

# **SIMEST Corporate Presentation**

April 2020

# Who We Are

# About us

cdp 

We are a **CDP Group** company  
76% controlled by **SACE** and 24%  
owned by Italy's leading banks and  
banking associations.

simest   
gruppo cdp

sace simest   
gruppo cdp

With SACE we constitute **CDP Group's  
export and internationalization hub**,  
which offers Italian companies a wide range of  
instruments to grow around the world.

# At the center of the development network

## Working with SIMEST means having a partner who...



... is part of Cassa depositi presiti Group, a company controlled by the Italian Ministry of Economy and Finance. CDP is the Italian National Promotional Institution, as well as the Financial Institution for Development Cooperation.



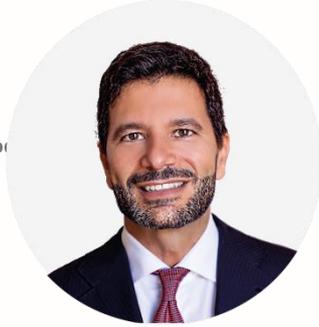
...is a company at the center of an institutional support for the Italian business and trade system (Italian Trade Agency, or ITA) which is managed by the Italian Ministry of Foreign Affairs and International Cooperation. The Ministry's competencies in commercial policy and internationalization of Italian business and trade include the supervision of SIMEST and ITA.



...is a member of EDFI – European Development Institutions, which involve 15 leading European financiers, through which it collaborates with multilateral finance institutions.



# Management Team



**Chairman**  
**PASQUALE**  
**SALZANO**



**Chief Executive Officer**  
**MAURO**  
**ALFONSO**



Administration,  
Planning and Control  
**IDA D'AMORA**



Communications  
**LORELLA CAMPI**



Export Credit &  
Internationalization  
**CAROLINA LONETTI**



Debtor and Partner  
Management  
**ANNA IMPERADORI**



Equity  
Investment  
**BERNARDO ATTOLICO**



Legal and Corporate  
Affairs  
**MARCO BELLOCCI**



External Relations  
**FRANCESCO TILLI**



Soft Loans  
**ROBERTO TATASCIORE**



Organization and Services  
**SERGIO FALTRACCO**



Business Development  
& Marketing  
**MARCO CANTALAMESSA**

# Our Products

# Range of instruments

We operate with our own resources as well as manage funds for the Italian Ministry of Foreign Affairs. Our objective is to help Italian companies in their internationalization process, especially SMEs

We accompany businesses during the whole internationalization cycle, from the initial evaluation for opening a new market, to expansion through direct investment.

The three lines of activity;

**1**  
**Soft loans**

**2**  
**Equity Investment**

**3**  
**Export Credit Support**

# 1) Soft Loans

- **SMEs' participation in trade fairs and/or exhibitions** (only SMEs). We help SMEs participate in international events and ITA missions promoting business in new markets
- **Capitalization of exporting SMEs.** We help strengthen the capital of Italian SMEs aiming to expand internationally
- **Feasibility studies.** We finance feasibility studies related to foreign investment for commercial and productive investments
- **Programmes for entering extra-EU markets.** We facilitate the entrance into new markets by financing the opening of permanent commercial structures
- **Technical assistance programmes.** We help with the training of personnel for foreign investment initiatives
- **E-Commerce.** We finance the development of E-Commerce through the use of a marketplace or the realization of an IT platform
- **Temporary Export Manager (TEM).** We help with the hiring of temporary export managers (TEM) for extra-EU projects

## 2) Equity Investment

### TYPE OF INTERVENTIONS

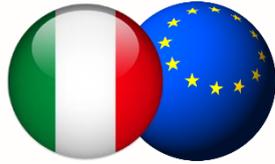


EXTRA UE

- ✓ Direct Equity investments
- ✓ Interest subsidies for equity investment

+ (for eligible countries)

