

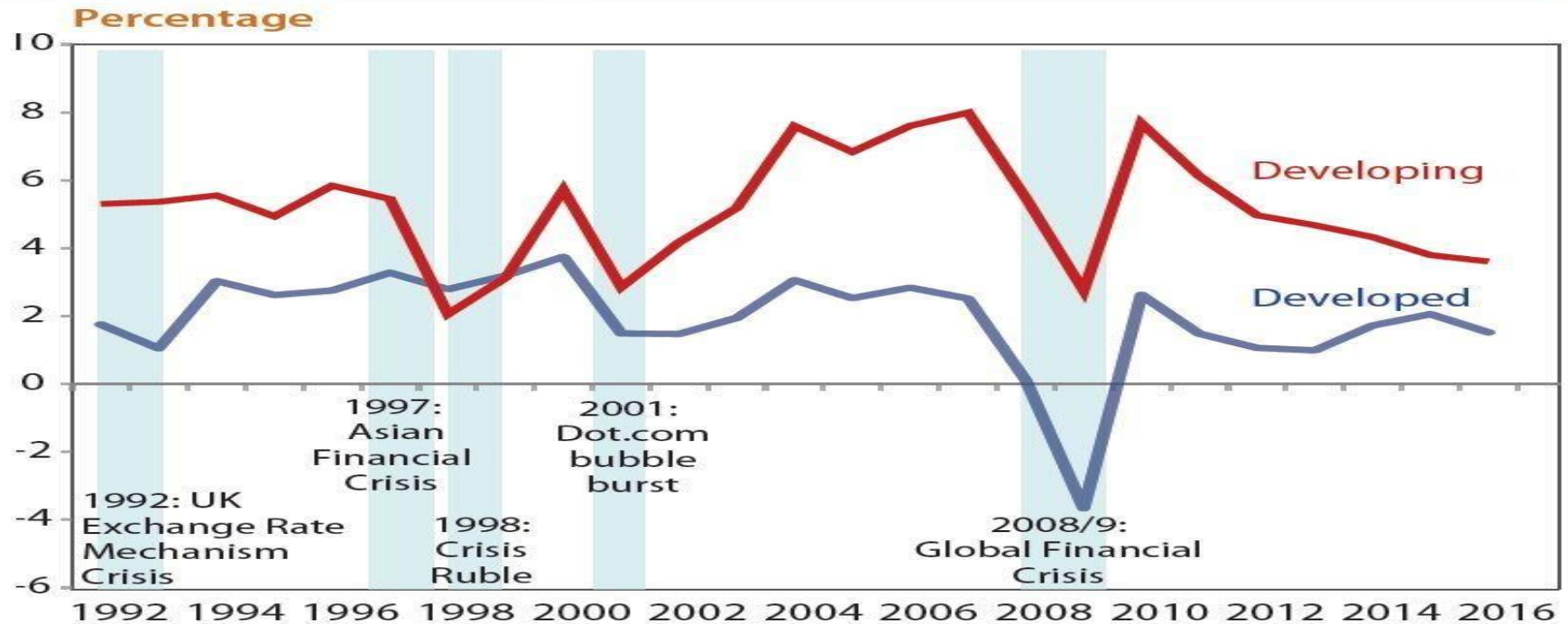
# Dario Liguti

Chief Large Corporate Underwriting Officer



# My professional life... so far

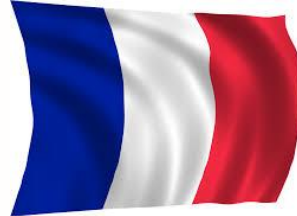
## Figure 1: World GDP growth, 1998-2015



Source: UN/DESA.

# So what did I do?

**Cargill**<sup>TM</sup>



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# We support companies' competitiveness



**SACE** is a joint-stock company fully owned by **Cassa Depositi e Prestiti** and operates in the field of export credit, credit insurance, investment protection, financial guarantees, sureties and factoring. An offer that is enriched with **SIMEST** products, ranging from investments in equity capital to subsidised loans and export credit.

## WE OFFER SOLUTIONS FOR THE INTEGRATED MANAGEMENT OF COMMERCIAL AND POLITICAL RISKS:

- Export credit and project finance
- Protection of foreign investments
- Soft loans and equity investments
- Financial guarantees
- Credit insurance
- Surety and construction risks
- Factoring



EXPERIENCE

40 years

providing risk management solutions

Financial Soundness



€ 5.6 BILLION  
Shareholders' equity  
and **BBB+** credit  
rating (Fitch)

Flexibility

Assisting over  
**20,000** SMEs  
and large corporations  
in **198** countries



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# Megatrends that affected my life... and those that will going forward

## My first 25 years:

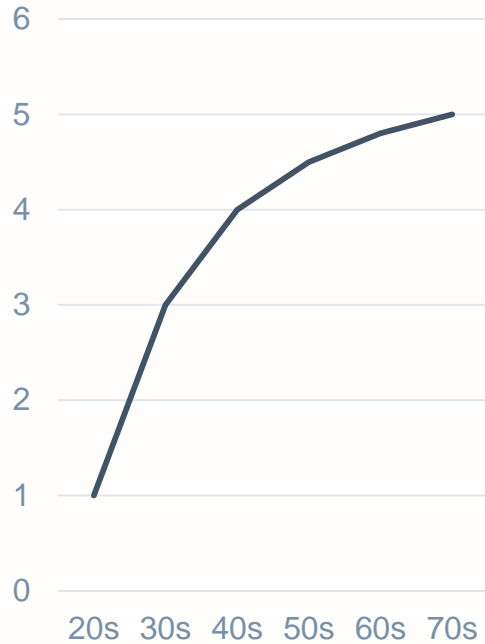
- Globalization
- Advent and development of Internet
- The fall of COMECON and the opening of China

## My next 25 years:

- De-globalization
- Advent and development of 5G and AI
- Climate change

# What it takes to... survive? 1/2

## Technical competence



## Managerial competence



## Leadership



## What it takes to... survive? 2/2

- Agility
- Resilience
- Flexibility
- Self confidence
- Optimism
- Technical & Soft skills



## What you should do... that it worked for me...

- Be open
- Prepare plans... but be ready to ditch them
- Be patient
- Don't be afraid of mistakes... dare
- Don't compromise your values
- Create a network... a real one!



