

Financial integration between Italy and the Gulf countries

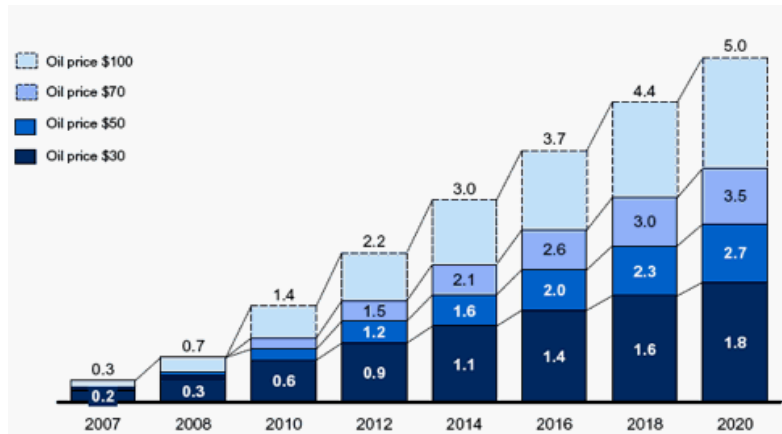
Roma, 27 ottobre 2008

Alessandro Castellano



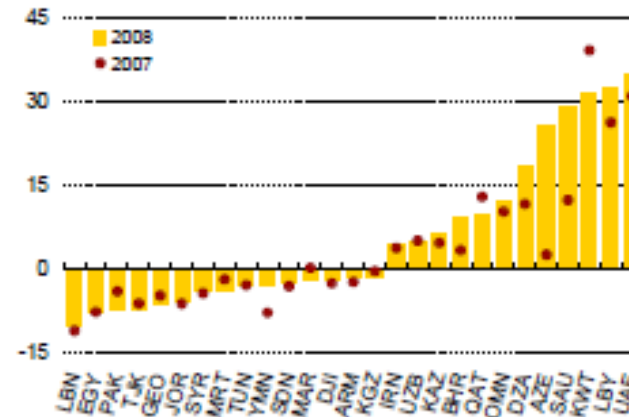
High liquidity for GCC

(GCC cumulative net capital outflows, \$ trillion, 2007 – 2020, 2006 prices)



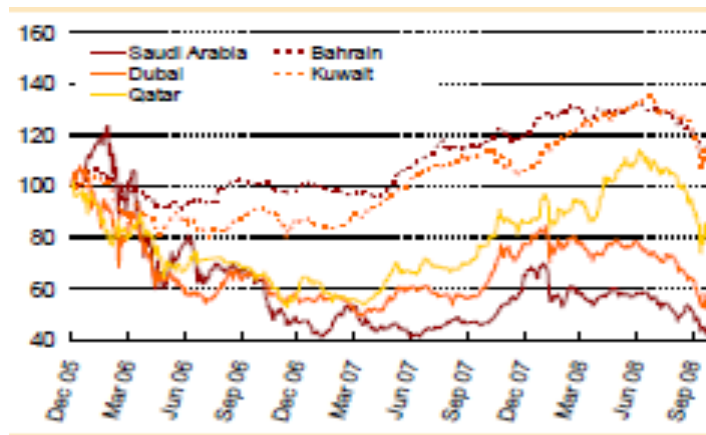
Positive Fundamentals

(% GDP)



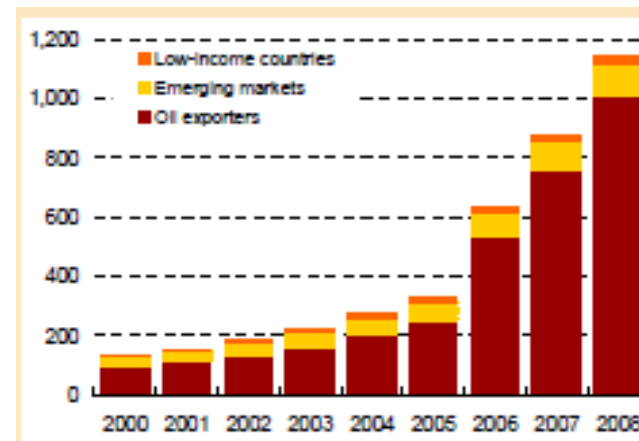
Financial Markets hold

(Stock market Indices)

