



Press release

SACE finalizes its first Push Strategy in Benin: new opportunities for Italian exports in West Africa.

- **SACE approves its first Push Strategy transaction in Benin, issuing a guarantee for a €120 million financing aimed at supporting Italian industries' export opportunities in strategic sectors for Piano Mattei**

Rome, 24 July 2024 – SACE has announced its first Push Strategy transaction in Benin, providing a guarantee covering a €120 million loan to the Ministry of Finance of Benin. This initiative marks a significant milestone in the development of commercial relations between Italy and Benin and further strengthens ties with Africa, aligning with Piano Mattei.

The financing, arranged by Natixis as Agent Bank and Arranger, intends to bolster Italian companies' export opportunities in key sectors for Piano Mattei such as logistics infrastructure, energy, public services, and agricultural machinery. SACE's involvement under the Push Strategy aims to facilitate new collaborations through matchmaking events, thereby stimulating Benin's economy and contributing to its social development by improving access to essential services.

Benin is channeling its development towards sectors and projects of high interest to Italian companies. It is estimated that over 600 SMEs could be involved in the match-making events, creating new opportunities for collaboration and economic growth.

SACE's Push Strategy provides Italian businesses with a gateway to international markets, ensuring financing to foreign counterparts committed to increasing purchases of goods and services from Italy. The Business Matching, a key component of this SACE product, is organized in collaboration with key stakeholders in the host country and facilitates targeted meetings between Italian companies and foreign counterparts, fostering new business connections.

"SACE reaffirms its commitment to supporting Italian excellence in the strategic sectors of infrastructure, energy, and machinery, and to strengthening commercial ties with Africa, in line with Piano Mattei. The Push Strategy proves to be a key driver for creating new export opportunities for Italian SMEs and for consolidating relationships with major international buyers" declared Ms. Michal Ron, SACE's Chief International Officer.

SACE is the Italian insurance and financial group directly controlled by the Ministry of Economy and Finance, specializing in supporting enterprises and the national economic system through a wide range of tools and solutions to support competitiveness in Italy and worldwide. For over 45 years, the SACE Group has been the reference partner for Italian companies exporting and growing in foreign markets. It also supports the banking system by facilitating companies' access to credit with its financial guarantees, supporting their liquidity and investments for competitiveness and sustainability within the framework of the Italian Green New Deal, starting from the domestic market. SACE operates worldwide with 13 offices in target countries for Made in Italy, aiming to build relationships with major local counterparts and facilitate business with Italian companies through dedicated financial instruments. With a portfolio of insured operations and guaranteed investments amounting to 260 billion euros, the group supports around 50,000 companies, especially SMEs, in their growth in Italy and approximately 200 countries worldwide.

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