Ministero degli Affari Esteri
e della Cooperazione Internazionale

ACTION PLAN FOR ITALIAN EXPORTS TO HIGH-POTENTIAL EXTRA-EU MARKETS

TARGET

700 billion €

ASIA-PACIFIC FOCUS

Ministero degli Affari Esteri
e della Cooperazione Internazionale

ASIA-PACIFIC FOCUS

in collaboration with

ITA ITALIAN TRADE AGENCY

cdp

simest gruppo cdp

SACE

ACTION PLAN
FOR ITALIAN EXPORTS

July 2, 2025

Ministero degli Affari Esteri
e della Cooperazione Internazionale

L'IMPEGNO ITALIANO PER LO SVILUPPO DELLE RELAZIONI ECONOMICO-COMMERCIALI CON L'ASIA-PACIFICO

Italy is a global export powerhouse, accounting for 40% of its GDP. In 2024, it reached €623.5 billion, with a record €305.4 billion in exports to non-EU countries (+1.2%). We are the 6th largest exporter in the world.
Italy is the **second-largest economy globally** and the **first in Europe in terms of the diversification of exported goods**. We operate in practically every sector.

To support our businesses, foster growth, exports, and the internationalization of our regions, I recently launched a comprehensive **Government Export Action Plan**: a strategy that integrates the tools made available by various players within the "Sistema Italia" **to accelerate the exports of key Made in Italy sectors to high-potential non-EU markets**.

On this occasion, **I also announced the creation of an Export Unit**, where companies can turn for direct assistance and immediate support in developing their internationalization path.

The Action Plan has its central focus in the Asia-Pacific region. It could not be otherwise: Asia is one of the main reference areas for Italy's economic projection in the world, both for its central role in international trade geography and for the growing demand for high-value-added goods and services from the rapidly expanding economies in the region. Moreover, with economic growth forecasted at 4.4% in 2025 and sustained demographic development, especially in Southeast Asia, the region is set to further increase its relevance in global trade in the future.

For this reason, **I wanted to integrate the Export Action Plan** with a specific document aimed at illustrating and deepening the **initiatives dedicated to the Asia-Pacific region**, as foreseen by the Action Plan for Italian Exports to high-potential non-EU markets.

In 2024, our bilateral trade with the region reached 144.6 billion Euros and Italian exports were worth **55.3 billion**. These data demonstrate the **ability of our country's production system to maintain a stable and qualified presence even in a complex international context such as the current one**. The stability of exports, in particular, testifies to the solidity of our offer in key sectors such as instrumental mechanics, pharmaceutical products, the fashion system, agri-food and means of transport, sectors in which Made in Italy is synonymous with quality, innovation and reliability.

Italy has deep and structured economic relations with a large number of countries in Asia. **Japan** is a priority reference partner and a highly specialized market, with high demand for high-end Italian goods and solid collaboration in the leading sectors of our industry.
China, the first Asian market for Italy, confirms itself at the center of our economic projection towards the region, with further margins of growth to be developed thanks to a complex and structured partnership. **India**, with its enormous potential, is an essential player with which we have defined a joint path for the strengthening of the economic partnership in the coming years. **South Korea**, with its technological dynamism and strong investment in digitalization, is a privileged interlocutor for Italian companies. **Pakistan**, due to its geo-strategic location and the potential for development of the internal market, is an important hub for our operators.

Of particular importance is **ASEAN**, where Italian exports reached 10.7 billion euros in 2024 with a growth of 10.3% compared to the previous year. Countries such as **Vietnam**, **Indonesia**, **Malaysia**, **Thailand**, the **Philippines** and **Singapore** still have a large potential for the development of trade thanks to the growth of domestic consumption, the strengthening of infrastructure and the opening of their respective markets, which we also want to promote through the development of the network of trade agreements of the European Union with the region.

We also want to strengthen our projection into the Pacific, where **Australia**, a G20 partner country with deep political and cultural ties, is a key destination for our companies, particularly in the infrastructure sector.

In a scenario where export geographies are constantly changing, the Italian presence in the area must be based on a **combination of exports, industrial partnerships, technological cooperation and commitment to ensuring growing visibility of Made in Italy**. The challenges posed by the global context can thus be transformed into concrete opportunities to strengthen our economic presence, in a logic of partnership and complementarity with the countries of the region.