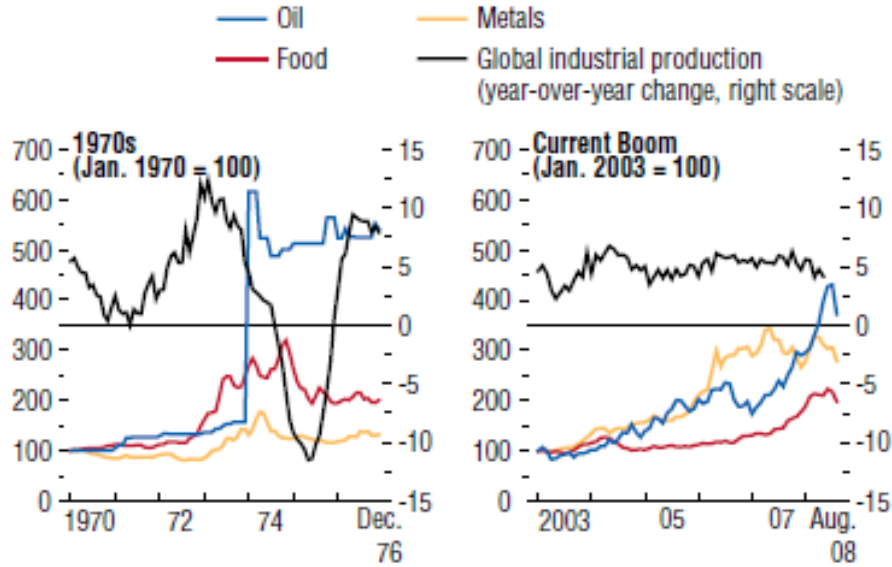


Impressive reserves for oil exporters

(billion US \$)

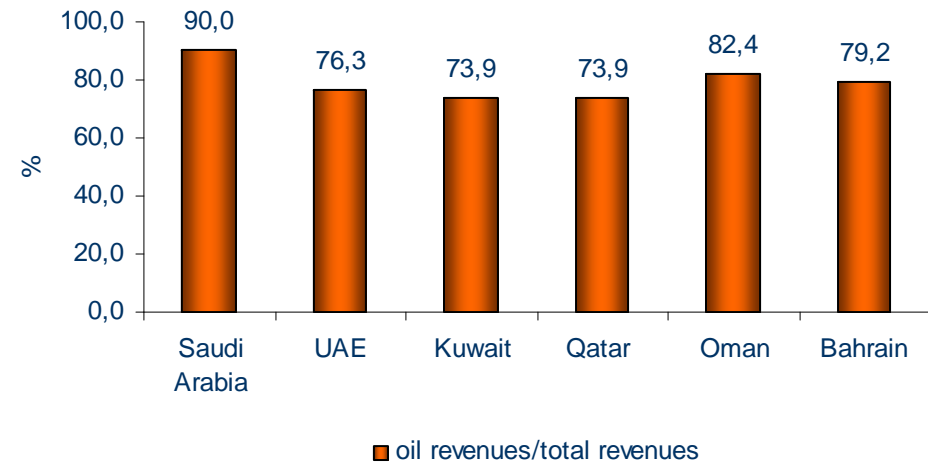


Commodity Prices and Industrial Production



Oil counts

(% of oil revenues on totale revenues)

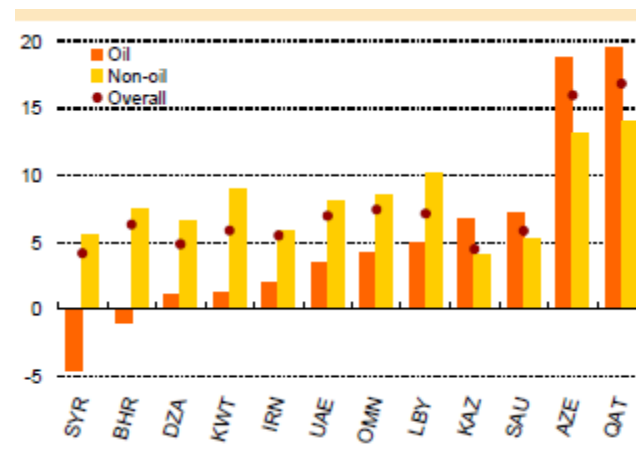


Source: IIF, 2008

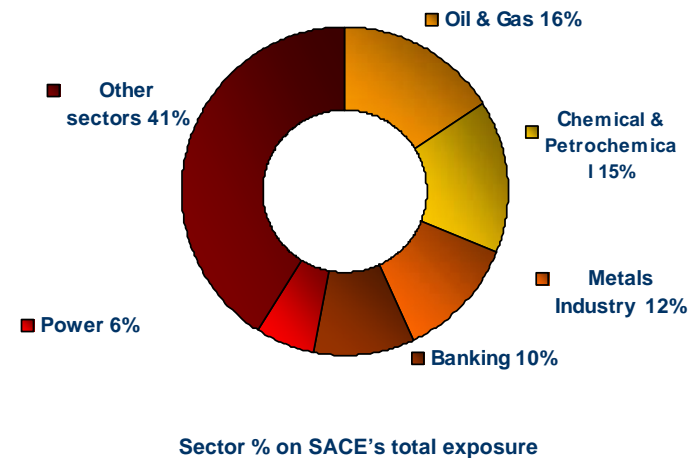
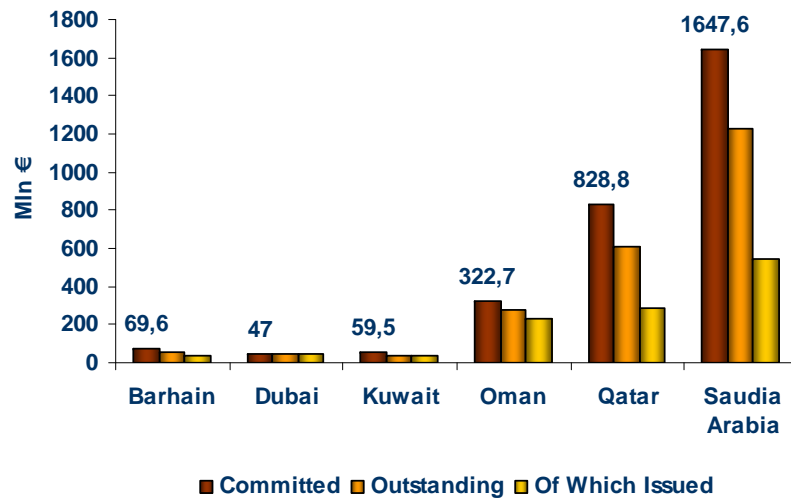
- **GCC states' diversification into international service markets (increasing acquisitions in Telecoms, Logistics, Construction and Contracting)**
- **Massive investments by GCC governments in financial infrastructure to strengthen financial system**

