



Ministero degli Affari Esteri
e della Cooperazione Internazionale



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

TARGET
700 billion €



in collaboration with



April 15, 2025



Ministero degli Affari Esteri
e della Cooperazione Internazionale





EXPORTS: A PRIORITY OF THE ITALIAN GOVERNMENT

Italy is a global export powerhouse, accounting for **40% of its GDP**. We rank as 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. In 2024, Italian exports reached €623.5 billion, experiencing a slight decline in value (-0.4%) due to a moderate contraction in the EU area, counterbalanced by **record exports to non-EU countries, totaling €305.4 billion (+1.2%)**.



Italy witnessed a significant increase in the trade surplus, reaching €54.9 billion (+61%), driven by the reduction in imports and the decrease in the energy deficit. The goal is to reach **€700 billion in exports** by the end of the legislative term. To achieve this, we have developed an **Action Plan to accelerate exports through an integrated promotion strategy involving various key players within the "Sistema Italia", focusing on high-potential markets and leading sectors of "Made in Italy"**.

Italy seeks dialogue with all global partners and aims to be the key EU ambassador in its relations with the United States, which accounts for almost 11% of our exports. It is crucial to find common ground and avoid a "trade war" that would be detrimental to both the United States and Europe. The Italian Government can act as a bridge, fostering open and constructive dialogue across the Atlantic and serving as Europe's representative to the U.S. administration. We must insist on dialogue and explore mutual concessions without falling into a cycle of retaliatory measures.

STRATEGY WITH EUROPE

Key targets include: **strengthening the European market** and its competitiveness through significant bureaucratic streamlining and an **industrial policy** that lowers production and energy costs; encouraging private investment by completing the Capital Markets Union; developing a revitalization strategy for the EU, also by promoting a proactive role for the European Central Bank; **increasing defense spending**, also by reinforcing industrial cooperation with the U.S. by purchasing American military products without dogmatism; urging the European Commission to **expand the network of free trade agreements**, which offer valuable **opportunities to diversify** Italian exports.





STRATEGY WITH THE UNITED STATES

Italy enjoys a trade surplus of **€38.8 billion** with the United States. Given the U.S. administration's announcement of tariffs, it is imperative to further **strengthen economic ties with the US**, also to rebalance the trade surplus. A "transactional strategy" could include agreements on natural gas (LNG) and defense procurement. **It is crucial to maintain the presence of Italian businesses in the U.S. market** since exiting would entail significant re-entry costs. Moreover, strengthening our entrepreneurial footprint in the U.S. could help **mitigate the impact of American tariffs** on Italian exports. Together with European partners, Italy should respond to U.S. tariffs in close coordination with the European Commission and Trade Commissioner Šefčovič, ensuring a proportional and non-escalatory reaction, leveraging the tools available within the EU, and seeking every possible opportunity for constructive dialogue. We can also explore **potential opportunities arising from the dollar's performance** and from the precautionary stockpiling of Italian goods by U.S. companies. Additionally, **high U.S. tariffs on other global regions could create competitive advantages for Made in Italy products.**

A COMPREHENSIVE STRATEGY TO STRENGTHEN ITALIAN EXPORTS WORLDWIDE

Providing comprehensive support for Italian exports is a **top foreign policy priority for this Government**. Growth in exports can be achieved by **boosting production**, primarily through **reducing energy costs** and expanding into high-potential markets. The scope is to accelerate the penetration of Italian exports into high-growth markets, while simultaneously **support exports also in traditional markets, with a particular focus on Germany** – Italy's primary trading partner – alongside with the recovery of its economy. Among the most promising emerging markets for Italian exports are: **India, Mexico, Brazil (and more broadly, Mercosur and Latin America), Türkiye, the UAE, Saudi Arabia (and the Gulf countries), ASEAN nations (especially Thailand, Vietnam, Indonesia, and the Philippines), certain African nations (notably South Africa and Algeria), the Western Balkans (especially Serbia), and Central Asia.**

In many of these countries, **negotiations** for new or updated free trade agreements with the EU are ongoing or have been finalized on a technical level.

Several industrialized nations also present high-untapped potential, including the **United Kingdom, Switzerland, Japan, and Canada.**

All Italian Embassies are actively working on the release of **Country Guides under the "Diplomazia della Crescita" (Growth Diplomacy) initiative.**





EXPORT OUTLOOK FOR 2024: GENERAL TRENDS & HIGH-POTENTIAL MARKETS

In non-EU markets, **high potential** emerging countries include: Türkiye (€17.6 billion, +23.9%), UAE (€7.9 billion, +19.4%), Mexico (€6.6 billion, +7.4%), Saudi Arabia (€6.2 billion, +27.9%), Brazil (€5.8 billion, +8.1%), India (€5.2 billion, +1%), Algeria (€2.9 billion, +2.7%), South Africa (€2.2 billion, -0.6%), ASEAN countries (€10.7 billion, +10.3%), Vietnam (€1.5 billion, +25.8%), Indonesia (€1.2 billion, -9.9%), Philippines (€0.9 billion, +10.4%), Western Balkans (€6.5 billion, +13.4%), Serbia (€2.7 billion, +17.4%), and Central Asia (€2.16 billion, +11.3%).