The Asia-Pacific Focus of the Action Plan for Italian Exports, created in collaboration with ITA - Italian Trade Agency, Simest, SACE and CDP (Cassa Depositi e Prestiti) and in constant coordination with the private sector, outlines a program of strengthened promotion towards the region to **enhance the potential still unexpressed by the target markets, promote a progressive rebalancing of trade relations and support Italian companies with increasing commitment in building an even stronger presence in a region central to the development of international trade.**

You can count on me! You can count on the Government!

ANTONIO TAJANI
VICE PRESIDENTE DEL CONSIGLIO E
MINISTRO DEGLI AFFARI ESTERI
E DELLA COOPERAZIONE INTERNAZIONALE

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ASIA-PACIFIC
FOCUS

ASIA - PACIFIC

- **JAPAN**
- **INDIA**
- **CHINA**
- **SOUTH KOREA**
- **AUSTRALIA**
- **ASEAN**

Singapore, Thailand, Malaysia,
Vietnam, Indonesia, Philippines

CENTRAL ASIA

TOOLS FOR THE IMPLEMENTATION OF THE ACTION PLAN

ASIA-PACIFIC

AT THE HEART OF INTERNATIONAL TRADE

PRIORITY SECTORS

- *Machinery*
- *High quality goods*
- *Chemical-pharmaceutical products*
- *Energy transition*
- *Telecommunication infrastructure and networks*

53.1 € billion

ITALIAN EXPORT 2024

-5.2% *compared to 2023*

MAIN ITALIAN EXPORT SECTORS

1. **MACHINERY** — **22.5%**
2. **TEXTILES AND CLOTHING** — **19.8%**
3. **FOOD** — **9.2%**
4. **TRANSPORT EQUIPMENT** — **7.3%**
5. **PHARMACEUTICALS** — **7%**
6. **CHEMICALS** — **7%**

% of total export in the area

ACTIONS

POLITICALLY-LED ECONOMIC PARTNERSHIP INITIATIVES AND SECTORAL MISSIONS

- ✓ INDIA
- CHINA
- ✓ JAPAN
- ✓ MALAYSIA

- Working with the European Union to expand **Free Trade Agreements** with the region and seize the opportunities offered by the **Global Gateway** strategy
- **Fairs, Business Missions, large-scale organized retail and e-commerce agreements** for €20,960,000 and **incoming operators (ITA)**
- **ITA business matching, OpportunItalia** Program and **CDP Platform**
- **Export credit** and **internationalization support** by **CDP**
- **Facilitated Finance, Investment, Equity** and **Export Credit** lines managed by **SIMEST**
- **Push Strategy** in high-potential Asian markets; **business matching** initiatives, **export credit** and **internationalization support** by **SACE**

JAPAN

ITALIAN EXPORT POSITIONING

JAPAN

2nd ITALIAN EXPORT DESTINATION MARKET IN ASIA-PACIFIC

15.5 % OF ITALIAN EXPORT TO ASIA-PACIFIC

8.2 € billion
ITALIAN EXPORT 2024
+2,5% *compared to 2023*

MAIN ITALIAN EXPORT SECTORS

1. TEXTILES AND CLOTHING — **27.3%**
2. PHARMACEUTICALS AND CHEMICALS — **14%**
3. TRANSPORT EQUIPMENT — **13.7%**
4. FOOD PRODUCTS — **12.1%**
5. MACHINERY — **8%**

% of total export to the country

PRIORITY SECTORS

- ***Food industry***
- ***Pharmaceuticals***
- ***Advanced technologies***
- ***Textiles and Clothing***

ACTIONS

- **Action Plan 2024-2027 for strengthening Bilateral Partnership** signed by the two Heads of Government
- **Italy Japan Business Group** Meeting - **Rome, May 13, 2025**
- **Italy Pavilion Expo Osaka 2025**
- **Fairs, Business Missions**, **large-scale organized retail** and **e-commerce agreements** for €5,700,000 and **incoming operators (ITA)**
- **ITA Business matching**, **OpportunItalia** Program and **CDP Platform**
- **Export and Internationalization credits** by **CDP** and promotion of collaboration between innovation ecosystems
- **Facilitated Finance, Investment, Equity** and **Export Credit** lines managed by SIMEST
- **Export** and **internationalization credits support** by **SACE**

