



Cassa Centrale Group, SACE, SACE FCT and SIMEST together for the internationalisation of companies

The central focus of the meeting was Supplier Credit, an instrument that allows exporting companies to obtain liquidity and offer competitive payment conditions to foreign customers

Trento, 28.10.2026 – Today, **Cassa Centrale Group** hosted a meeting at its Trento headquarters with **SACE, SACE FCT and SIMEST** dedicated to **Supplier Credit**, a tool that allows exporting companies to grant payment extensions to foreign customers, at the same time obtaining liquidity through the factoring of trade receivables. The objective of the meeting was to strengthen support for Italian companies on international markets, making it easier for them to access financial and insurance instruments to support exports.

Supplier Credit combines the insurance cover of SACE, the discount of receivables applied by SACE FCT and the possibility of accessing a grant from SIMEST to reduce the financial costs of the transaction.

The initiative enhances the collaboration between the Cassa Centrale Group and institutional partners in support of companies' internationalisation. Through the partnership with SACE FCT, the affiliated banks support companies in accessing specialised tools, making their knowledge of the production fabric available and supporting them in development projects on foreign markets.

"Our knowledge of companies and our local roots are the strengths we leverage to provide concrete support to companies' growth projects – said **Letterio Merlino, Chief Lending Officer of Cassa Centrale Group** –. The collaboration with SACE, SACE FCT and SIMEST allows us to expand the opportunities available to them, integrating traditional credit with specialised tools to support internationalisation. An approach that strengthens our role as business partner, including beyond national borders".

"Supporting Italian companies' international growth means offering them practical tools to compete on foreign markets, seizing new commercial opportunities and managing export-related risks in the most effective manner. Against this backdrop, Supplier Credit represents a highly effective solution, as it allows companies to offer competitive payment conditions to their international customers, while benefiting from SACE insurance cover. The collaboration with the Cassa Centrale Group, SACE FCT and SIMEST enhances an integrated intervention model, capable of supporting companies in their internationalisation paths", stated **Maria Luisa Miccolis, Head of SME Sales of SACE**.

CASSA CENTRALE BANCA – CREDITO COOPERATIVO ITALIANO S.P.A.

Share Capital: EUR 952,031,808.00, fully paid-up.

Enrolled in the Register of Companies of Trento and Italian Tax Code 00232480228 – Representative of the Cassa Centrale Banca VAT Group – VAT No. 02529020220

Member of the Cooperative Credit Depositors' Guarantee Fund and the National Guarantee Fund

Company entered in the Register of Banks – ABI 03599

Parent Company of the Cassa Centrale Banca Cooperative Banking Group, entered in the Register of Banking Groups

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"The possibility of transforming trade receivables into liquidity represents an important lever for supporting companies' growth on international markets. Through the discount of receivables, SACE FCT allows exporting companies to obtain the necessary financial resources for their activities, while offering deferred payment conditions to foreign customers. The collaboration with the Cassa Centrale Group allows us to combine our specialised skills with the knowledge of the entrepreneurial fabric and the territorial roots of the affiliated banks, helping companies access practical financial solutions to support exports", added **Andrea Nebbia, Head of Business Solutions of SACE FCT.**

"The internationalisation of a company requires investments, financial planning and subsidies aimed at supporting its growth ambitions. And this is where SIMEST's support in the area of Supplier Credit comes in: a non-repayable grant which, in reducing the cost of credit discount for exporting companies, increases their liquidity. Creating a system with partners such as Cassa Centrale Group, SACE and SACE FCT means pooling different skills and tools, with a shared objective: strengthening the ability of Italian companies to consolidate their presence on international markets", concluded **Giancarlo Parente, Head of Export Support at SIMEST.**

The Cassa Centrale – Credito Cooperativo Italiano Group includes 65 BCCs (cooperative credit banks), Rural Banks and Raiffeisenkassen, with 1,515 branches throughout Italy, more than 12,800 employees and over 500,000 Cooperative Members. With total assets of €96.8 billion as at 30 June 2026, the Group ranks among Italy's top ten.