EXPORT PROMOTION TOOLS

The Action Plan was developed through constant dialogue with the private sector, particularly with **business associations, the network of the Italian Chambers of Commerce and large publicly-owned enterprises**, like Poste Italiane. Its implementation will be accompanied by close collaboration with the financial sector, particularly Borsa Italiana, with the aim of promoting small and medium-sized enterprises." **It integrates various promotion tools available to the "Sistema Italia"**, including some innovative mechanisms. In particular: the Ministry of Foreign Affairs and International Cooperation has activated SIMEST-managed measures to support export growth in strategic geographic areas, including new configurations of Funds 394/81 and 295/73 to financially support infrastructure projects, **energy-intensive businesses, and SME growth**. The **Italian Trade Agency** will implement "Opportunitalia", a plan to generate commercial leads for Italian companies across 20 key markets. **SACE will enhance its push strategy to open new business opportunities. CDP (Cassa Depositi e Prestiti) will intensify its efforts to facilitate access to international markets for Italian operators** through export credit tools and targeted business-matching actions. With this comprehensive plan, we aim to further strengthen Italian exports worldwide and enhance the global presence of Made in Italy.

ANTONIO TAJANI
VICE-PRESIDENT OF THE COUNCIL OF MINISTERS
AND MINISTER OF FOREIGN AFFAIRS AND
INTERNATIONAL COOPERATION





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THE OVERALL FRAMEWORK

This **Action Plan** is designed to further promote Italian exports of the key sectors of Made in Italy in high-potential international markets. The Ministry of Foreign Affairs and International Cooperation has adopted it, in coordination with the agencies of the “sistema italia” and organizations representing the business community, with the goal of reaching €700 billion in exports by the end of the legislative term.

The **Diplomazia della Crescita (Growth Diplomacy)**, a comprehensive support for Italian exports, is a top foreign policy priority of the Government. The Export Action Plan is part of a broader European and international policy strategy.

Emerging markets and geographical areas with high development potential have been identified. These include (in order of Italian exports): Türkiye, China, United Arab Emirates, Mexico, Saudi Arabia, Brazil, India, ASEAN countries (particularly Thailand, Vietnam, and Indonesia), African nations (including Algeria), the Western Balkans (particularly Serbia), and Latin American countries. Additionally, **high-potential mature non-EU markets** include: the United States, Switzerland, the United Kingdom, Japan, and Canada.

The Action Plan **integrates several promotion tools available to MAECI, ITA, SIMEST, SACE, and CDP**, some of which are innovative in nature. This is a dynamic document that can be expanded and enriched through continuous dialogue between institutions and businesses to seize every opportunity offered by international markets.

In the next sections, the Action Plan outlines key actions for the countries listed above, along with **summary tables** that cross-reference target countries and key Italian export sectors, as well as **detailed sheets** on the operational tools provided by the Plan.



HIGH-POTENTIAL EXTRA-EU MARKETS

EMERGING MARKETS

- TÜRKIYE
- CHINA
- UNITED ARAB EMIRATES
- MEXICO
- SAUDI ARABIA
- BRAZIL
- INDIA
- SOUTH AFRICA
- ALGERIA

REGIONS :

- ASEAN
- WESTERN BALKANS
- AFRICA
- LATIN AMERICA
- CENTRAL ASIA

MATURE MARKETS

- UNITED STATES OF AMERICA
- SWITZERLAND
- UNITED KINGDOM
- JAPAN
- CANADA

TOOLS FOR THE IMPLEMENTATION OF THE ACTION PLAN





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EMERGING MARKETS





ITALIAN EXPORT POSITIONING

TÜRKIYE

10th EXPORT
DESTINATION
MARKET FOR
ITALIAN EXPORTS



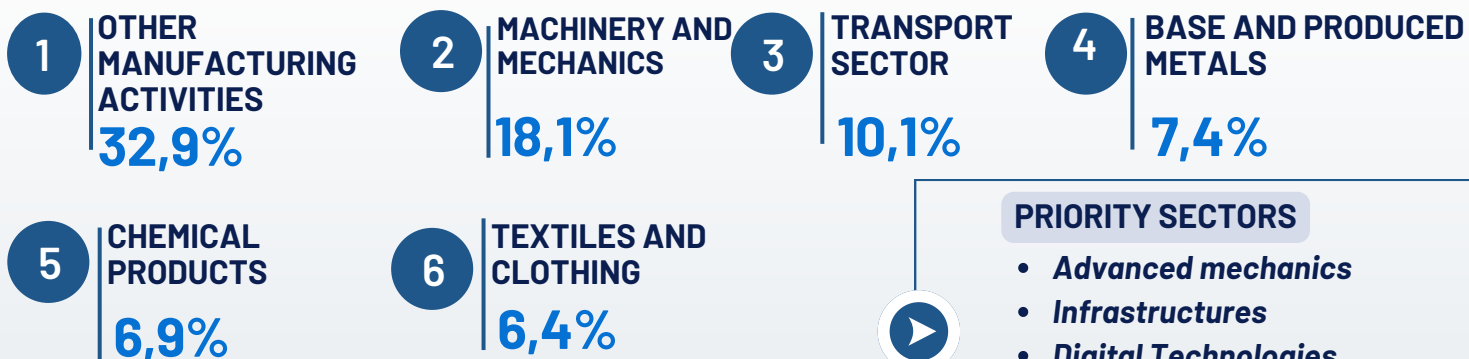
2,8 %
OF TOTAL
EXPORTS OF
ITALY

17,6 bn €

ITALIAN EXPORT 2024

+23,9% compared to 2023

MAIN SECTORS OF ITALIAN EXPORTS



% of total export in the country

PRIORITY SECTORS

- Advanced mechanics
- Infrastructures
- Digital Technologies
- Defense
- Luxury

ACTIONS

- ▶▶ Rome, Aprile 29, 2025 - Entrepreneurial Forum chaired by the VPoC/ Hon. Minister Tajani
- ▶▶ Trade fairs, business missions, large-scale organized retail agreements, and e-commerce for €700,000 and incoming operators (ITA)
- ▶▶ ITA business matching, Opportunitalia Program, and launch of the CDP Platform
- ▶▶ Export and internationalization credits and finance for development by CDP
- ▶▶ Export Credit and internationalization support and SACE business matching initiatives in the infrastructure and utilities sectors and promotional initiatives in the Italian supply chain for components, logistics, handling, and packaging
- ▶▶ Facilitated finance, Investment Line, Equity and Export Credit from SIMEST