INDIA

ITALIAN EXPORT POSITIONING

INDIA

5th EXPORT MARKET FOR ITALIAN PRODUCTS IN ASIA-PACIFIC

9.8 %
OF ITALIAN EXPORT TO ASIA-PACIFIC

5.2 € billion
ITALIAN EXPORT 2024
+1% *compared to 2023*

Emerging market with great growth potential

MAIN ITALIAN EXPORT SECTORS

1. **MACHINERY AND MECHANICS** 40.2%
2. **CHEMICALS** 11.5%
3. **COMPUTERS, ELECTRONIC AND ELECTRICAL DEVICES** 10.3%
4. **BASE AND PRODUCED METALS** 7.9%
5. **RUBBER AND PLASTIC PRODUCTS** 4.8%

% of total export to the country

PRIORITY SECTORS

- ***Advanced mechanics***
- ***Green technologies***
- ***Consumer goods***
- ***Infrastructure and mobility***
- ***Space and defense***

FREE TRADE AGREEMENT BETWEEN THE EU AND INDIA
ongoing negotiations

ACTIONS

- **Joint Action Plan 2025-2029** for the strengthening of the economic and industrial partnership, signed in November 2024 by the two Heads of Government
- **Brescia, June 5, 2025 - Italy-India Strategic Partnership, Joint Committee for Economic Cooperation** and **Italy-India Business Forum**, chaired by the **VPoC/ Hon. Minister Tajani**
- **April 10-11, 2025 - Italy-India Scientific and Technological Business Forum** on the occasion of the **visit of** the **VPoC/Hon. Minister Tajani**
- **Trade Fairs and Business Missions worth €1.000.000** and **incoming operators (ITA)**
- **ITA Business matching**, **OpportunItalia** Program and **CDP Credit Platform**
- **CDP Export and internationalization credits** *(first initiative of 2025 to support an M&A operation already finalized for €114 million in the automotive sector)* and **Finance for the development**
- **SACE business matching** initiatives in the sectors: **renewable energy**, **steel industry**, **infrastructure** and **energy;** export credit and internationalization support
- **SIMEST**: **India Measure**; **facilitated finance**, **Investment, Equity** and **Export Credit Line**
- **SIMEST**: opening of a **representative office** - April 2025

CHINA

ITALIAN EXPORT POSITIONING

CHINA

1st ITALIAN EXPORT DESTINATION MARKET IN ASIA-PACIFIC

2 SUPPLIER OF ITALY

28.9 % OF ITALIAN EXPORT TO ASIA-PACIFIC

15.3 € billion
ITALIAN EXPORT 2024
-20% *compared to 2023*

MAIN ITALIAN EXPORT SECTORS

1. TEXTILES AND CLOTHING — **26.4%**
2. MACHINERY AND MECHANICS — **23.3%**
3. PHARMACEUTICAL AND CHEMICAL PRODUCTS — **13.8%**
4. OTHER MANUFACTURING ACTIVITIES — **6%**
5. TRANSPORT EQUIPMENT — **5.7%**

% of total export to the country

PRIORITY SECTORS

- ***High quality goods***
- ***Agri-food and Wine***
- ***Fashion***
- ***Pharmaceuticals and Biomedicals***
- ***Cosmetics***
- ***Mechanics***

ACTIONS

- **Action Plan 2024-2027** for the Strengthening of the Global Strategic Partnership between Italy and China, adopted in July 2024 by the two Heads of Government
- Economic Table of the **Italy-China Intergovernmental Committee**, **Joint Economic Commission**, meeting of the Italy-China Business Forum co-chaired by **CDP** - dates to be defined
- **Fairs, Business Missions, large-scale organized retail** and **e-commerce agreements** worth €7,850,000 and **incoming operators** (**ITA**)
- **ITA Business matching**, **OpportunItalia** Program and **CDP** Platform
- **Credit export** and internationalization by **CDP**
- **Facilitated Finance, Investment, Equity** and **Export Credit** lines managed by **SIMEST**
- **Export credit and internationalization** support by **SACE**; **Push Strategy** and business matching initiatives from **SACE** with a focus on the **machinery** sector

