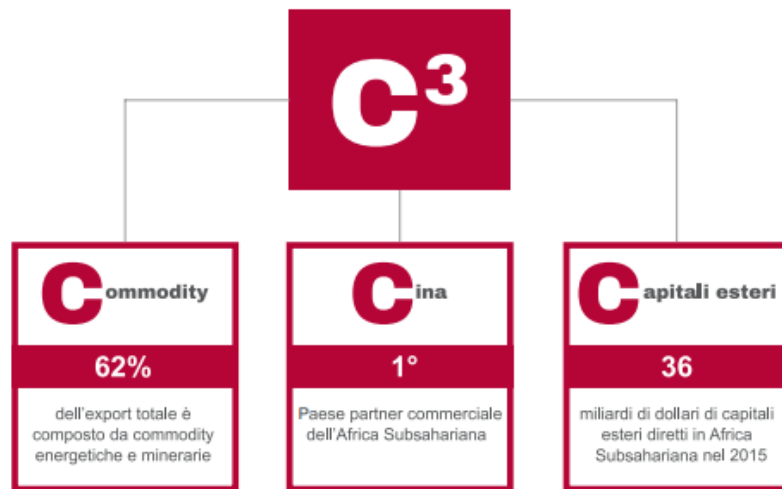


# Subsaharan Africa - The C<sup>3</sup> factor

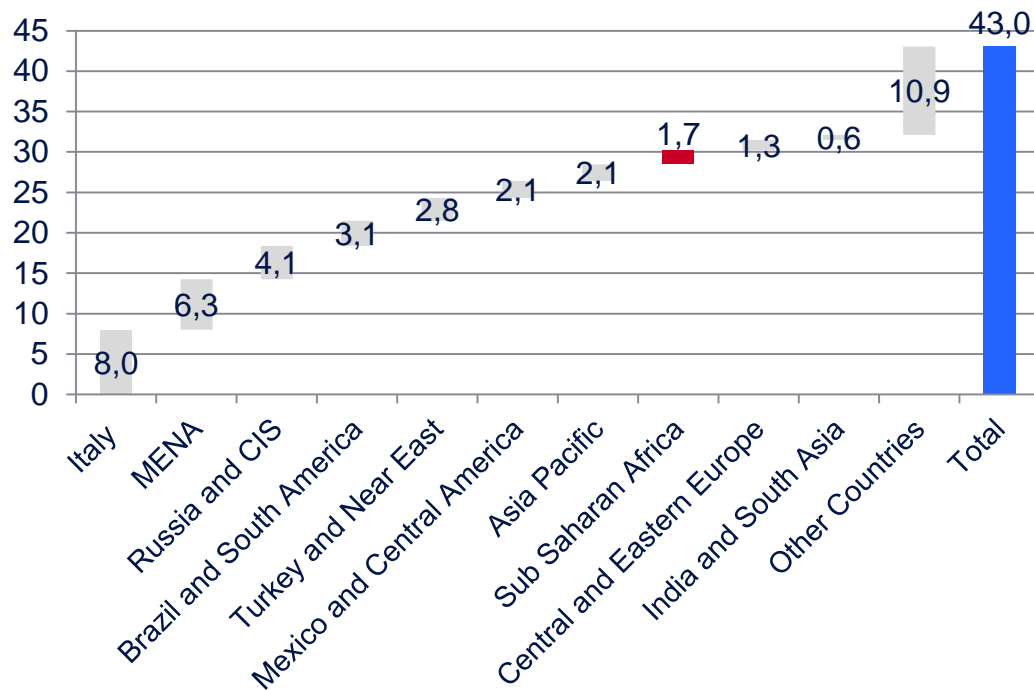
**FOCUS ON**  
Il miracolo economico africano:  
This is (not) the end

A cura dell'Ufficio Studi Economici

L'impatto del fattore C<sup>3</sup> sulle economie africane e sulle opportunità per l'Italia



# SACE exposure by geographical Area (2016 YE)



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# SACE and SIMEST offer a broad portfolio of financial and insurance services, some of which are commonly used in the agri-food sector



## For Corporates

- Supplier's Credit
- Political Risk Insurance
- Civil Works
- Surety Bonds (Guarantee)
- Multi Export Credit Insurance
- Trade Finance
- Recoveries
- Debt Funds
  