CHINA

A MARKET OF 1.4 BILLION CONSUMERS



ITALIAN EXPORT POSITIONING

CHINA

11th EXPORT MARKET
FOR ITALIAN GOODS



2,5 %
OF TOTAL
EXPORTS OF
ITALY



SUPPLIER OF
ITALY

15,3 bn €

ITALIAN EXPORT 2024

-20% compared to 2023

MAIN SECTORS OF ITALIAN EXPORTS

1

TEXTILES AND
CLOTHING

26,4%

2

MACHINERY AND
MECHANICS

23,3%

3

PHARMACEUTICALS AND
CHEMICALS

13,8%

4

OTHER
MANUFACTURING
ACTIVITIES

6,0%

5

TRANSPORT
SECTOR

5,7%

PRIORITY SECTORS

- High-quality goods
- Agri-food and wine
- Fashion
- Pharmaceuticals and biomedical
- Cosmetics
- Mechanics

% of total export in the country

ACTIONS

- ✓ **2024-2027 Action Plan** for Strengthening 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** for €7,850,000 and incoming operators (ITA)
- **ITA Business Matching, Opportunitalia** Program, and **CDP Platform**
- **Export and internationalization credits** from CDP
- **Facilitated finance, investment line, Equity and Export Credit** from **SIMEST**
- **Export Credit** and **internationalization** support from **SACE**. **Push Strategy** and **Business Matching** initiatives from **SACE** with a focus on **machinery**



ITALIAN EXPORT POSITIONING

U.A.E.



MARKET
DESTINATION FOR
ITALIAN EXPORT IN
THE **MENA AREA**



19,7 %
OF TOTAL
EXPORTS IN
THE **MENA**
AREA



7,9 bn €
ITALIAN EXPORT 2024
+19,4% compared to 2023

MAIN SECTORS OF ITALIAN EXPORTS

1

MANUFACTURING
PRODUCTS
22,1%

2

MACHINERY AND
MECHANICS
18,2%

3

TEXTILES AND
CLOTHING
15,5%

4

BASE AND
PRODUCED METALS
7,2%

5

CHEMICALS
7,1%



PRIORITY SECTORS

- **Green technologies**
- **Agri-food**
- **Luxury**
- **Defense**

% of total export in the country

ACTIONS

- ✓ **Rome, February 24, 2025 – Business Forum**, focus on infrastructure, energy, defense, and space
- **Fairs, Business Missions, large-scale organized retail and E-commerce agreements** for €3,850,000 and incoming operators (ITA)
- **ITA business matching, OpportunItalia Program, and CDP Platform**
- ✓ **CDP Agreement with Abu Dhabi Investment Office** to support collaboration between companies
- **Export and internationalization credits** from CDP and collaboration with Emirati funds and contractors
- ✓ **Signing of 3 SACE agreements** for collaborations in renewable energy and water treatment sectors for €450,000,000
- **Business matching** initiatives in the **energy** sector and **export credit** and **internationalization** support from **SACE**
- Public fund for **Infrastructure** managed by **SIMEST** (€100 million); **Facilitated finance, Equity Line and Export Credit**

MEXICO

A HUB FOR THE NORTH AMERICAN MARKET



ITALIAN EXPORT POSITIONING

MEXICO



**EXPORT
DESTINATION
MARKET FOR
ITALIAN GOODS IN
LATIN AMERICA**



31,6 %
OF TOTAL EXPORTS
IN
LATIN AMERICA



6,6 bn €
ITALIAN EXPORT 2024
+7,4% compared to 2023

MAIN SECTORS OF ITALIAN EXPORTS

1

**MACHINERY AND
MECHANICS**

35,5%

2

**TRANSPORT
SECTOR**

14,9%

3

**MANUFACTURING
ACTIVITIES**

8,4%

4

BASE METALS

8,4%

5

CHEMICALS

6,6%

6

TEXTILES

5,4%

% of total export in the country

PRIORITY SECTORS

- *Transport, automotive and sustainable mobility, infrastructure, and energy transition*
- *Agricultural machinery and agri-food processing*
- *Pharmaceuticals and biotech*

Negotiation for the revision of the EU-Mexico Global Agreement
great potential for new opportunities

ACTIONS

- **Mexico City, May 22-24, 2025 - System mission** led by the **VPoC/ Hon. Minister Tajani**
- **Fairs, Business Missions, large-scale organized retail and E-commerce agreements** for €800,000 and incoming operators (ITA)
- **ITA business matching**, OpportunItalia Program, and CDP Platform
- **Export and internationalization credits** and Finance for development from CDP
- **SACE business matching** activities during fairs organized in Italy and Mexico and **Export Credit** and **internationalization** support
- Package of measures **Facilitated finance** and **Export credit** by **SIMEST** for Latin America (€500 million); **Equity and Export Credit Line**



