

Coface and Banca Valsabbina join forces in the field of credit insurance and guarantees to support companies in Italy and internationally

Milan, August 4, 2021 – Coface, a world leader in credit insurance, and Banca Valsabbina, bank operating in Northern Italy, have signed a strategic partnership agreement.

The partnership focuses on the promotion of Coface's credit insurance and bonding policies to Banca Valsabbina's corporate clients. Thanks to this agreement, they will be able to access all of Coface's products and services in Italy to support their development, and protect their businesses.

"The partnership with Banca Valsabbina fits in perfectly with our distribution strategy", said **Ernesto De Martinis, CEO of Coface in Italy and Head of Strategy for the Mediterranean & Africa Region**. "Thanks to this agreement, Coface in Italy will be able to effectively support a new pool of businesses in Lombardy, Veneto, Piedmont and Emilia Romagna, with our approach that is characterised by working closely with our clients, and gaining a real understanding of their needs."

"The collaboration with Coface, an international leader in the trade credit insurance sector, allows us to further enrich the offer to our corporate clients, which represents a strategic component of the bank's client base", commented **Hermes Bianchetti, Head of the Business Division of Banca Valsabbina**. "It's an important agreement with synergies, and we welcome it with particular satisfaction. It will allow us to improve – with even greater strength and concreteness – our services to support the business development of our corporate clients, thanks to effective solutions and customized advice, for both the Italian and export markets."

MEDIA CONTACT

Corentin Henry +33 1 49 02 23 94 – corentin.henry@coface.com

Coface: for trade

With 75 years of experience and the most extensive international network, Coface is a leader in trade credit insurance and adjacent specialty services, including Factoring, Debt Collection, Single Risk insurance, Bonding and Information services. Coface's experts work to the beat of the global economy, helping ~50,000 clients in 100 countries build successful, growing, and dynamic businesses across the world. Coface helps companies in their credit decisions. The Group's services and solutions strengthen their ability to sell by protecting them against the risks of non-payment in their domestic and export markets. In 2020, Coface employed ~4,450 people and registered a turnover of €1.45 billion.

www.coface.com

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