SOUTH KOREA

ITALIAN EXPORT POSITIONING

SOUTH KOREA

3rd ITALIAN EXPORT DESTINATION MARKET IN ASIA-PACIFIC

11.7 % OF ITALIAN EXPORT TO ASIA-PACIFIC

6.2 € billion
ITALIAN EXPORT 2024
-7% *compared to 2023*

MAIN ITALIAN EXPORT SECTORS

1. TEXTILES AND CLOTHING **36%**
2. MACHINERY **14.1%**
3. FOOD PRODUCTS **8.9%**
4. PHARMACEUTICALS AND CHEMICALS **8%**
5. OTHER MANUFACTURING ACTIVITIES **7%**
6. TRANSPORT EQUIPMENT **6.7%**

% of total export to the country

PRIORITY SECTORS

- ***High quality goods: fashion, design, jewelry and cosmetics***
- ***Agri-food***
- ***Advanced technologies: semiconductors, aerospace***
- ***Biotechnology, Pharmaceutical and Biomedical***

ACTIONS

- **Economic partnership initiatives** during politically-led missions
- **Trade fairs, B2B** and **B2C events** at the "**High Street Italia**" showroom in **Seoul**, **business missions, large-scale organized retail** and **e-commerce agreements** worth €2,000,000 and **incoming** operators (**ITA**)
- **ITA business matching**, **OpportunItalia Program** and **CDP** Platform
- **Export** and **internationalization** credit by **CDP**
- **Export credit** support and **internationalization** by **SACE**; **Push Strategy** and **business matching** initiatives from **SACE** in the **infrastructure** and **renewable energy** sectors
- **Facilitated Finance**, **Investment**, **Equity** and **Export Credit** lines managed by **SIMEST**

AUSTRALIA

ITALIAN EXPORT POSITIONING

AUSTRALIA
4th ITALIAN EXPORT DESTINATION MARKET IN ASIA-PACIFIC

10.3 %
OF ITALIAN EXPORT TO ASIA-PACIFIC

5.4 € billion
ITALIAN EXPORT 2024
+4.4% *compared to 2023*

MAIN ITALIAN EXPORT SECTORS

1. **MACHINERY AND ELECTRICAL APPLIANCES** 31.3%
2. **FOOD PRODUCTS** 16.4%
3. **TRANSPORT EQUIPMENT** 11.9%
4. **PHARMACEUTICALS AND CHEMICALS** 11.3%
5. **TEXTILES AND CLOTHING** 5.8%

% of total export to the country

PRIORITY SECTORS

- ***Machinery***
- ***Infrastructure***
- ***Transport equipment***
- ***Pharmaceuticals and chemical-medical products***
- ***Food products***
- ***Textiles and Clothing***

ACTIONS

- **Economic partnership initiatives** during politically-led missions
- **Trade fairs, large-scale organized retail** and **e-commerce agreements** worth €375,000 and **incoming** operators (**ITA**)
- **ITA business matching, OpportunItalia** Program
- **Export** and **internationalization** credits by **CDP**
- **Export credit** support and internationalization by **SACE**
- **Facilitated Finance**, **Investment**, **Equity** and **Export Credit** lines (also for support to the procurement sector) managed by **SIMEST**

ASEAN

A FAST-GROWING REGION

PRIORITY SECTORS | ***Machinery, renewable energy, chemicals, textiles, agri-food, aerospace***

10.7 € billion
ITALIAN EXPORT 2024
+10.3% *compared to 2023*

SINGAPORE

1st EXPORT DESTINATION MARKET IN ASEAN
30.3%
of total Italian export ASEAN

3.2 € billion
ITALIAN EXPORT 2024
+14.3% *compared to 2023*

PRIORITY SECTORS

- ***Digital Transformation and Connectivity***
- ***Biotechnology***
- ***Agritech***
- ***Renewable Energy***

THAILAND

2nd EXPORT DESTINATION MARKET IN ASEAN
18.2%
of total Italian export ASEAN

1.9 € billion
ITALIAN EXPORT 2024
+2.2% *compared to 2023*

*Government investments in **digitalisation** and **infrastructure**, creating **opportunities in the high-tech** and **transportation sectors.***