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MEXICO

**ACTION PLAN
FOR ITALIAN EXPORTS**

SAUDI ARABIA

EXTRAORDINARY OPPORTUNITIES THANKS TO VISION 2030



ITALIAN EXPORT POSITIONING

SAUDI ARABIA



EXPORT
DESTINATION
MARKET FOR
ITALIAN GOODS IN
THE **MENA AREA**



15,4 %
OF TOTAL
EXPORTS IN THE
MENA AREA



6,2 bn €
ITALIAN EXPORT 2024
+27,9% compared to 2023

MAIN SECTORS OF ITALIAN EXPORTS

1

MACHINERY

35,6%

2

**MEDICINE AND
PHARMACEUTICALS**

6,8%

3

OIL REFINING PRODUCTS

4,3%

4

**STEEL PIPES AND
FITTINGS**

3%



PRIORITY SECTORS

- *Renewable energy*
- *Infrastructure*
- *Fashion and luxury*
- *Defense*
- *Pharmaceuticals*
- *Furniture/Home décor*

% of total export in the country

ACTIONS

- ▶ **System mission** led by the **VPoC/Hon. Minister Tajani** and **Sectoral Business Forum** - date to be defined
- ▶ **Expo Riyadh 2030** and the **2034 FIFA World Cup**: opportunities for major urban development and infrastructure projects
- ▶ **Fairs, Business Missions, large-scale organized retail and E-commerce agreements** for €800,000 and incoming operators (ITA)
- ▶ **ITA business matching, Opportunitalia** Program, and upcoming launch of the **CDP Platform**
- ▶ **CDP export and internationalization credits** and collaboration with Saudi funds and contractors
- ✓ **SACE agreements** worth \$6.6 billion signed during the government mission in January 2025
- ▶ **SACE business matching** activities in the following sectors: infrastructure and transport, electrical, energy, and food; **Export Credit** and **internationalization** support
- ▶ **Infrastructure Fund** managed by **SIMEST** (€100 million); Facilitated finance, Equity and Export Credit Line; opening of a representative office in Riyadh in 2025

BRAZIL

THE GREAT OPPORTUNITY OF MERCOSUR



ITALIAN EXPORT POSITIONING

BRAZIL



EXPORT
DESTINATION
MARKET FOR
ITALIAN GOODS IN
LATIN AMERICA



27,6 %
OF TOTAL EXPORTS
IN **LATIN AMERICA**



5,8 bn €
ITALIAN EXPORT 2024
+8,1% compared to 2023

MAIN SECTORS OF ITALIAN EXPORTS

1

**MACHINERY AND
MECHANICS**

31,8%

2

**TRANSPORT
SECTOR**

14,8%

3

CHEMICALS

9,5%

4

PHARMACEUTICS

7,6%

5

BASE METALS

7,3%

5

FOOD INDUSTRY

5,7%



PRIORITY SECTORS

- **Automotive**
- **Agri-food**
- **Renewable energy**

% of total export in the country

EU-MERCOSUR AGREEMENT Great potential for new opportunities

ACTIONS

- ✓ **São Paulo, October 9, 2024 - Business Forum** chaired by the **VPOC/Hon. Minister Tajani** - focus on agribusiness, infrastructure, energy, industrial machinery, extractive technologies, and water treatment
- Sectoral missions following the **Business Forum** in October 2024; focus on energy transition, industrial machinery, water treatment, and fashion
- **Fairs, Business Missions, large-scale organized retail and E-commerce agreements** for €1,600,000 and incoming operators (ITA)
- **ITA business matching, Opportunitalia Program, and CDP Platform**
- **CDP export and internationalization credits** and Finance for development
- Matchmaking events by **SACE** and **Banco do Brasil** for Italian and Brazilian companies
- **Business matching** initiatives from **SACE** in the renewable energy, electrical, and steel sectors. **Export Credit** and **internationalization** support from **SACE**
- Package of measures Facilitated finance and Export Credit managed by **SIMEST** for **Latin America** (€500 million), **Equity** and **Investment Line**



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BRAZIL

**ACTION PLAN
FOR ITALIAN EXPORTS**

INDIA

AN ECONOMY WITH ENORMOUS POTENTIAL



ITALIAN EXPORT POSITIONING

INDIA

4th EXPORT MARKET FOR
ITALIAN PRODUCTS
IN **CENTRAL-
EASTERN ASIA**



9,2 %
OF ITALIAN
EXPORT IN
**CENTRAL-
EASTERN ASIA**

5,2 bn €
ITALIAN EXPORT 2024
+1% compared to 2023

Emerging market with great growth potential

MAIN SECTORS OF ITALIAN EXPORTS

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 in 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 economic and industrial partnership, signed in November 2024 by the two Heads of Government
- ✓ **April 10-11, 2025 - Business and Innovation 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 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 development
- **Push Strategy** for over 2 billion€ from **SACE** and **business matching** initiatives in the sectors of renewable energy, steel, infrastructure, and energy. **Export Credit** and **internationalization** support from **SACE**
- **SIMEST**: India Measure; Equity and Export Credit Line;
- ✓ **SIMEST**: opening of a representative office - April 2025

SOUTH AFRICA

MAIN TRADING PARTNER IN AFRICA



ITALIAN EXPORT POSITIONING

SOUTH AFRICA
EXPORT MARKET FOR
ITALIAN GOODS IN
SUB-SAHARAN
AFRICA



36,6 %
OF TOTAL EXPORT
SUB-SAHARAN
AFRICA



2,2 bn €
ITALIAN EXPORT 2024
-0,6% *compared to 2023*

MAIN EXPORT SECTORS OF ITALY

1 | **MACHINERY**
20,5%

2 | **PETROLEUM**
PRODUCTS
14,9%

3 | **JEWELRY**
18,4%

4 | **CHEMICALS**
2,8%



PRIORITY SECTORS

- **Infrastructure and transportation**
- **Machinery**
- **Critical raw materials (CRMs)**

