



Press release

Intesa Sanpaolo and SACE support Estithmar Holding to facilitate Italian exports in Qatar

The first-ever Push Strategy transaction in Qatar, finalized with Intesa Sanpaolo, aims to support Estithmar Holding's growth objectives and create new business opportunities for Italian companies in the country.

Rome/Doha, 30th January 2025 – Following the signing ceremony of the Push Letter on the occasion of the state visit of the Emir of Qatar, H.H. Sheikh Tamin Bin Hamad Al Thani, in Italy, SACE, the Italian insurance financial group fully owned by Italy's Ministry of Economy and Finance, together with Intesa Sanpaolo, one of the top banking groups in Europe, and Estithmar Holding, are pleased to announce the successful finalization of a EUR 150 million Push Strategy transaction aimed at supporting Qatar's economic growth by enabling partnerships in strategic industries.

Under the Push Strategy scheme, SACE has provided a financial guarantee for the facility issued by Intesa Sanpaolo through IMI Corporate & Investment Banking Division to Estithmar Holding, a prominent Qatari publicly listed company engaged in strategic sectors such as healthcare, services, real estate, tourism, and specialized contracting.

In return, Estithmar has committed to fostering business matching opportunities with Italian companies across its key sectors of interest, further strengthening the ties between the Italian industry and the Qatari market.

Ciro Aquino, Regional Manager Middle East, Head of SACE Dubai Office remarked: *"We are proud to partner with Intesa Sanpaolo and Estithmar Holding in our first Push Strategy transaction in Qatar. This initiative reflects our commitment to facilitating export and business opportunities for Italian companies in one of the most dynamic and competitive markets. We are especially focused on sectors where both Estithmar and Italian companies demonstrate excellence, creating a strong synergy that benefits both economies".*

Luca Pietrantoni, Country Manager UK & MEA of the IMI CIB Division of Intesa Sanpaolo, commented: *"This transaction has a dual value because it supports an international excellence like Estithmar while, at the same time, thanks to the Push Strategy scheme, it offers business opportunities to Italian companies interested in growing or entering the Qatari market. This collaboration, which sees us as key player in a market with great potential, confirms the role of the IMI CIB Division in supporting and accompanying national and international businesses in their growth and development plans".*

Eng. Mohammad Bin Badr Al Sadah Group CEO of Estithmar Holding commented: *"We value our collaboration with SACE and Intesa Sanpaolo through the Push Strategy scheme. This transaction will support our growth objectives and reinforce our commitment to delivering value to our stakeholders. The*

step aligns with our strategy to expand internationally and demonstrates the growing trust we are earning from prominent global financial institutions in our business portfolio. This collaboration is poised to create meaningful opportunities to further enhance economic relations between Italy and Qatar."

This landmark transaction underscores SACE's strategic role in supporting Italian companies' internationalization efforts to boost Italian export and guarantee companies long-lasting and sustainable growth for the well-being of the entire community.

About SACE

SACE is the Italian insurance and financial group directly controlled by the Ministry of Economy and Finance, specializing in supporting enterprises and the national economic system through a wide range of tools and solutions to support competitiveness in Italy and worldwide. For over 45 years, the SACE Group has been the reference partner for Italian companies exporting and growing in foreign markets. It also supports the banking system by facilitating companies' access to credit with its financial guarantees, supporting their liquidity and investments for competitiveness and sustainability within the framework of the Italian Green New Deal, starting from the domestic market. SACE operates worldwide with 14 offices in target countries for Made in Italy, aiming to build relationships with major local counterparts and facilitate business with Italian companies through dedicated financial instruments. With a portfolio of insured operations and guaranteed investments amounting to 260 billion euros, the group supports around 50,000 companies, especially SMEs, in their growth in Italy and approximately 200 countries worldwide.

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About Estithmar Holding

Estithmar Holding is a leading Qatari public listed company renowned for its dynamic and diversified portfolio of 66 companies operating across four strategic sectors: healthcare, services, ventures, and contracting. With a strong track record of consistent growth and profitability, Estithmar Holding has established itself as a powerhouse in driving Qatar's economic diversification and sustainable development, aligning with the nation's Vision 2030.

Guided by world-class corporate governance and operational excellence, Estithmar Holding boasts a lean, optimized structure designed to deliver high-quality solutions with agility and speed. The company's workforce of over 28,000 employees, representing 91 nationalities, reflects its inclusive, multicultural, and customer-centric culture. This diverse talent pool enables Estithmar Holding to innovate, adapt, and consistently exceed expectations, making it the partner of choice in Qatar and across international markets.

By fostering strategic partnerships and embracing sustainable business practices, Estithmar Holding continues to expand its global footprint while driving positive impact across industries. Its commitment to quality, integrity, and innovation solidifies Estithmar Holding as a cornerstone of Qatar's economic landscape and a catalyst for future growth.

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About Intesa Sanpaolo

Intesa Sanpaolo, with €422 billion in loans and €1.4 trillion in customer financial assets at the end of September 2024, is the largest banking group in Italy, with a significant international presence. It is a European leader in wealth management, with a strong focus on digital and fintech. The Group will provide €115 billion of Impact lending by 2025 to support communities and the green transition, together with a €1.5 billion program (2023-2027) to help people in need. The Bank's network of museums, the Gallerie d'Italia, hosts its owned artistic heritage and cultural projects of recognized value.

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