PRIORITY SECTORS

- ***Industrial machinery and equipment***
- ***Textiles and Clothing***
- ***Electronics and Optics***
- ***Means of transport and components***

MALAYSIA

3rd EXPORT DESTINATION MARKET IN ASEAN
15.8%
of total Italian export ASEAN

1.7 € billion
ITALIAN EXPORT 2024
+23.4% *compared to 2023*

PRIORITY SECTORS

- ***Digital and energy transition, circular economy***
- ***Physical and digital infrastructure***
- ***Advanced mechanics and robotics***
- ***High quality goods***
- ***Transport***
- ***Aerospace***

VIETNAM

4th EXPORT DESTINATION MARKET IN ASEAN
14.4%
of total Italian export ASEAN

1.5 € billion
ITALIAN EXPORT 2024
+25.8% *compared to 2023*

*The **EU-Vietnam Free Trade Agreement** (EVFTA) creates **opportunities for local market access**.*

PRIORITY SECTORS

- ***Textiles and clothing***
- ***Industrial machinery/equipment***
- ***Renewable Energy***
- ***Chemistry and Pharmaceuticals***
- ***Food products***
- ***Infrastructure and mobility***
- ***Defense***

ASEAN

A FAST-GROWING REGION

PRIORITY SECTORS | ***Machinery, renewable energy, chemicals, textiles, agri-food, aerospace***

10,7 € billion
ITALIAN EXPORT 2024
+10.3% *compared to 2023*

INDONESIA

5th EXPORT DESTINATION MARKET IN ASEAN

11.7%
total Italian export ASEAN

1.2 € billion
ITALIAN EXPORT 2024
-9.9% *compared to 2023*

PRIORITY SECTORS

- ***Industrial machinery/equipment***
- ***Renewable Energy***
- ***Chemistry and Pharmaceuticals***
- ***Textiles and fashion***
- ***Agri-food***

PHILIPPINES

6th EXPORT OUTLET MARKET IN ASEAN

8.3%
total Italian export ASEAN

0.8 € billion
ITALIAN EXPORT 2024
+10.4% *compared to 2023*

PRIORITY SECTORS

- ***Agro-industry***
- ***Defense***
- ***Digital Transformation and Connectivity***
- ***Infrastructure***

EU FREE TRADE AGREEMENT WITH VIETNAM AND SINGAPORE

EU PARTNERSHIP AND COOPERATION AGREEMENTS WITH INDONESIA, VIETNAM, SINGAPORE, THAILAND AND MALAYSIA

NEGOTIATIONS UNDERWAY FOR: free trade agreements with Indonesia, Philippines, Thailand, Malaysia; comprehensive economic partnership agreement with Indonesia

ACTIONS

- **Rome, 2 July 2025 - Malaysia - Italy Economic Partnership Roundtable Meeting**, chaired by the **VPoC/ Hon. Minister Tajani**
- **Hanoi, 3 September 2025 - Italy-Vietnam Strategic Economic Partnership Event**
- **Milan, 4-7 May 2025 - Events promoting the economic partnership** on the occasion of the Asian Development Bank Board of Governors
- Politically or technically led **business missions**, also on the occasion of the High Level Dialogue in November 2025
- **Trade fairs, business missions**, **large-scale organized retail** and **e-commerce agreements** worth €3,300,000 and incoming operators (**ITA**)
- **ITA business matching**, **OpportunItalia** Program and **CDP Platform**
- **CDP Credits for export** and internationalization and Finance for development (with a focus on energy transition)
- **Push Strategy** and **SACE business matching** activities in the **agri-food** and **energy sectors** (Vietnam and Singapore), **food and beverages** and **infrastructure** (Philippines)
- **SACE thematic session** on **sustainable infrastructure** on the occasion of the ADB Annual Meeting in Milan; **export credit** and internationalization support
- **Facilitated Finance**, **Investment**, **Equity** and **Export Credit** lines managed by **SIMEST**

CENTRAL ASIA

A STRATEGIC HUB FOR INFRASTRUCTURE AND TRADE

PRIORITY SECTORS

- ***Industrial Machinery***
- ***Energy infrastructure***
- ***Textile sector***
- ***Agribusiness***