% of total export in the country

ACTIONS

- ✓ Italy-Africa Business Dialogue Forum
- ✓ Regional Meeting in Cape Town
- Seizing the opportunities offered by the South African market to access to the **African Continental Free Trade Area (AFCFTA)**
- **Trade fairs, business missions** worth 300.000€ and incoming operators (ITA)
- **CDP export and internationalization credits** and Finance for development; **Collaboration agreements** with the South African Development Bank (DBSA) and **business matching** platform (CDP)
- Africa-dedicated 394/81 fund measure, managed by **SIMEST**
- **Export Credit** and **internationalization** support by **SACE**

ALGERIA

STRATEGIC PARTNER FOR ENERGY AND INFRASTRUCTURE



ITALIAN EXPORT POSITIONING

ALGERIA

5th EXPORT MARKET
FOR ITALIAN
PRODUCTS IN THE
MENA AREA



7,2 %
OF ITALIAN
EXPORT IN THE
MENA AREA



1 ENERGY SUPPLIER
OF ITALY



2,9 bn €
ITALIAN EXPORT 2024
+2,7% compared to 2023

MAIN EXPORT SECTORS OF ITALY

1

**MACHINERY AND
MECHANICS**
29,5%

2

CHEMICALS
11,4%

3

**MEANS OF
TRANSPORTATION**
11,4%

4

**BASE AND PRODUCED
METALS**
11,2%

5

**COKE AND PETROLEUM
PRODUCTS**
9,4%

6

RUBBER AND PLASTICS
5,8%



PRIORITY SECTORS

- Machinery and industrial equipment
- Automotive
- Energy
- Chemicals and pharmaceuticals

% of total export in the country

ACTIONS

✓ **3 March 2025 - Roundtable** between Italian and Algerian companies during the visit of the **VPoC/Hon. Minister Tajani**

- Opportunities offered by the **SouthH2 Corridor Project**
- **Trade fairs, business missions** for €500,000 and incoming operators (ITA)
- **CDP export and internationalization credits**
- Africa-dedicated Facilitated finance measure, managed by **SIMEST, Investment Line, Equity** and **Export Credit**
- **Export Credit and internationalization** support by **SACE**



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ALGERIA

**ACTION PLAN
FOR ITALIAN EXPORTS**



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REGIONS



ASEAN

A FAST-GROWING REGION

PRIORITY
SECTORS

*Machinery, Renewable energy,
Chemicals, Textiles, Agri-food*



10,7 bn €

ITALIAN EXPORT 2024

+10,3% compared to 2023



THAILAND

2nd EXPORT MARKET FOR
ITALIAN PRODUCTS IN
THE ASEAN AREA

18,2%

of total export in the ASEAN area

1,9 bn €
EXPORT IT. 2024

+2,2% compared to 2023

PRIORITY SECTORS

- Machinery and mechanics
- Textiles and clothing
- Electronics and optics
- Transport sector and componentry

Government investments in **digitalization** and **infrastructure** create opportunities in the **high-tech** and **transportation** sectors.



VIETNAM

4th EXPORT MARKET FOR
ITALIAN PRODUCTS IN
THE ASEAN AREA

14,4%

of total export in the ASEAN area

1,5 bn €
EXPORT IT. 2024

+25,8% compared to 2023

PRIORITY SECTORS

- Textiles and clothing
- Industrial machinery/equipment
- Renewable energy
- Chemicals and pharmaceuticals
- Food industry
- Infrastructure and mobility
- Defense

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



INDONESIA

5th EXPORT MARKET FOR
ITALIAN PRODUCTS IN
THE ASEAN AREA

11,7%

of total export in the ASEAN area

1,2 bn €
ITALIAN EXPORT 2024

-9,9% compared to 2023

PRIORITY SECTORS

- Industrial machinery/equipment
- Renewable energy
- Chemicals and pharmaceuticals
- Textiles and fashion
- Agri-food

ACTIONS

- **Milan, May 4-7, 2025 - Economic partnership promotion events** on the occasion of the Asian Development Bank Governors' Meeting
- Political or technical **business missions**, also in occasion of the High-Level Dialogue in November 2025
- **Fairs, large-scale organized retail and e-commerce** agreements for €2,650,000 and Incoming operators (ITA)
- **ITA business matching, OpportunItalia** Program, and **CDP Platform**
- Credits for export and internationalization, and Finance for development from **CDP** (with focus on energy transition)
- **Push Strategy** and **Business matching** activities by **SACE** in the sectors of food industry and energy; thematic **SACE** session on **sustainable infrastructures** during the ADB Annual Meeting in Milan; **export credit** and **internationalization** support
- **Facilitated finance, Investment Line, Equity** and **Export Credit** from **SIMEST**

WESTERN BALKANS

AN AREA OF STRATEGIC IMPORTANCE

PRIORITY SECTORS

- *Infrastructure and logistics networks (railways, highways, ports)*
- *Energy transition*



