

# Doing business and investing in the UAE with SACE SIMEST

Alessandro Decio, CEO SACE

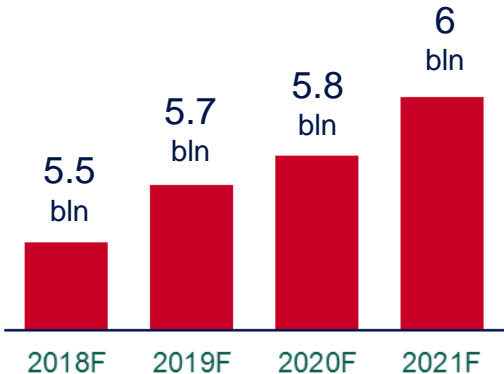
Rome, 17<sup>th</sup> October 2018

# Opportunities for Italian companies in the UAE

## ITALIAN EXPORTS



## ITALIAN EXPORT FORECASTS



## SECTORS OF OPPORTUNITY



INFRASTRUCTURE



CONSTRUCTIONS



HO.RE.CA.



FOOD PROCESSING



JEWELLERY AND LUXURY

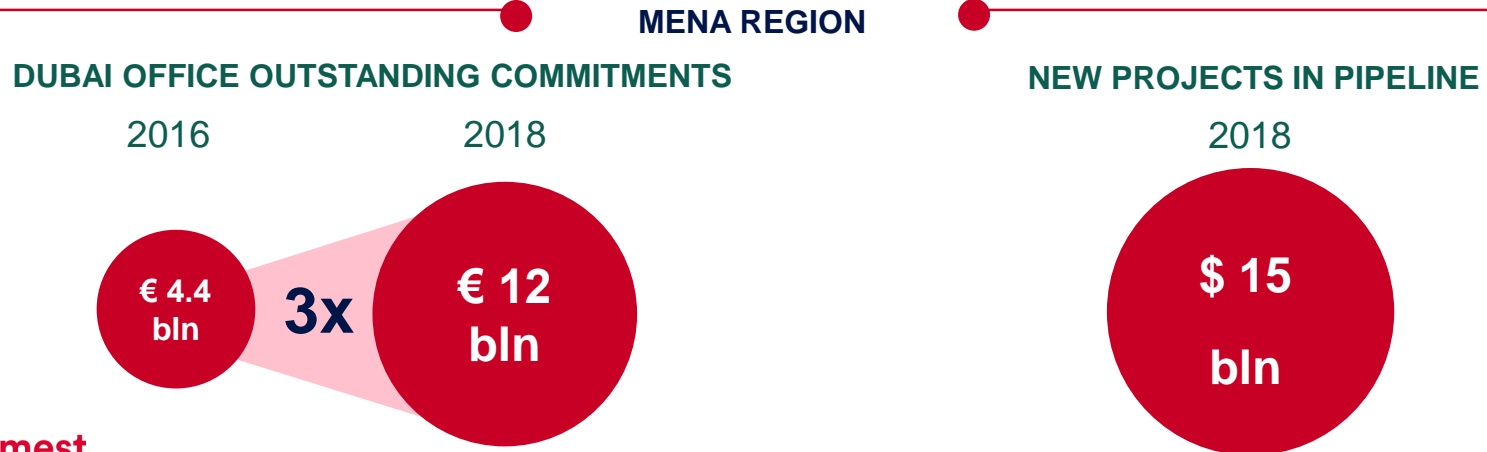


FOOD & BEVERAGE

# SACE was the first European ECA to open an office in Dubai

**SACE in 2016 opened a new office in Dubai**, seizing the opportunities offered by MENA Region and UAE:

- ▶ Governments investing in infrastructures, urban development and industrial diversification
- ▶ New appetite for trade and project finance solutions to support them
- ▶ Increasing demand for Made in Italy consumer goods and services (8<sup>th</sup> place in world ranking for per capita GDP\*)
- ▶ Dubai a strategic hub for reaching out business opportunities all over the MENA Region