- Equity Participations
- Advisory Activities
- Public facilities for Italian businesses

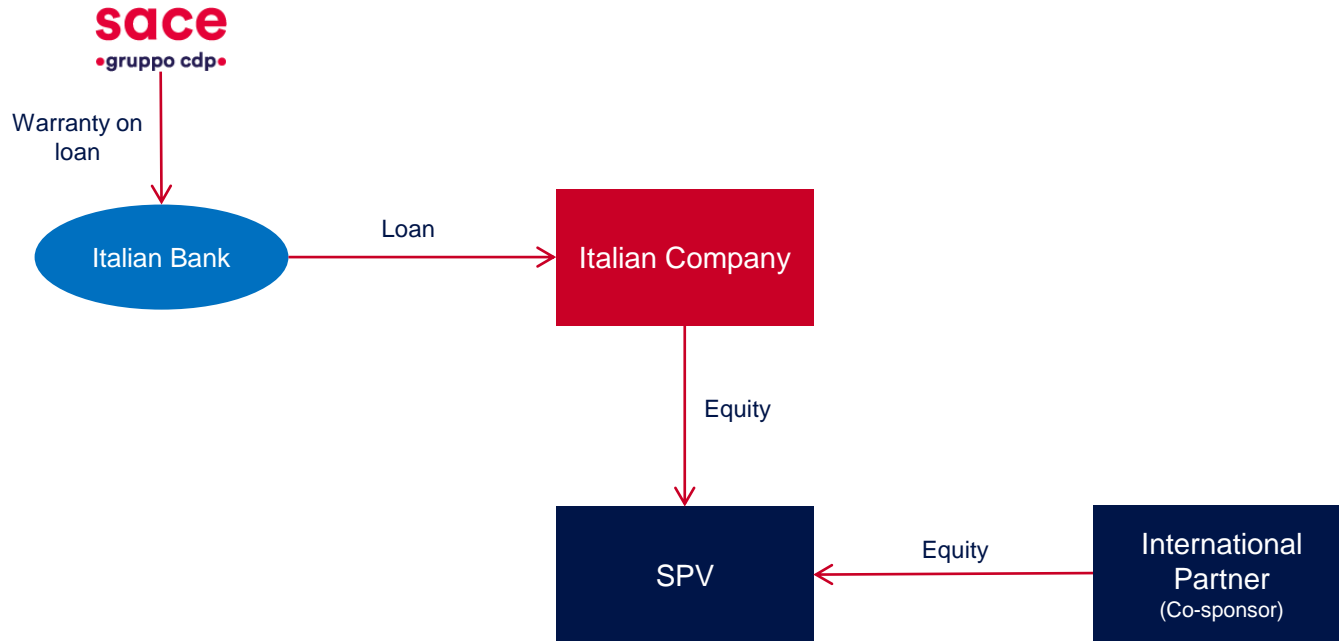
## For Banks

- Supplier's Credit (Policy assignment)
- L/C Confirmation
- Buyer's Credit
- Political Risk Insurance
- Financial Guarantee
- Surety Bonds (Counter-guarantee)