2.2 **€ billion**
ITALIAN EXPORT 2024
+11.3% *compared to 2023*

MAIN ITALIAN EXPORT SECTORS

1. **MACHINERY AND EQUIPMENT** 43%
2. **TEXTILES AND CLOTHING** 16.7%
3. **MANUFACTURED PRODUCTS** 8.9%
4. **BASE METALS** 6.4%
5. **CHEMICALS** 5.2%
6. **TRANSPORT EQUIPMENT** 4%

% of total export in the area

ACTIONS

- Round table on Italy-**Kazakhstan** investments chaired by **VPoC/HOn. Minister Tajani**
- **Third Italy-Central Asia ministerial conference** with focus on economic cooperation
- Country Presentation: **Kyrgyzstan**
- Country Presentation: **Tajikistan**;
- Technical-led sectoral missions
- **Promotion** and development in the trade **fair sector, technology days** worth €430,000 and **incoming operators (ITA)**;
- **Export credit support** and **internationalization** by **SACE**; **Kazakhstan Push Strategy** in crucial sectors such as energy and infrastructure;
- **Credits for export** and internationalization and **CDP financing Line** in favor of the Kazakh development bank DBK (€200 million)
- **Facilitated Finance**, **Investment**, **Equity** and **Export Credit** lines managed by **SIMEST**

Ministero degli Affari Esteri
e della Cooperazione Internazionale

TOOLS FOR THE IMPLEMENTATION OF THE ACTION PLAN

ITA - Italian Trade Agency

National Pavilions at foreign trade fairs

This is a key initiative in ITA's promotional strategy. It aims to assist new businesses in entering foreign markets and consolidating their presence where already established. The initiative covers virtually the entire range of Italy's traditional, innovative, and emerging sectors. ITA offers **customized setups to promote the image of Made in Italy** and communication activities to enhance the collective participation of Italian businesses. In 2024, ITA organized 164 national pavilions in the countries included in the Action Plan, with the participation of 4,080 Italian companies. **In 2025**, **123 national pavilions** have already been organized or scheduled.

Incoming delegations to trade fairs in Italy

This is a crucial tool for strengthening the Italian trade fair system and expanding business opportunities for domestic exhibitors. ITA invites foreign professionals, including commercial figures (buyers, importers, agents, etc.), designers, architects, media representatives, and influencers. ITA also undertakes tailored communication actions in foreign markets to promote Italian exhibitions, events at trade fairs, thematic conferences, dedicated areas, and especially B2B meeting programs. **In 2024, a total of 125 incoming delegations visited Italy**, including those from countries included in the Action Plan. This activity will be further expanded in the current year.

Large-Scale organized distribution and E-commerce

This activity holds significant benefits for Italian businesses, as it enables the inclusion of new Italian suppliers, the consolidation of existing ones, and the **promotion of authentic Made in Italy products** through specific agreements with foreign large-scale retail chains or e-commerce platforms. The actions involve large advertising investments to generate traffic. ITA also provides straining for Italian businesses, foreign consumers, and sales staff. In 2024, 28 promotional activities were organized with large distribution and e-commerce partners in the countries listed in the Action Plan. This activity will be further strengthened in 2025.

ITA - Italian Trade Agency

Business forums and entrepreneurial missions

Delegations of Italian companies, focused on specific industries and supply chains, visit foreign markets to promote connections with local institutions and businesses. Politically-led business forums help strengthen bilateral relations, negotiate agreements and contracts, and create tangible commercial opportunities for companies of various sizes and sectors (goods and services sales, subcontracting, local procurement, etc.). In addition to institutional forum, ITA also organizes thematic presentations, company visits, and B2B programs. In 2024, numerous business forums and entrepreneurial missions were organized in the countries included in the Action Plan. In 2025, 6 missions are currently planned.

Support services for Italian businesses

The ITA Services Catalog offers a wide range of solutions for businesses starting their internationalization journey (Services to Know) as well as for those aiming to develop their presence in foreign markets (Services to Grow). Partner search, market analysis, product surveys, business meetings, regulatory and customs consulting are just some of the nearly 30 options that Italian companies can choose to receive assistance from ITA. Many of these services are provided free of charge. In 2024, ITA offices in the countries included in the Action Plan delivered over 17,000 services.

