



ITARE
FINANCIAL ADVISORY

Company Profile



ITARE: Introduction & Services

Founded in 2016, ITARE is a financial advisory firm led by professionals with deep expertise in export credit, trade and project finance. We act as a **Finance Delivery Partner**, supporting clients in the execution of foreign-content projects globally, across all sectors.

Core Financial Advisory Services

- **Structured Trade Finance:** Structuring financing and guarantee solutions for buyers or suppliers involved in cross-border transactions leveraging on export credit and trade finance solutions.
- **Corporate & Project Finance:** Supporting private companies in raising financing for both greenfield and brownfield investments, as well as working capital facilities.
- **Bank Financing:** Supporting commercial banks and local financial institutions in accessing credit lines and guarantees from the international development and export finance market.
- **Sovereign Financing:** Assisting governments and public entities in securing financing for nationally strategic projects such as large-scale infrastructure and agro-industrial complexes.

Related Advisory Services

- **Project Bankability Structuring:** Helping structure projects to meet financial institutions' requirements, including financial modeling, risk assessment, contractual review, and stakeholder mapping.
- **Foreign Procurement Content Scouting:** Identifying eligible international suppliers to maximize foreign content in line with ECA and MDB financing criteria.



ITARE: Financial Network and trusted local partners



We work with a global network of **Export Credit Agencies, Development Finance Institutions, Multilateral Development Banks, and commercial banks** to structure and deliver effective financing solutions.

Export Credit Agency (ECAs)



Financial Institutions



We work alongside **trusted local partners** and **in-house professionals** across **Africa, the Middle East, and Latin America** to support our clients directly on the ground and ensure full alignment with **financing requirements and procedures**.

We also collaborate with **globally active procurement agents, EPC contractors, and technical advisors** to ensure smooth integration between **project implementation and financing structure**.



ITARE: Track Record Summary

We Secured financing for...

1.512
€/Million

37
Deals

14
Countries

Track record breakdown:

	€/M	Deals
Sovereign Financing	1.403	6
Bank Financing	48	3
Structured Trade Finance	40,5	24
Corporate & Project Finance	20,5	4









Selected Track Record: Sovereign Financing



    





Konza Technopolis
Design and Construction of the horizontal infrastructures for the new <<Smart City>> of Konza.


392 \$/M  



    


Aror Dam
Design and Construction of a multipurpose dam for water management and power generation.

250 \$/M  


Kimwarer Dam
Design and Construction of a multipurpose dam for water management and power generation.

200 \$/M  






170 km Road
Design and Construction + PMC for the upgrade (paving) of a major national road.


180 €/M  



   


PAPAN
Turn-key development of major poultry breeding and processing facilities.

75 €/M  


Itare Dam
Design and Construction of a multipurpose dam for water management and power generation.

306 \$/M  



Selected Track Record: Trade, Bank and Corporate



NSIA BANQUE S.A.

ITARE supported the borrowing bank in the structuring of a **CDP debt facility** under UE on-lending Program for African SMEs

30 €/M



AFRICERAMICS LTD

ITARE supported the Borrower in the structuring of a **TDB debt facility** for the setting up of a new ceramic manufacturing plant.

20 €/M



ROTA GUIDO SRL

ITARE supported the Supplier in the structuring of a **set of L/Cs** for the payment of a 300 milking cows farm.

15 €/M



NATURE BRIQUE SARL

ITARE supported the buyer in the structuring of a **12-month deferred L/C with SACE Guarantee** for clay bricks manufacturing plant

10 €/M



RENTCO AFRICA LTD

ITARE supported the buyer in the structuring of a **60-month supplier's credit with SACE guarantee** for early engineering works.

2,7 €/M



GROUPE HACKO HOLDING

ITARE supported the buyer in the structuring of a **revolving supplier's credit with SACE guarantee** on imported raw materials.

2 €/M



ABYSSINIA GROUP

ITARE supported the buyer in the structuring of a **60-month supplier's credit with SACE guarantee** for a steel wire production plant.

1,4 €/M



VORTEX HYDRA SRL

ITARE supported the exporter in the structuring of a **60-month supplier's credit with ALLIANZ TRADE guarantee.**

0,7 €/M



SCHNELL SPA

ITARE supported the Supplier in the structuring of an **L/C** for the payment of an iron processing plant.