# Focus on Suppliers Credit

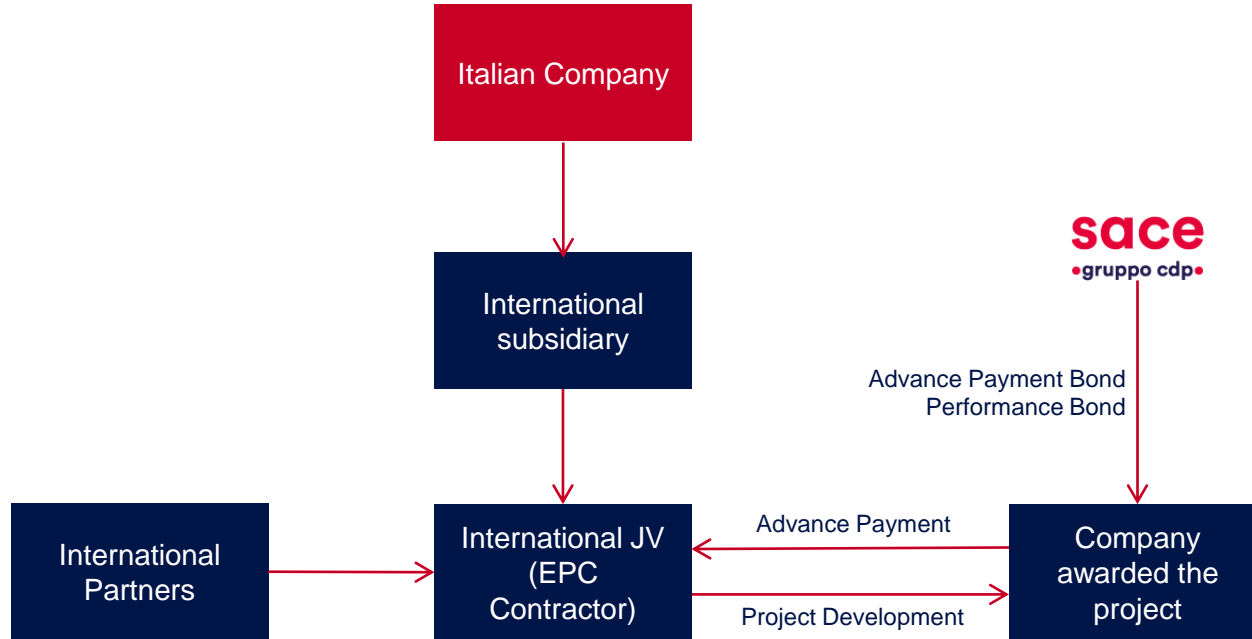


# Focus on Financial Guarantees

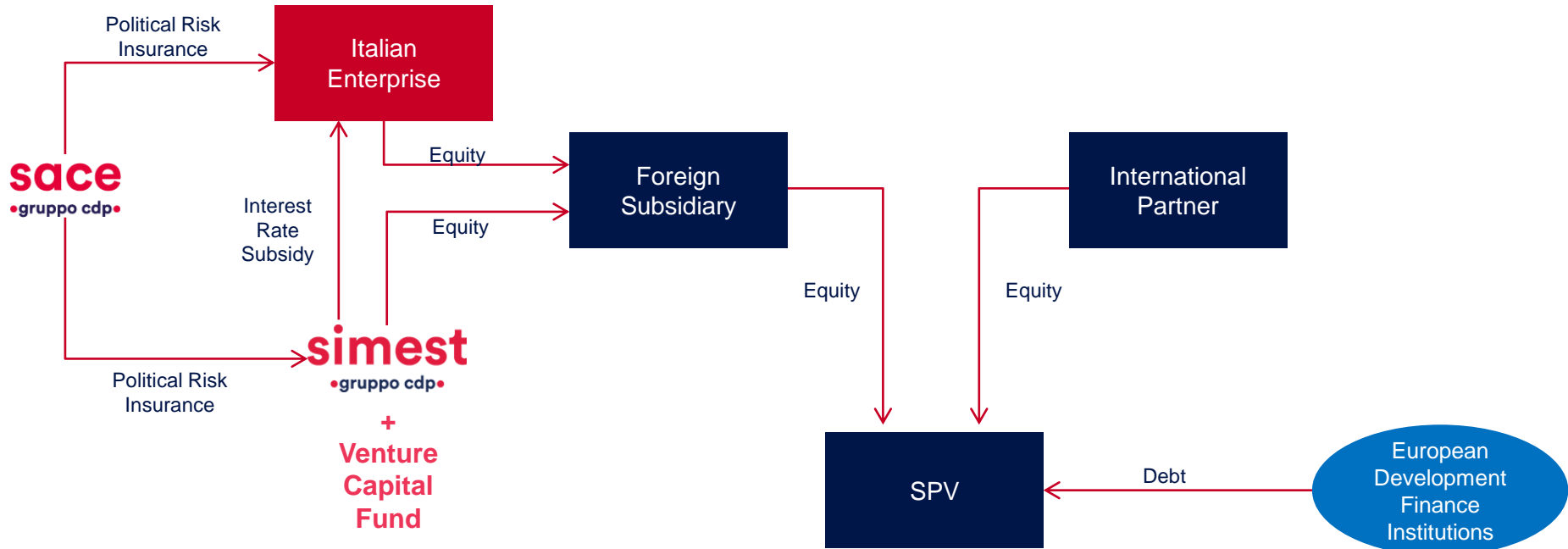




# Focus on Sureties



# Focus on Direct Investments



## HEAD OFFICE SACE

### ROME

Piazza Poli, 37\42 00187

+39 06 67361  
info@sace.it

## HEAD OFFICE SIMEST

### ROME

Corso Vittorio Emanuele, 323  
00186

+39 06 68635

## SACE IN ITALY

### BARI

+39 080 5467763  
bari@sace.it

### BOLOGNA

+39 051 0227440  
bologna@sace.it

### BRESCIA

+39 030 2292259  
brencia@sace.it

### FLORENCE

+39 055 5365705  
firenze@sace.it

### LUCCA

+39 0583 444234  
lucca@sace.it

### MILAN

+39 02 4344991  
milano@sace.it

### MONZA

+39 039 3638247  
monza@sace.it

### NAPLES

+39 081 5836131  
napoli@sace.it

### PALERMO

+39 091581100  
[palermo@sace.it](mailto:palermo@sace.it)

### VENICE

+39 041 2905111  
venezia@sace.it

### VERONA

+39 045 8099460  
verona@sace.it