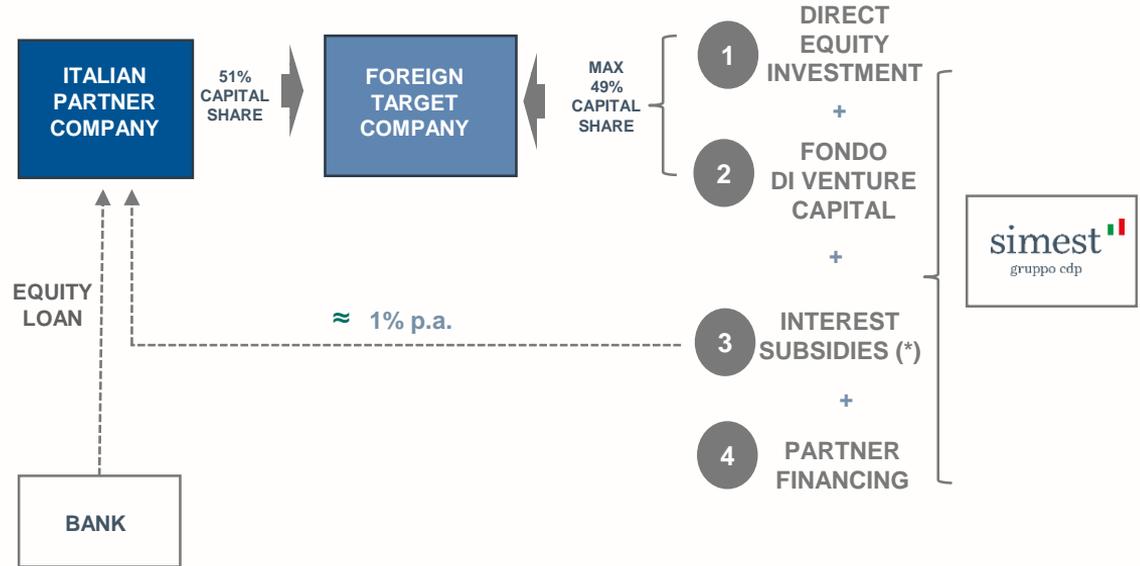
- ✓ **Fondo di Venture Capital:** access to complementary financial resources at favorable conditions



UE & ITALY

- ✓ Direct Equity investments

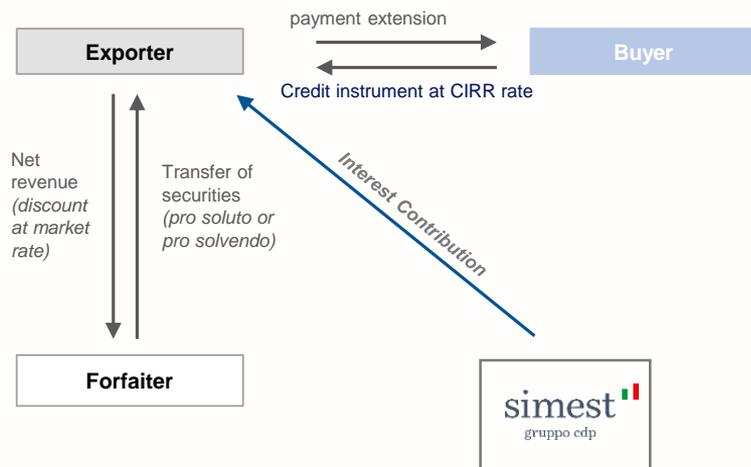
### BLENDING INSTRUMENTS



### 3) Export Credit Support

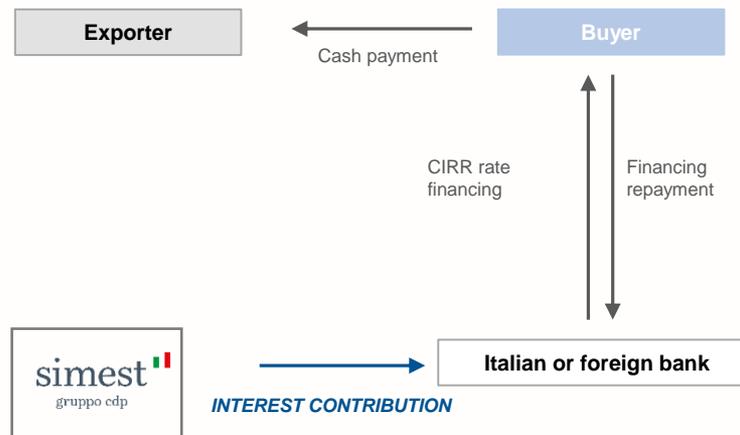
#### CONTRIBUTION ON SUPPLIER CREDIT

The Italian exporter grants the foreign buyer an extension for discounted debt securities at a market rate. SIMEST pays the exporter an advance interest rate contribution equal to the difference between the net proceeds from the effects at the market rate and the present value of the same at the rate paid by the buyer.