ITA office network

In the Action Plan countries, ITA operates 42 offices with over 200 staff, including Italian permanent employees and local trade analysts. This network ensures effective promotional and assistance activities, providing Italian businesses with robust support in their target markets.

SIMEST

Facilitated finance

Through the public fund F.394/81, SIMEST provides financing to enhance international competitiveness. These are low-interest loans (around 0.5%) aimed at investments by companies and production chains in sustainability, innovation, digitalization, skills development, and growth in foreign markets, with a particular focus on strategic geographies.

Equity Investments

SIMEST acquires minority, medium-to-long-term stakes in foreign companies owned by Italian enterprises in the context of greenfield, brownfield investments, or M&A transactions. SIMEST's involvement abroad enables the use of Venture Capital resources (Fund 394/81), a public tool with promotional conditions, and, in the case of investments outside the EU, interest rate subsidies on the proposing company's share, always financed through public resources (Fund 295/73).

Public Equity Funds

Starting in 2025, two public Equity funds will be active, drawing from the Fund 394/81, aimed at supporting the growth of SMEs with international development plans and strategic infrastructure projects abroad.

Export credit

Through the public Fund 295/73, SIMEST offers Italian exporters non-repayable export grants to minimize the financial costs borne by foreign buyers in contracts with medium-to-long-term deferred payments (≥ 24 months). Operations are carried out in the form of Buyer Credit, crucial for finalizing large strategic export orders, and Supplier Credit, which is important for smaller orders in the manufacturing sector, primarily involving SMEs and Mid-Caps.

Strategic assistance abroad

Since 2023, SIMEST has launched a plan to establish foreign branches in strategic geographies for Made in Italy (Serbia, Egypt, Vietnam, Brazil, Morocco) to provide strategic support to Italian companies wishing to enter and consolidate their presence in target markets.

SIMEST

Energy-intensive companies measure

The "Digital or Ecological Transition" tool has been renewed and extended to include **exporting energy-intensive companies (≥3%)** or those that have undertaken certified **energy efficiency pathways, with the aim of strengthening financial stability and alleviating the impact of energy costs**. These companies will be able to finance:

- **Up to 90% of the financing** for investments in capital strengthening.
- **The increase in share capital** and financing for shareholders in controlled companies up to €800,000.
- Expenses for **digital transition, sustainability, and innovation**.

A non-repayable grant of up to 20% is provided, along with an exemption from guarantees.

New Equity operations of the 394 Fund

The Facilitation Committee has also approved the implementation of two new sections of the 394 Fund, as provided by the 2025 Budget Law. These are the **"Growth Section"** and the **"Investments and Infrastructure Section".**

- **Growth SME Ceiling**

With an initial financial allocation of €100 million, the Growth Ceiling is intended for equity interventions to strengthen the share capital of small and medium-sized enterprises and medium-capitalized businesses, to support their internationalization processes and growth in international markets. Operations will be carried out in co-investment with leading private equity operators.

- **Infrastructure Investment**

With an initial financial allocation of €100 million, the measure is aimed at equity interventions in companies, directly or indirectly involved in infrastructure projects with Italian companies. It aims to enhance the global competitiveness of Italian businesses, with operations spanning all countries and a priority on projects in the Arabian Peninsula region.

CASSA DEPOSITI E PRESTITI (CDP)

Export Credit for Foreign Buyers for the Purchase of Italian Goods and Services

CDP supports foreign counterparties (businesses, governments, and banks) by granting medium- to long-term financing for the purchase of goods and services from Italian companies (and/or their foreign subsidiaries/affiliates). This initiative aims to support Italian exports by offering a competitive financial package. The financing is provided in co-financing with banks, ensuring foreign buyers the creation of strategic financial pools. This is made possible by CDP's role as an institutional actor committed to promoting the sustainable development of the projects and international economies it invests in. CDP's financing, available at fixed or variable rates, can be insured by SACE or other Export Credit Agencies. Additionally, SIMEST can stabilize the interest rate and offer non-repayable interest rate subsidies to reduce the rate applied to the financing. The joint intervention of CDP, SACE, and SIMEST allows foreign buyers to obtain financing with longer durations, favorable interest rates, and expand credit lines with the banking system.