6,5 bn €

ITALIAN EXPORT 2024

+13,4% compared to 2023

MAIN SECTORS OF ITALIAN EXPORTS

1

TEXTILES/
CLOTHING

16,8%

2

BASE AND PRODUCED
METALS

14%

3

FOOD INDUSTRY

13,7%

4

MACHINERY

13,2%

5

RUBBER AND
PLASTICS

8,6%

6

CHEMICALS

8,2%

% of total export in the area

ACTIONS

- ✓ **Belgrade, January 31, 2025 - Italy-Serbia Business Forum** chaired by the VPoC/ Hon. Minister Tajani
- Possible technical-led sector missions in infrastructure, energy, and logistics
- **Fairs, business missions** for €350,000, and incoming operators for Serbia (ITA)
- **Business matching** through the **CDP Platform**
- ✓ CDP funding line (€100 million) to support Serbia's energy transition and in support of SMEs in Serbia and Albania through Italian credit institutions (€100 million)
- Export and internationalization credits and finance for development from **CDP**
- ✓ Two **SACE Push strategies**: one with Telekom Srbija (€200 million) and one with the Serbian Ministry of Finance (€200 million), including related business
- matching activities; **Export Credit** and **internationalization** support
- Package of **measures** from fund 394/81 managed by **SIMEST** for the **Western Balkans** (€400 million); Investment Line, **Equity** and **Export Credit Line**



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WESTERN BALKANS

ACTION PLAN
FOR ITALIAN EXPORTS

AFRICA

AN INVESTMENT IN THE FUTURE IN THE SPIRIT OF THE "MATTEI PLAN"

PRIORITY SECTORS

- Energy and digital transition
- Sustainable mobility
- Instrumental mechanics and agribusiness



20,0 bn €

ITALIAN EXPORT 2024

-2,8% compared to 2023

MAIN SECTORS OF ITALIAN EXPORTS

1

MACHINERY AND MECHANICS

22,4%

2

COKE AND PETROLEUM PRODUCTS

16,7%

3

BASE AND PRODUCED METALS

10,3%

4

CHEMICALS

7,6%

5

ELECTRICAL APPLIANCES

7,6%

6

TEXTILES AND CLOTHING

6,6%

% of total export in the area

ACTIONS

►► POSSIBLE POLITICAL-LED BUSINESS FORUMS

- IVORY COAST
- KENYA
- UGANDA

►► SECTORIAL MISSIONS LED BY TECHNICAL GUIDANCE

- ✓ TANZANIA
- CAMEROON
- ANGOLA
- MOZAMBIQUE
- ETHIOPIA
- SENEGAL

- Fairs, business missions, training actions for €4,050,000, and **incoming** operators (ITA)
- **Technology centers** for assistance, promotion, and training services on Italian technologies and processing methods
- Opening of **CDP representative offices** in Nairobi and Abidjan
- Activation of the **CDP Africa Fund** to finance (up to €500 million) companies with a stable presence on the continent; collaboration with the African Development Bank and with regional development banks (BOAD, AFC, Afreximbank, and TDB)(**CDP**)
- **Business matching** through the **CDP Platform**
- **Push Strategy, business matching** activities, and training initiatives (Africa Champion Program), **Export Credit** and **internationalization** support by **SACE**
- Fund Africa Measure managed by **SIMEST** (€200 million); **Investment, Equity** and **Export Credit** Line
- Possible **feasibility studies** in the **infrastructure** sector

LATIN AMERICA

NEW OPPORTUNITIES IN AN ECONOMIC AREA
COMPLEMENTARY TO EUROPE

PRIORITY SECTORS

- *Logistics Infrastructure*
- *Industrial Machinery*
- *Energy Transition*
- *Raw Materials*



20,9 bn €
ITALIAN EXPORT 2024

+6,7% compared to 2023

MAIN SECTORS OF ITALIAN EXPORTS

1

**MACHINERY AND
MECHANICS**

31,7%

2

**TRANSPORT
SECTOR**

15,9%

3

METALS

7,7%

4

CHEMICALS

7,5%

5

**MANUFACTURED
PRODUCTS**

7,3%

6

FOOD INDUSTRY

5,0%

% of total exports in the area

ACTIONS



POSSIBLE POLITICAL-LED BUSINESS FORUMS

- ✓ ARGENTINA
- ✓ BRAZIL
- MEXICO



SECTORIAL MISSIONS LED BY TECHNICAL GUIDANCE

- ✓ CHILE
- PERU

- ▶▶ 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 €3,150,000 and **incoming operators (ITA)**.
- ▶▶ **ITA business matching, Opportunitalia** Program, and **CDP Platform**
- ▶▶ **Export Credit** and internationalization, as well as Finance for development by CDP.
- ▶▶ Package of measures from funds 394/81 and 295/73 managed by **SIMEST** for **Latin America** (€500 million)
- ▶▶ **Push Strategy** and **business matching** activities by **SACE**. **Export Credit** and **internationalization** support by **SACE**



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LATIN AMERICA

ACTION PLAN
FOR ITALIAN EXPORTS

CENTRAL ASIA

A STRATEGIC HUB FOR INFRASTRUCTURE
AND TRADE

PRIORITY SECTORS

- *Industrial machinery*
- *Energy infrastructure*
- *Textiles*
- *Agribusiness*



2,2 bn €
ITALIAN EXPORT 2024

+11,3% compared to 2023

MAIN SECTORS OF ITALIAN EXPORTS

1

**MACHINERY AND
MECHANICS**

43%

2

**TEXTILES AND
CLOTHING**

16,7%

3

**MANUFACTURED
PRODUCTS**

8,9%

4

BASE METALS

6,4%

5

CHEMICALS

5,2%

6

TRANSPORT SECTOR

4,0%

% of total exports in the area

ACTIONS

- ✓ **Roundtable** on Italy-Kazakhstan investments chaired by the **VPoC/Hon. Minister Tajani**
- ✓ **Third Italy-Central Asia Ministerial Conference** with a focus on economic cooperation
- ✓ Country Presentation: **Kyrgyzstan**
- ✓ Country Presentation: **Tajikistan**
- Sector-specific technical-led missions
- **Fairs, Technology Days** for €430,000, and **incoming** operators (ITA)
- **Export Credit** and internationalization support by **SACE**; Kazakhstan Push Strategy in crucial sectors such as energy and infrastructure
- Export and internationalization **credits** 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**