Non oil sectors shows dinamism

(Average Growth rate)



- SACE total exposure in GCC 3,3 billion €
- Outstanding guarantees account for 11.83% of SACE's portfolio



... to the Banks

Capacity provider

Preservation of bank credit lines

Risk partner

Acting as a risk taker and credit risk enhancer, SACE decreases syndication risks

Zero risk weight

SACE guaranteed assets are zero weighted under Basle I and under Basle II (full guarantee by the Government of Italy)

... to the Borrowers

Competitiveness

Longer term financings and attractive all-in cost of funding

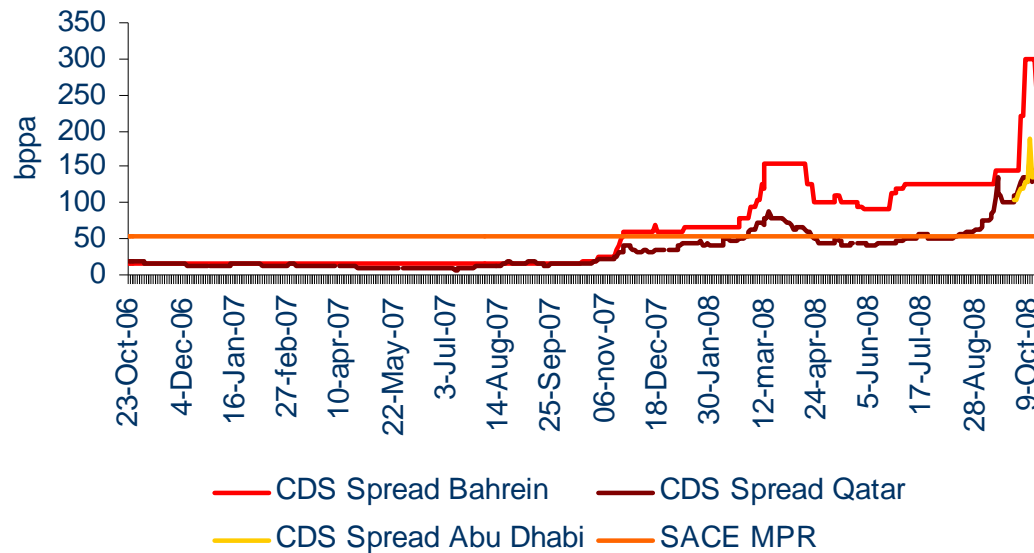
Capacity and Liquidity provider

Preservation of bank credit lines and liquidity provider

Stability

Improvement of balance sheet composition (diversification of funding sources)

- SACE MPR: more risk, less volatility
- During turmoil times SACE pricing remains below CDS level





- Commitment: \$ 735 mln
- Guaranteed: ABN Amro
- Debtor: Yansab
- Country: Saudi Arabia
- Structure: Project Finance Guarantee



- Commitment: €343 mln
- Guaranteed: HSBC
- Debtor: Saudi Ethylene and Polyethylene Co.
- Country: Saudi Arabia
- Structure: Project Finance Guarantee



- Commitment : €13.5 mln
- Insured: Permasteelisa S.p.a.
- Buyer: Government of the State of Qatar
- Country: Qatar
- Structure: Civil Works Policy

RAS GIRTAS POWER

- Commitment: €379 mln
- Guaranteed: DEPFA Bank
- Debtor: RAS Girtas Power
- Country: Qatar
- Structure: Project Finance Guarantee

DANIELI

- Commitment: €83 mln
- Supplier: Danieli & Officine Meccaniche S.p.a.
- Buyer: Qatar Steel Company LTD (Qasco) – Mesaieed
- Country: Qatar
- Structure: Supplier Credit Policy



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