### PESARO

+39 0721 383229  
pesaro@sace.it

### ROME

+39 06 6736309  
roma@sace.it

### TURIN

+39 011 014 24 50  
torino@sace.it

## SIMEST IN ITALY

### MILAN

+39 02 3232961.2

### ROME

+39 06 68635.1

### VENICE

+39 041 2905.135

## OUR INTERNATIONAL NETWORK

### ROMANIA, BUCHAREST

+40 21 2102183  
bucharest@sace.it

### MEXICO, MEXICO CITY

+52 55 24536377  
messico@sace.it

### EAU, DUBAI

+971 45543451  
dubai@sace.it

### TURKEY, ISTANBUL

+90 2122458430/1  
istanbul@sace.it

### CHINA, HONG KONG

+852 35076190  
hongkong@sace.it

### SOUTH AFRICA, JOHANNESBURG

+27 11 4638595  
johannesburg@sace.it

### RUSSIA, MOSCOW

+7 495 2582155  
mosca@sace.it

### KENYA, NAIROBI

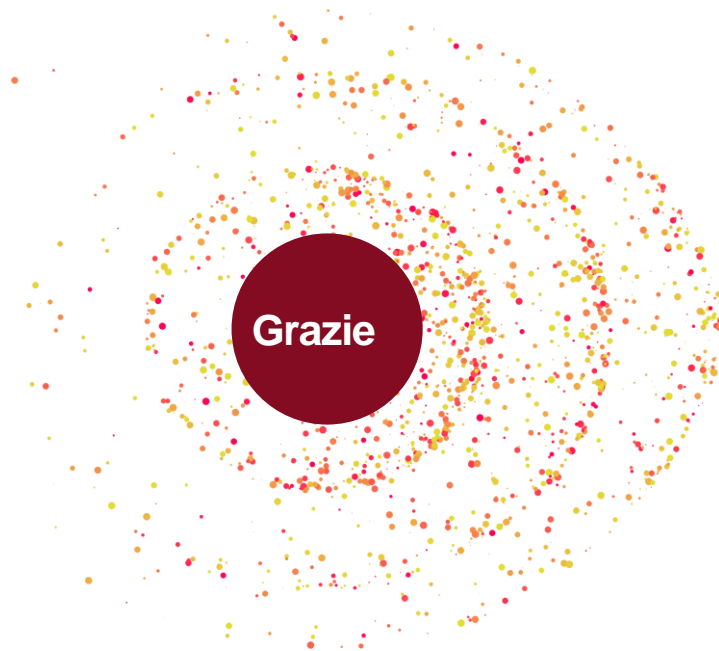
+254 719 014 207  
nairobi@sace.it

### BRASIL, SAN PAOLO

+55 11 31712138  
saopaulo@sace.it

### INDIA, MUMBAI

+91 22 43473470  
mumbai@sace.it



**Flavio Pelassa**  
**f.pelassa@sace.it**