

## SACE and Alstom partner to promote exports and procurement of Italian small and medium enterprises

- SACE will support the Alstom Group's export activities, strengthening its link with the Italian supply chain within the Export Boost Framework Agreement

**27 april 2022** – Alstom, a global leader in smart and sustainable mobility, and SACE, the Italian Export Credit Agency, have signed a partnership agreement to increase Alstom's exports from Italy, and thus strengthen the Group's ties with the Italian supply chain.

As part of the Export Boost Framework Agreement, SACE is willing to assess the issuance of guarantees on export credit operations for the benefit of Alstom, according to the Group's overall purchases from Italian suppliers. The aim is to encourage Alstom's procurement from Italian exporting companies.

Furthermore, in order to increase the procurement of Italian companies, Alstom is committed to participate in business matching meetings organised together with SACE, with small and medium-sized enterprises (SMEs) interested in becoming suppliers of the Group.

The agreement includes two main areas of collaboration:

- Direct export support for Alstom Italy
- Strategic partnership to support Alstom's international projects and Group exports commensurate with the overall procurement that Alstom Group will carry out in Italy

The Export Boost initiative, which sees SACE become a partner of large international groups through the stipulation of a Framework Agreement, stems from the experience gained by the company led by Pierfrancesco Latini in supporting Italian exports.

Deeply rooted in the Italian railway tradition, Alstom in Italy has been manufacturing trains for 160 years, signalling equipment for 90 years and traction systems for 60 years. Today, with 10 sites throughout Italy and more than 3,500 employees, Alstom is a strong local employer recognised as one of the leaders in the Italian market. Alstom in Italy has two centres of excellence in high-speed trains: the Avelia Pendolino, based on tilting technology and regional single-decker trains such as the Coradia Stream, but also in railway signalling equipment and systems. The Group also uses several Italian suppliers to carry out its projects abroad, with a total procurement in the last 12 months of around 350 million euro.

*"Alstom has global excellence in the transport and rail infrastructure sector, which represents one of the pillars for the global transition to a more sustainable transport model," said **Pierfrancesco Latini, SACE CEO**. "We are therefore proud to collaborate with a company of such great international importance and with such deep-rooted relations with the Italian supply chain. This agreement represents an important strategic element in support of export and internationalisation, facilitating access to financing by the Alstom Group, and thus supporting, directly and indirectly,*

*supplies from Italian companies, particularly SMEs. We are confident that this agreement will enable our companies to increase their commercial relations with the Group and improve their competitiveness in the world."*

*"The partnership with SACE makes us very proud and consolidates Alstom's role in the Italian industrial and railway domain. A sector that, with the investments of the Recovery and Resilience Plan, is preparing for the energy transition that will give rise to sustainable, green and zero environmental impact mobility. The agreement represents an important support for export and internationalisation, as well as for all players who work with us every day to build the future of rail transport,"* explained **Michele Viale, General Manager of Alstom Italia and Alstom Ferroviaria President and CEO.**

## Alstom

Leading societies to a low carbon future, Alstom develops and markets mobility solutions that provide the sustainable foundations for the future of transportation. Alstom's product portfolio ranges from high-speed trains, metros, monorails and trams, to integrated systems, customised services, infrastructure, signalling, and digital mobility solutions. Alstom has 150,000 vehicles in commercial service worldwide. With Bombardier Transportation joining Alstom on January 29, 2021, the enlarged Group's combined proforma revenue amounts to €14 billion for the 12-month period ended March 31, 2021. Headquartered in France, Alstom is now present in 70 countries and employs more than 70,000 people. [www.alstom.com](http://www.alstom.com)

## SACE

SACE is the financial insurance company, owned by the Italian Ministry of Economy and Finance, specialised in supporting the growth and development of businesses and the Italian economy through a wide range of tools and solutions to improve competitiveness in Italy and worldwide. For over forty years, SACE has been the partner of reference for Italian companies exporting to and expanding in foreign markets. SACE also cooperates with the banking system, providing financial guarantees to facilitate companies' access to credit. This role has been reinforced by the extraordinary measures introduced by the so-called Liquidity Decree and Simplification Decree. These measures have added important elements to SACE's role, expanding its scope beyond its traditional role in exports and internationalisation, to the domestic market and green projects. With an overall portfolio of 166 billion euros, SACE serves over 33 thousand companies, especially SMEs, supporting their growth in Italy and in around 200 foreign markets, with a diversified range of insurance and financial products and services.

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