Investing and doing business in Saudi Arabia with SACE SIMEST

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1 Who we are

2 What we can do

We are part of the CDP Group, Italy's National Promotion Institute

WE FINANCE
public investments, support international cooperation, and drive the development of Italy's infrastructure

WE CONTRIBUTE
to the growth of the Italian real estate market as the main social and affordable housing player, restoring strategic areas.

WE WORK WITH
companies throughout their life cycle, fostering the creation of start-ups and innovation, investing in nationally important businesses

WE SUPPORT
exports and internationalisation as competitive factors of Italy's industry and growth drivers for its economy

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We are much more than an export credit agency

Soft loans for feasibility studies

Business **information & intelligence**

Push strategy

Soft loans to enter foreign markets and take part in trade fairs

Financial guarantees
Credit recovery
Quasi/near equity

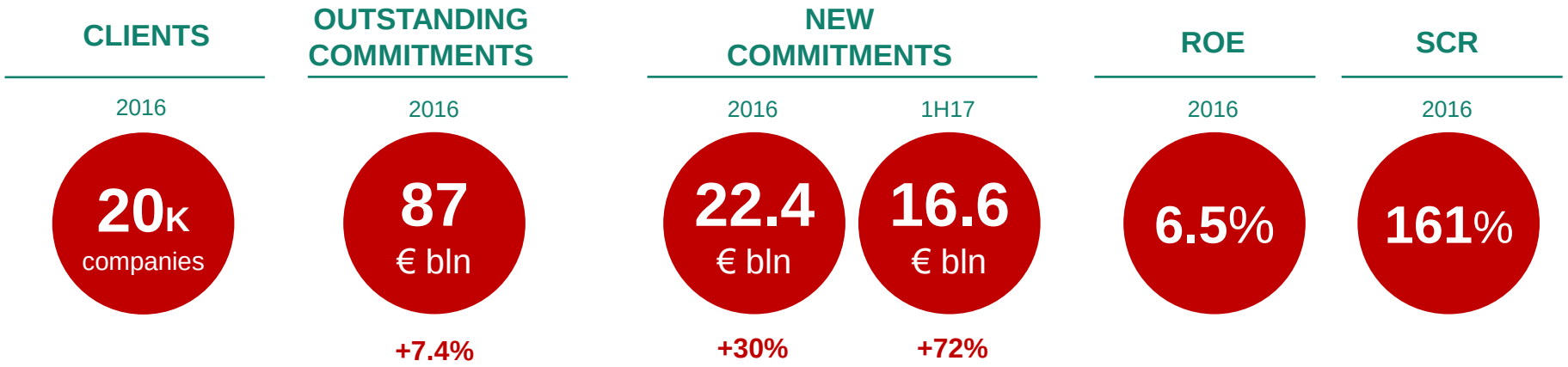
Export credit
Surety & construction risks insurance

Credit insurance
Cash advance on secured transactions

Direct Lending

We are fully committed to our mission to support Italian exporters

€111 billion in resources available to support Italian export and investments within the 2016-2020 industrial plan



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1 Who we are

2 **What we can do**

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SACE SIMEST in Saudi Arabia

OUTSTANDING COMMITMENTS

580
€ mln

3Q2017

Main sectors: chemical & petrochemical

NEW COMMITMENTS UNDER EVALUATION

2.8
€ bln

Main sectors: oil & gas, energy and infrastructures

SACE SIMEST NEW PROACTIVE APPROACH

Push Strategy

Saudi Arabia is one of the pilot markets for our “Push Strategy”, aimed at providing selected local corporates with loans at competitive rates in order to facilitate the purchase of Italian goods and services

- ✓ **3rd market** in terms of exposure in the Gulf area
- ✓ **A key destination** both for large corporate and SMEs
- ✓ **“Islamic window"** under evaluation in order to make SACE SIMEST compliant to the Islamic finance requirements

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Supporting big and small transactions in Saudi Arabia

PETROCHEMICAL

€ 220 mnl
Tecnimont
Poject Finance

IRON&STEEL

€ 425 mln
Danieli
Buyer Credit

CONSTRUCTION

€ 1 mln
Pramac
Credit Insurance

PARTNERSHIPS

Reinsurance & Cooperation Agreement with ICIEC

Cooperation agreement with Jeddah CC

Supporting Italian investment in Saudi Arabia

With us, Italian companies can enhance their investment in Saudi Arabia

- SIMEST can provide direct equity investment in Italian-Saudi joint ventures

Target	SMEs
Transaction size	€500k – 1mn (investments)

Financing investments and other activities in Saudi Arabia

With us, Italian companies can finance their projects in Saudi Arabia through:

- **Subsidised loans,** provided through SIMEST, for the purposes of feasibility studies, participating in entrepreneurial missions, trade fairs and exhibitions, opening business structures, training local staff
- **Bank loans** guaranteed by SACE and supporting a wide range of activities: from equipment purchases and R&D investments to promotion and marketing spending, pre-shipment
- **Bond issues** guaranteed by SACE and underwritten by SACE's credit fund and/or CDP

Transaction size	€500 – 600k (subsidised loans) €3 - 5mn (loans guar. by SACE) €20 – 22mn (bond issues)

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Participanting in tenders and executing contracts in Saudi Arabia

With us, Italian companies can get all the guarantees they need to do business in Saudi Arabia

- **Bid bonds** to participate in tenders
- **Performance bonds to guarantee** the smooth execution of a contract
- **Advance payment bonds to guarantee** the repayment of advance payments made by the Saudi Arabian client for the execution of the contract

Target	SMEs and large businesses
Transaction size	€ 3-5 mn

Offering competitive payment terms to Saudi Arabian buyers

With us, Italian companies can provide their Saudi Arabian clients with:

- **Competitive payment terms** to purchase their products
- **Medium/long-term loans** at competitive rates in order to purchase equipment or execute large projects

Target	SMEs and large businesses
Transaction size	€500k – 1mn (supplier credit) €50-100 mn ()

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