



Integrated Financial and Business Solutions for Agents, Importers and Distributors of Italian machines

INTEGRATED **FINANCIAL** AND **BUSINESS SOLUTIONS** TO DRIVE YOUR COMPANY'S
AMBITIONS, AND **PORTFOLIO EXPANSION PLANS**

MAKE IN INDIA - WITH ITALY is a strategic partnership between

SACE, a *Cassa Depositi e Prestiti* Group company, providing insurance and financial facilities (export credit, investment protection, financial guarantees, credit insurance, surety bonds and factoring) with the aim of supporting strategic projects and initiatives involving Italian partners across the globe and

The Indo-Italian Chamber of Commerce and Industry, a bilateral organization recognized by the Italian Ministry of Economic Development, whose mission is to support commercial and industrial exchange between Indian and Italian companies.

The scope of the partnership is to **provide Agents of Italian companies, importers and distributors of Italian machinery in India** with an integrated value proposition comprising of the following services:

Portfolio Expansion and Business Development

- Scouting and selection of new suppliers of machinery and technology from Italy to expand your product portfolio, with the provision of a feedback on their capabilities
- Identification of prospective Indian clients and introduction of your company's products and technology, with the endorsement of Italian institutions

Financial support to your clients over and above their existing bank facilities, with medium to long term financing (> 3 years) solutions, at competitive terms, as part of overall sales package

HOW DOES IT WORK?

We **assess your business case**: product category, financial requirement, profile of the Indian buyer and of Italian suppliers keen on entering into India

We identify the potential Indian buyer for your existing portfolio and new Indian suppliers

The **sale project kicks-off**:

- We shortlist the Indian buyers which express their interest to start a collaboration with your company
- We shortlist Italian suppliers and organize 1-to-1 meetings with them in Italy
- We support you in negotiating the terms and conditions of the supply and sale of machinery and in finalizing the financial package

The **deal is finalized** and your **project financing begins**

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WITH **ITALY**

Integrated Financial and Business Solutions for Buyers

INTEGRATED **FINANCIAL** AND **TECHNOLOGY SCOUTING SOLUTIONS** TO DRIVE YOUR COMPANY'S AMBITIONS, **EXPANSION PLANS** AND **TECHNOLOGY UPGRADE PLANS**

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The scope of the partnership is to **provide Indian OEMs an integrated value proposition**

Suppliers' Scouting: identification and selection of reliable Italian suppliers of machinery and technology, with the provision of a feedback on their financial capabilities and the organization of a custom-made agenda of meetings in Italy and the possibility of applying for a fast track VISA.

Medium to long tenor (>3 years) **unsecured finance options** for imports from Italy, with no requirement to issue Letter of Credit or utilize existing bank limits

HOW DOES IT WORK?

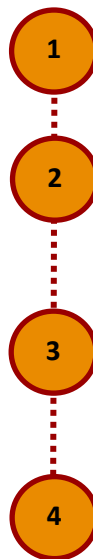
We **assess your business case**: technology sought, profile of the supplier, project timeline, financial requirements

We submit our **business proposals** for suppliers' scouting and for project financing

The project **kicks-off**:

- Provision of a list of *suitable Italian companies*
- Organization of company visits and 1-to-1 meetings in Italy (if requested)
- Support in negotiations is provided

The **deal is finalized** and your **project financing begins**



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The project **Piattaforma India** has been promoted by **UCIMU** – Association of Italian Machine Tools Manufacturers and **AMAPLAST** – Italian Plastics and Rubber Processing Machinery and Moulds Manufacturers Association. The two associations agreed on the idea that promoting a network of associations and entrepreneurs who have developed knowledge and experience on the Indian market, can be useful in favouring of new paths of development for business.