

THE DEVELOPMENT OF SMEs ABROAD

International missions and recent activities prepared by Intesa Sanpaolo's **Banca dei Territori Division** headed by Stefano Barrese, in collaboration with the Group's international structures and network, to accompany the development of Italian companies abroad and support their competitiveness:

- **Mission to Dubai (UAE) for Food-Agritech and Home System SMEs - April 2025**
An international mission to the United Arab Emirates dedicated to the Banca dei Territori's corporate clients, which involved 15 SMEs in the Food-Agritech and Home System sectors from all over Italy with a strong vocation for foreign trade and international development. During the occasion, the agreements signed by Intesa Sanpaolo with Simest, Sace and ICE in favour of the international strengthening of Italian companies were announced.
- **Seminar on SME Development in the USA - January 2025**
Digital seminar “*USA: Challenges and Opportunities*” for SMEs interested in expanding their business in the US, dedicated to 800 client companies.
- **SME Development Seminar in the United Arab Emirates - October 2024**
Digital seminar “*Doing business with the United Arab Emirates*” dedicated to SMEs and realised in cooperation with the Italian Embassy in Abu Dhabi and the Embassy of the Emirates in Rome.
- **Mission to Silicon Valley for start-ups - September 2024**
An initiative in collaboration with INNOVIT and Intesa Sanpaolo Innovation Center in which 12 innovative Italian start-ups took part, selected from the participants in Up2Stars, Intesa Sanpaolo's programme dedicated to showcasing Italian start-ups operating in strategic sectors for the country's economy such as digital, bio-economy, health, aerospace water, renewable energy, artificial intelligence, infrastructure and mobility.