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CENTRAL ASIA

ACTION PLAN
FOR ITALIAN EXPORTS



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MATURE MARKETS



UNITED STATES OF AMERICA



ITALIAN EXPORT POSITIONING

USA



EXPORT MARKET
FOR ITALIAN
PRODUCTS



10,4 %
OF TOTAL EXPORTS
OF ITALY



64,7 bn €
ITALIAN EXPORT 2024
-3,6% compared to 2023

MAIN SECTORS OF ITALIAN EXPORTS

1

MACHINERY
19,8%

2

**PHARMACEUTICS
AND CHEMICALS**
15,5%

3

**TRANSPORT
SECTOR**
12,3%

4

FOOD INDUSTRY
12%

5

**TEXTILES
AND CLOTHING**
8,6%

6

**OTHER MANUFACTURING
ACTIVITIES**
7,8%



**CROSS-SECTOR PROMOTION
ACTION IN ALL PRIORITY EXPORT
SECTORS**

% of total export in the country

ACTIONS

- ▶▶ Sector missions – focus on the **main sectors** of our export
- ▶▶ **Fairs, business missions, large-scale organized retail and e-commerce agreements** for €24,000,000 and incoming operators (ITA)
- ▶▶ **ITA business matching, OpportunItalia** Program, and **CDP Platform**
- ▶▶ **Export and internationalization credits** from **CDP** (first initiative of 2025 in support of an M&A operation already finalized for €125 million in the construction sector) and promotion of collaboration between **innovation ecosystems**
- ▶▶ **Facilitated finance, Investment Line**, Equity and Export Credit from **SIMEST** and opening of the representative office in New York – first half of 2025
- ▶▶ Export and internationalization credits support from **SACE**



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UNITED STATES OF AMERICA

**ACTION PLAN
FOR ITALIAN EXPORTS**



ITALIAN EXPORT POSITIONING

SWITZERLAND

5th EXPORT MARKET
FOR ITALIAN
PRODUCTS



4,9%
OF TOTAL
EXPORTS OF ITALY



30,2 bn €
ITALIAN EXPORT 2024
-0,9% compared to 2023

MAIN SECTORS OF ITALIAN EXPORTS

1

**PHARMACEUTICS E
CHEMICALS**

30,2%

2

BASE METALS

12,7%

3

**TEXTILES AND
CLOTHING**

8,4%

4

**MANUFACTURING
PRODUCTS**

8,2%

5

TRANSPORT SECTOR

7,2%



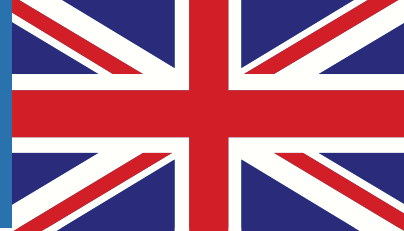
PRIORITY SECTORS

- **Biotech**
- **Agri-food**
- **Luxury**
- **Aerospace**
- **Shipbuilding**

% of total export in the country

ACTIONS

- ▶ **Economic partnership** initiatives during high-level bilateral visits
- ▶ **Fairs, business missions, large-scale organized retail and e-commerce agreements** for €2,200,000 and incoming operators (ITA)
- ▶ **ITA business matching, OpportunItalia** Program
- ▶ Promotion tools from **SIMEST** and **SACE**
- ▶ CDP initiative to **promote co-investment opportunities** in Italy (Sept. 2025)
- ▶ **Export and internationalization credits** support from **CDP**



ITALIAN EXPORT POSITIONING

UNITED KINGDOM

6th EXPORT MARKET
FOR ITALIAN
PRODUCTS



4,4%
OF TOTAL
EXPORTS OF
ITALY



27,4 bn €
ITALIAN EXPORT 2024

+5,3% compared to 2023

MAIN SECTORS OF ITALIAN EXPORTS

1

TRANSPORT
SECTORS

16,8%

2

FOOD INDUSTRY

16,2%

3

MACHINERY

13,2%

4

TEXTILES AND
CLOTHING

8,8%

5

BASE METALS

8,1%

6

PHARMACEUTICALS AND
CHEMICALS

7,1%



PRIORITY SECTORS

- *Mechanics and automation*
- *Food industry*
- *Health and wellness*

% of total export in the country

ACTIONS

- **CEO Forum** during the visit of the **VPoC / Hon. Minister Tajani** - date to be defined
- **Fairs, business missions, large-scale organized retail and e-commerce agreements** for €4,400,000 and incoming operators (ITA)
- **ITA Business matching, Opportunitalia** Program, and **CDP Platform**
- Export and internationalization credits from **CDP**
- Promotion tools from **SIMEST**
- **SACE** interventions for the realization of **major electrical interconnection projects** between Scotland and England and Export and internationalization credits support



ITALIAN EXPORT POSITIONING

JAPAN

2nd EXPORT MARKET
FOR ITALIAN
PRODUCTS IN
CENTRAL-EASTERN
ASIA



14,5 %
OF TOTAL
EXPORTS IN
CENTRAL-
EASTERN ASIA



8,2 bn €
ITALIAN EXPORT 2024
+2,5% compared to 2023

MAIN SECTORS OF ITALIAN EXPORTS

1 TEXTILES AND
CLOTHES
27,3%

2 PHARMACEUTICS E
CHEMICALS
14%

3 TRANSPORT
SECTOR
13,7%

4 FOOD INDUSTRY
12,1%

5 MACHINERY
8%



PRIORITY SECTORS

- Food industry
- Pharmaceuticals
- Advanced technologies
- Textiles and clothing