# SACE SIMEST: enhancing trade and investment opportunities in the UAE

1H18

€ 656

mln

+52% vs 1H17

**OUTSTANDING  
COMMITMENTS**

2018

\$ 5

bln

**NEW PROJECTS  
UNDER EVALUATION IN  
UAE**

2018

5

for  
€3.8  
mln

**EQUITY  
INVESTMENTS**

**Push  
Strategy**

**sace simest**

•gruppo cdp•



**Letter of Interest to Etihad Rail  
Network** to support the project



**Letter of Interest to Al Maktoum  
Airport/DACC:** €1 billion credit  
line for purchasing Italian goods  
and services for the construction  
of Dubai South

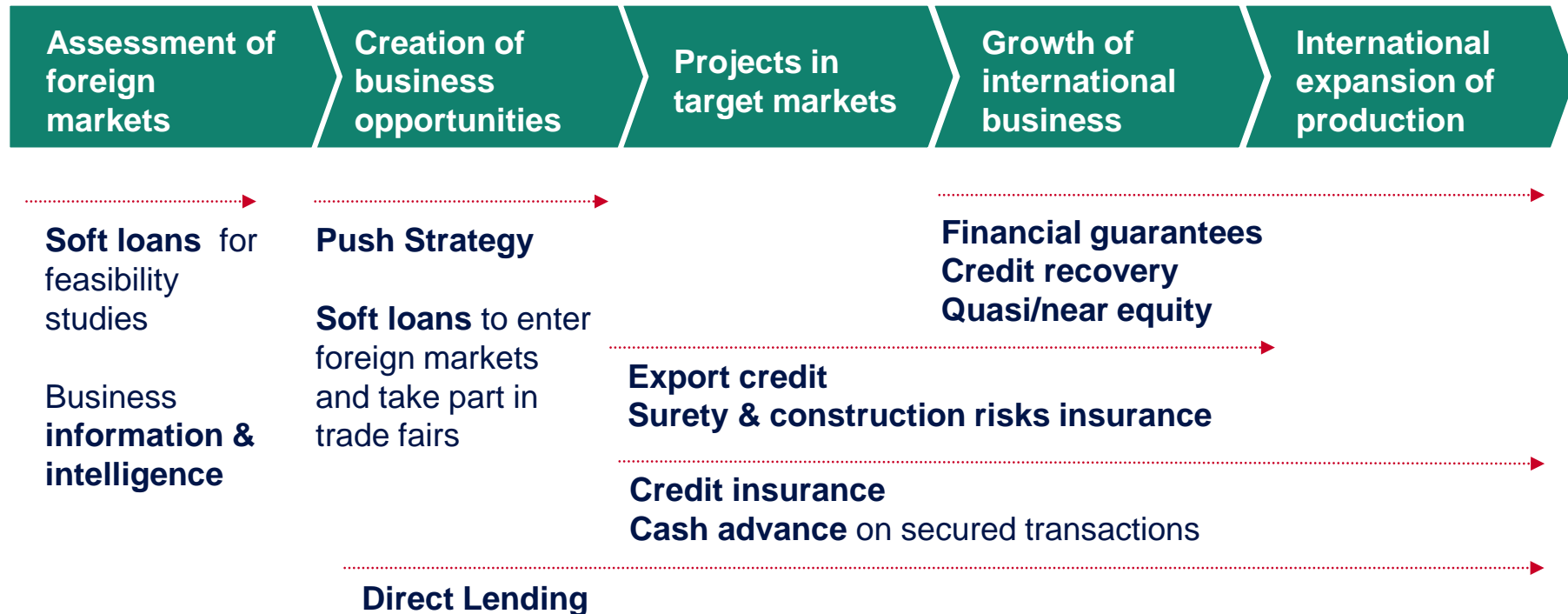


**إكسبو 2020**  
دبي، الإمارات العربية المتحدة  
DUBAI, UNITED ARAB EMIRATES

**Letter of Interest to UAE  
Department of Finance** to support  
up to \$1 billion for projects  
connected to the Expo 2020 site  
involving Italian suppliers

**Construction of Italian Pavillion:**  
a MOU with General Section  
Commissioner for Expo Dubai 2020  
to build Italian Pavillion

# SACE SIMEST: a wide range of solutions for italian companies and their international partners and buyer





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