#### CONTRIBUTION ON BUYER CREDIT

The foreign importer receives a CIRR fixed rate loan from a bank against payment by the financing bank itself of the supply to the Italian exporter. SIMEST guarantees the bank the difference between the fixed rate paid by the debtor (established in the OECD) and the variable market rate



# Our numbers

# Key figures 2019



## Equity investments

53 stakes acquired in Italian and foreign companies + Contributions on equity loans



## Subsidized financing for internationalization

- 868 operations
- Foreign market penetration programmes
    - Capitalisation of exporting SMEs
  - Feasibility studies and technical assistance programmes
  - SMEs' participation in trade fairs and/or exhibitions

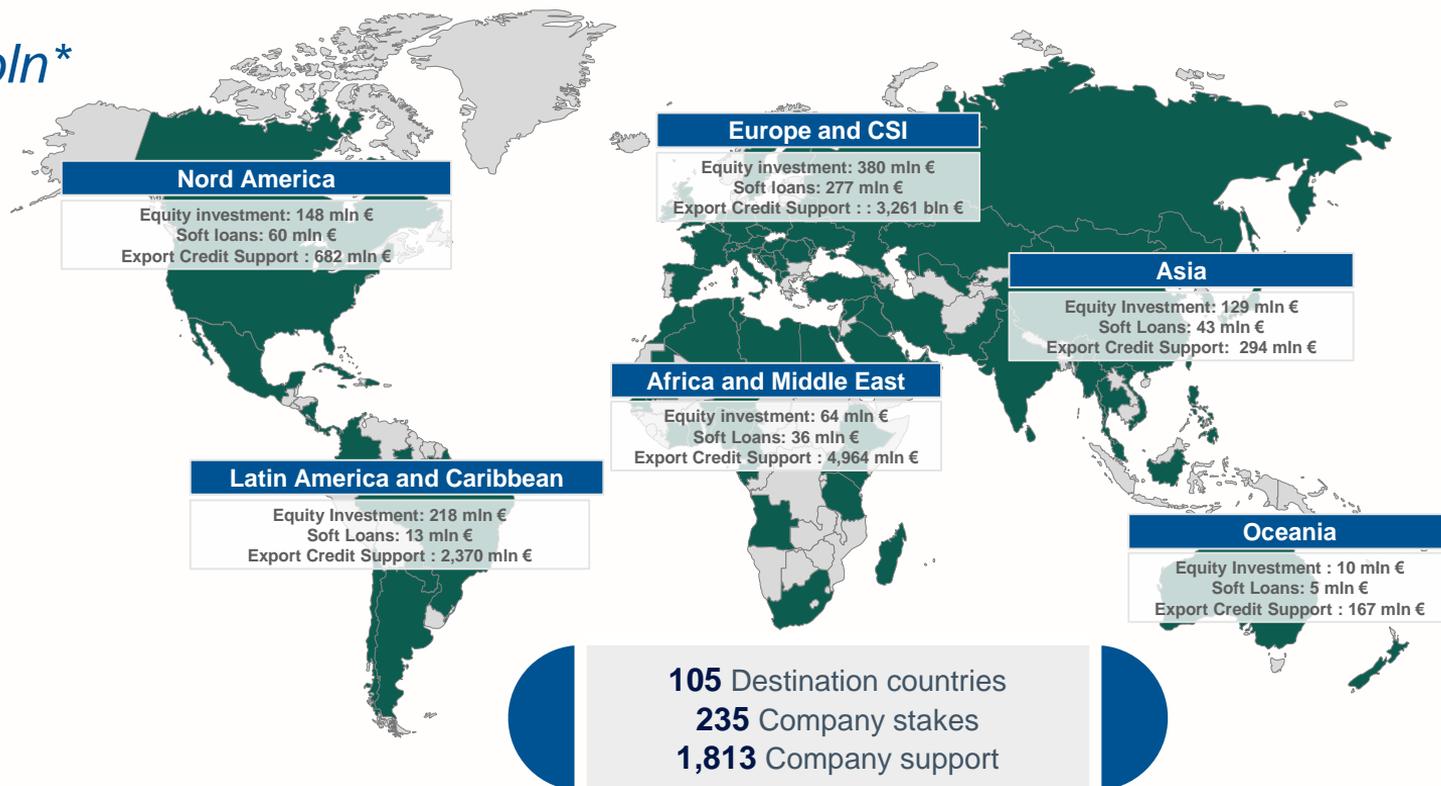


## Export Credit support

- 47 operations
- Buyer credit
  - Supplier credit

# Project portfolio 2019

14€/bln\*



# Contacts



**SIMEST Spa**  
**Corso Vittorio Emanuele II, 323,**  
**00186, Rome, Italy**  
**+ 39 0668635.1**

**External Relations:**

[f.tilli@simest.it](mailto:f.tilli@simest.it)

[c.desimone@simest.it](mailto:c.desimone@simest.it)