% of total export in the country

ACTIONS

- ✓ **Action Plan 2024-2027 for Strengthening Bilateral Partnership** signed by the two Heads of Government
- Meeting of the **Italy Japan Business Group** - 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 from **CDP** and promotion of collaboration between innovation ecosystems
- **Facilitated Finance, Investment, Equity** and **Export Credit** lines managed by **SIMEST**
- Export and internationalization credits support from **SACE**



ITALIAN EXPORT POSITIONING

CANADA

21st EXPORT
DESTINATION
MARKET OF ITALY



1%
OF TOTAL
EXPORTS OF
ITALY

6,1 bn €
ITALIAN EXPORT 2024

-2,8% compared to 2023

MAIN SECTORS OF ITALIAN EXPORTS

1 | FOOD INDUSTRY
22,6%

2 | MACHINERY
21,2%

3 | TEXTILES AND
CLOTHING
10,6%

4 | TRANSPORT
SECTOR
8,8%

5 | BASE METALS
7,2%

6 | MANUFACTURED
PRODUCTS
7%

PRIORITY SECTORS

- Food industry
- Machinery
- Transport sector

% of total export in the country

ACTIONS

- ✓ **Roadmap for Enhanced Cooperation between Italy and Canada** signed by the two Heads of Government
- **Economic partnership** initiatives during political-led missions related to **Canada's G7 presidency**
- **Trade fairs, business missions, large-scale distribution agreements, and e-commerce** for €1,300,000, along with incoming operators (ITA)
- Promotion of opportunities linked to the **Comprehensive Economic and Trade Agreement (CETA)** between Canada and the EU
- **Business matching (ITA), Opportunità Italia** Program, and **CDP Platform**
- **Export and internationalization credits** provided by **CDP**
- Export Credit and internationalization support from **SACE**



MATRIX MARKETS - SECTORS

Target Countries and sectors	Emerging markets													Mature markets					
	Türkiye	China	UAE	Mexico	Saudi Arabia	Brasil	India	South Africa	Algeria	ASEAN	Western Balkans	Africa	Latin America	Central Asia	United States	Switzerland	United Kingdom	Japan	Canada
agri-food		+	+	+		+				+	+		+	+	+	+	+	+	+
transport and sustainable mobility	+			+		+		+	+	+		+	+	+	+	+	+	+	+
cosmetics		+	+																
advanced technology, electronics, optics							+			+								+	
raw materials, energy, refinery					+			+	+	+		+	+						
pharmaceutics, biotech, health		+		+	+	+			+	+					+	+	+		+
rubber and plastic products							+				+								
infrastructures	+			+	+		+	+		+			+	+					
luxury/high quality goods	+	+	+		+			+								+			
machinery and advanced mechanics	+	+	+		+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
metals	+			+	+	+	+				+	+	+	+		+	+		+
furniture/home décor					+														
chemical products	+	+		+		+	+	+	+	+	+	+	+	+		+		+	
space and defense	+		+		+		+			+								+	
green technologies and energy transition			+	+	+	+	+			+		+	+					+	
textiles and clothing	+	+	+	+						+	+			+	+	+	+	+	+





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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 training 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

Africa Measure

SIMEST manages a €200 million Africa reserve for facilitated financing under Fund 394/81 on behalf of the Ministry of Foreign Affairs and International Cooperation.

Specifically, this package is aimed at businesses established in, exporting to, or sourcing from Africa, businesses that are stable suppliers to the aforementioned companies, as well as companies planning investments in the region. It supports several kinds of investments: productive or commercial, productive or commercial investments; investments to strengthen equity; investments in technological, digital, and ecological innovation; investments in the training of African personnel, either in Italy or in Africa.

The measure includes a series of incentives for companies undertaking projects in Africa, leveraging 5 existing facilitated financing tools, with expanded eligible expenses and increased rewards (for requests submitted until December 31, 2025).

The measure allocates 10% of resources to youth-led, female-led, start-up companies, and innovative SMEs. Eligible companies may receive grants of up to 10%, rising to 20% for those with operational headquarters in Southern Italy, along with an exemption from guarantee requirements.

Simest - Western Balkans Measure

In July 2024, the fund allocated to the Western Balkans was renewed with a total amount of €200 million, channeled through the Facilitated Financing Fund 394/81. The liquidity is intended for companies with direct interests in the region, specifically those that export or import from the Western Balkans or are present – either directly or through their supply chains – in this area. Companies with interests in the Western Balkans may also access co-financing in the form of a non-repayable grant of up to 10% of the requested financing and exemption from the requirement to provide guarantees. This new reserve adds to the similar measure, also worth €200 million, launched in July 2023, that funded 455 investments in the region.





SIMEST

Central and South America Measure

With the 2025 Budget Law, a ceiling of €200 million has been allocated for a new package of measures aimed at facilitating investments by Italian companies in Central and South America. Specifically, the package is intended for businesses established in, exporting to, or sourcing from Central or South America, stable suppliers to these entities, and companies planning investments in the region. It aims to support productive or commercial ventures, equity strengthening, technological, digital, and ecological innovation, and workforce training.

The measure is complemented by a series of incentives for companies undertaking projects in Latin America, within the framework of 5 existing facilitated financing tools, with the expansion of eligible expenses and increased rewards. For these companies, the measure provides the possibility to access a non-repayable grant of up to 10%, increased to 20% for companies with operational headquarters in Southern Italy, in addition to an exemption from the requirement to present guarantees.

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.





SIMEST

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.





SACE

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.





SACE

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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