Medium-to-Long-Term Credit to Italian Companies for Internationalization Plans

CDP provides medium- and long-term direct financing, at market conditions, to medium and large Italian companies (and/or their foreign subsidiaries/affiliates and foreign project companies with Italian sponsors) to support international growth (e.g., investments, acquisitions). The characteristics of the financing provided by CDP, adjustable according to the specific needs of the company, vary based on the investment plan's purpose, the counterparty's rating (and the target company's rating in the case of M&A transactions), and the "security package" proposed by the company. This operation may also involve a synergistic action by SACE and SIMEST to support businesses, respectively in terms of guarantees and equity loans.

CASSA DEPOSITI E PRESTITI

Financing Sustainable Projects of Italian Companies in Emerging or Developing Countries

CDP, in its role as the Italian Financial Institution for Development Cooperation, finances projects to support development in emerging or developing countries with high impact on the social, economic and environmental fabric. The facility is aimed at strategic projects implemented by medium and large enterprises and is implemented through medium- to long-term financing - with or without recourse on shareholders - to the benefit special purpose vehicles created ad hoc or directly to local businesses, structured on the basis of the specific characteristics of the investment project and business needs. In this context, CDP can support projects in pools with other lenders and investors.

International Market Support through the Business Matching Platform

CDP's support for Italian companies in foreign markets is further strengthened through the Business Matching Platform. The tool is operational in 19 countries (including India, China, Japan, Mexico, Indonesia, USA, South Africa, Brazil, Vietnam, Canada, UK, UAE, Tunisia, and Egypt), with the shared goal of further expanding to countries like Türkiye and Saudi Arabia in 2025. After registration, companies can access their dashboard, explore matches suggested by the algorithm, select relevant foreign counterparts, and initiate B2B contact in a secure environment.

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Export Credit

This tool supports the export of goods and/or services and/or the execution of works abroad by Italian companies, in relation to commercial contracts with foreign counterparts (sovereigns, public entities, banks, private entities) through the provision of insurance coverage.

1. **Supplier Credit**: it guarantees individual transactions against the risk of non-payment for payment terms of 24 months or more to OECD countries and without time limits in all other countries. The policy facilitates the monetization of insured receivables through non-recourse discounting of the notes, with transfer (endorsement) of the policy to the bank or another financial intermediary.
2. **Buyer credit**: it guarantees financing granted by banks to foreign clients, either on a corporate or project finance basis, in transactions involving the Italian company or its foreign subsidiaries as the exporter, investor, or buyer.
3. **Documentary Credit Confirmation Policy**: it allows the Italian bank, involved in confirming credits on individual commercial transactions made abroad by the Italian company, to be covered against the risk of non-repayment by the foreign bank.

Support for Internationalization

This operational area involves SACE's intervention through the issuance of guarantees for the risk of non-repayment regarding financing, bonds, debt securities, and other financial instruments related to the internationalization process of Italian companies.

1. **Push Strategy**: the Push Strategy encourages Italian exports, especially from SMEs, by facilitating access to foreign markets through partnerships with major international buyers. It guarantees general-purpose financing on medium/long-term terms, granted by banks to high-profile foreign counterparties, such as large companies, public entities, and financial institutions. In exchange, the beneficiary commits to considering Italian suppliers and participating in business matching meetings with Italian SMEs.

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2.Growth and Internationalization Guarantee: this tool supports Italian companies in their growth processes in foreign markets by guaranteeing financing granted by partner banks to support project activities related to internationalization, including acquisitions, infrastructure investments, investments in production capacity, and innovations in sustainability (e.g., new technologies, energy efficiency, pursuing environmental goals, etc.).

3.Guarantees: bonds include various types of guarantees that ensure the fulfillment of contractual obligations and the proper execution of works. These guarantees may refer to participation in foreign tenders, the signing of contracts if awarded, proper execution of contracts, and the quality of works, as well as the repayment of advances paid by the client.

Political Risk Insurance: this tool protects capital contributions abroad (loans and equity) against political risks (such as nationalization, embargoes, civil unrest) that could cause losses to the invested capital in all cases where a company is established abroad or an acquisition is made, even in joint ventures with non-Italian partners.

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ASIA-PACIFIC FOCUS

July 2, 2025

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