0,65 €/M



DE SIMONE GROUP LTD

ITARE supported the buyer in the structuring of a **60-month supplier's credit with SACE guarantee** for two concrete pump trucks.

0,65 €/M



CONDOR SPA

ITARE supported the exporter in the structuring of a **48-month supplier's credit with SACE guarantee.**

0,4 €/M

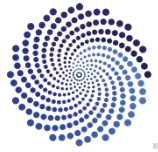


SB IMPIANTI SRL

ITARE supported the exporter in the structuring of a **36-month supplier's credit with SACE guarantee.**

0,3 €/M





Focus: Export Credit Agency (ECA) financing solutions



ITARE arranges ECA-backed tailor-made solutions for each specific transaction

Key Advantages of ECA Financing for buyers

- No collateral required
- Preserves cash and credit lines at bank
- Extensive grace periods
- Competitive terms and risk mitigation
- Possibility of one contract for multi-country sourcing

	Supplier's Credit	Buyer's Credit	Push Facility (by SACE Italy)
Financing by	Exporter	International bank	International bank
Purpose	Tied to export contract	Tied to export contract/s	Untied, general corporate use
Typical Size	€0.3M – €10M	€5M – €100M+	Min. €20M
Currency	EUR, USD	EUR, USD, multicurrency possible	EUR, USD, multicurrency possible
Tenor	Up to 5 years	Up to 15 years	Up to 12 years or more
Financing Coverage	Up to 85% of contract value	Up to 85% of contract value	Flexible, not linked to specific contract
Ideal For	SMEs, short-to-mid term projects	Large projects (industrial or infrastructure)	Strategic buyers with long-term procurement plans



ITARE: The Management Team

Raoul Ascari - *Chairman*



Raoul Ascari was Chief Operating Officer of SACE S.p.A, the Italian Export Credit Agency. He joined SACE in 2000 as Head of Risk. He later served as Chief Financial Officer and Chairman of the SACE BT subsidiary. Between 2006 and 2009, Mr. Ascari was Deputy Chairman and Chairman of the Berne Union Medium-long Term Committee (the association of all ECAs) and member of OECD Group on export credit. Prior to joining SACE, Mr. Ascari worked for FIAT USA where he held the position of Vice President for International Finance and Head of the Washington DC FIAT office. His previous experience also includes the World Bank, where he worked as an economist and later as Advisor to the Italian Executive Director and Member of the Board.

Riccardo Fanelli – *Managing Director*



Riccardo Fanelli has more than 20 years of experience in the export credit business. He was responsible for the “New Frontiers - Africa Program” in SACE until June 2016 and previously Head of SACE’s Office in Johannesburg competent for SACE’s activity in 49 countries. Earlier he headed up SACE Kenya desk in Nairobi at the African Trade Insurance Agency. Before moving to Africa, he was the Head of the Bank Risk Assessment and Monitoring Team, and he headed the Group’s domestic network of SACE’s credit and risk analysis department in Rome.

Giorgio Traietti – *Head of Business Development*



Giorgio Traietti worked for SACE S.p.A. from 2009 to 2017, reaching the position of Head of East Africa, based in Nairobi, in 2015. Previously he was a Political Risk Insurance Underwriter and an Account Manager. He writes in the specialized press about African markets, including the Italian think-tank, *Limes*.



ITARE: The Management Team



Davide Aggazzotti - *Large Infrastructures*

Davide Aggazzotti has diversified experience in project financing and EPC+F, managing a portfolio of transactions in the Middle East and Africa, with public and private borrowers. Prior to joining ITARE, he had been a Management Consultant at PwC Advisory in Milan and a Policy Underwriter at SACE.



Fabio Gazzetti – *Structured Trade and Project Finance*

Fabio Gazzetti was Head of Treasury at N.F. Food SpA in Modena (Italy). In this role, he gained experience in cash flow and liquidity management. He attended a post-graduate specialization course in Corporate Treasury Management and obtained a Master of Science in Finance and a Bachelor's Degree in Business Economics from the University of Modena and Reggio Emilia (Italy).



Giorgia Carlesimo - *Project Analyst*

Giorgia Carlesimo has previously served as a Project Consultant at the “*Internationalization and Market Policies Office*” of Confcooperative in Rome (Italy). During this time, she gained expertise in the field of “Public-Private Partnership”, particularly in the Middle East Region. She holds a master's degree in management and business strategy, and a bachelor's degree in business economics from the University of Rome, La Sapienza.



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