



Press Release

GENERALFINANCE AND SACE STRATEGIC AGREEMENT TO SUPPORT ITALIAN COMPANIES

Milan, February 27, 2025 – Generalfinance, a financial intermediary listed on the STAR segment of Euronext Milan and specialized in the Special Situation Factoring sector, and SACE, a key player in supporting Italian companies both in Italy and abroad, announce the launch of an operational collaboration aimed at supporting Italian businesses.

This collaboration represents a significant step in strengthening support for Italian enterprises, positioning Generalfinance and SACE as partners in the financial sector to generate commercial and operational synergies for their respective clients by combining specialist factoring solutions, traditional factoring, and credit insurance.

Generalfinance and SACE's factoring business line, in partnership, will jointly contribute—with their respective expertise—to structuring financial interventions to support both turnaround and financially stable companies. This was recently demonstrated in the reverse factoring operation that provided liquidity advances to the suppliers of Acciaierie d'Italia, known as the "Operazione Indotto."

The strategic agreement establishes that:

- Generalfinance can support companies in its client portfolio interested in factoring operations and/or credit transfers, as well as in the provision of insurance and financial services through all SACE business lines.
- SACE's factoring business can support potential distressed/turnaround clients through Generalfinance, providing targeted financial interventions to aid restructuring processes with a tailor-made, full-service factoring approach.
- SACE can support Generalfinance's core business in distressed/turnaround financing by issuing guarantees eligible for capital purposes, in accordance with statutory constraints and its own policies.

Massimo Gianolli, CEO of Generalfinance, commented: *"This partnership represents an additional tool to concretely support Italian companies, especially in an economic context that increasingly demands structured, comprehensive, timely, and synergistic financial interventions. We are proud to combine our expertise with that of SACE, a leading institution, to offer businesses integrated and customized solutions. We firmly believe that this partnership will strengthen our role in supporting the corporate system and protecting Made in Italy."*

Valerio Perinelli, Chief Business Officer of SACE & General Manager of SACE FCT, stated: *"We are pleased to start this collaboration with Generalfinance. Our mission has always been to support Italian companies, and this partnership allows us to further expand our reach by offering innovative and tailored financial solutions to meet the specific needs of Italian businesses, both in the domestic and international markets. By joining forces, we will ensure timely and effective interventions, enhancing companies' ability to tackle challenges and seize growth opportunities."*



GENERALFINANCE

Founded in 1982 and operating for over 30 years in the factoring sector, Generalfinance is a supervised financial intermediary, specialised in the management and financing of working capital, able to guarantee rapid and customised interventions according to the needs of corporate clients. Operating from its offices in Milan, Biella and Madrid with a team of around 80 professionals, Generalfinance is a leader in the segment of factoring to distressed companies.

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SACE

SACE is an Italian insurance and financial group, directly controlled by the Ministry of Economy and Finance, specializing in supporting businesses and the national economic system through a wide range of tools and solutions that enhance competitiveness in Italy and worldwide.

For over forty-five years, the SACE Group has been the reference partner for Italian companies exporting and expanding into foreign markets. Additionally, it supports the banking system by facilitating businesses' access to credit through its financial guarantees, ensuring liquidity and investments for competitiveness and sustainability under the Italian Green New Deal, starting from the domestic market.

SACE operates in 14 key markets for Made in Italy, aiming to build relationships with leading local partners and facilitate business between Italian companies and foreign enterprises through dedicated financial instruments. With a portfolio of insured transactions and guaranteed investments amounting to €260 billion, the group supports around 55,000 companies, primarily SMEs, promoting their growth in Italy and approximately 200 countries worldwide.

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