

Developing and promoting the internationalization of Italian companies

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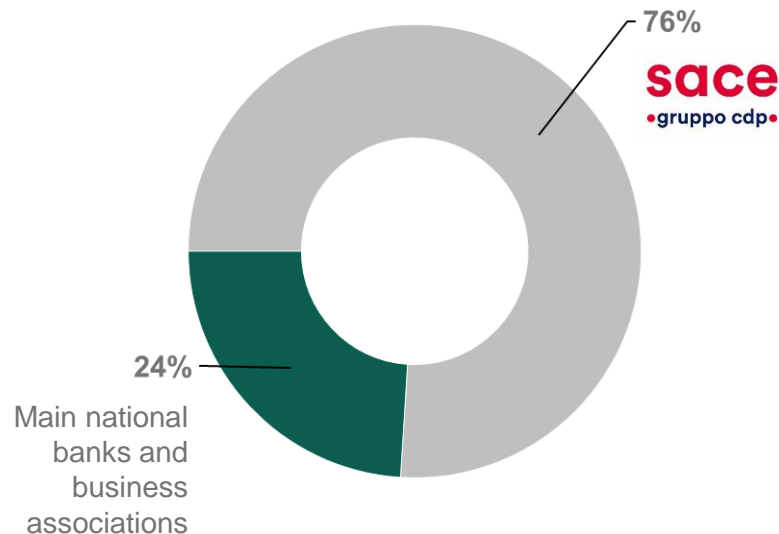
Who we are

SIMEST is the company of the “Cassa depositi e prestiti” Group that since 1991 has supported the international development of Italian businesses.

SIMEST is a joint-stock company controlled (76%) by the Cassa depositi e prestiti Group through SACE Spa and participated by private shareholders (banks and business associations).

CDP is the **National Promotional Institution**, aimed at supporting the **development of the Italian economic system**, directly controlled (80%) by the Italian Ministry of Economics and Finance, with minority interest held by a broad group of bank foundations. In 2015, the Group reached a consolidated balance sheet of around 350 €/bln.

SACE, a joint stock company wholly owned by CDP, offers a wide range of **insurance and financial products to support exports and internationalization** of Italian companies. SACE operates in almost 200 countries with a portfolio of 25,000 business customers.



CDP Group Network



SIMEST is integrated in the **Cassa depositi e prestiti Group**, the National Promotional Institution, **endorsed by the EU** and actively involved in the **Juncker Investment Plan**

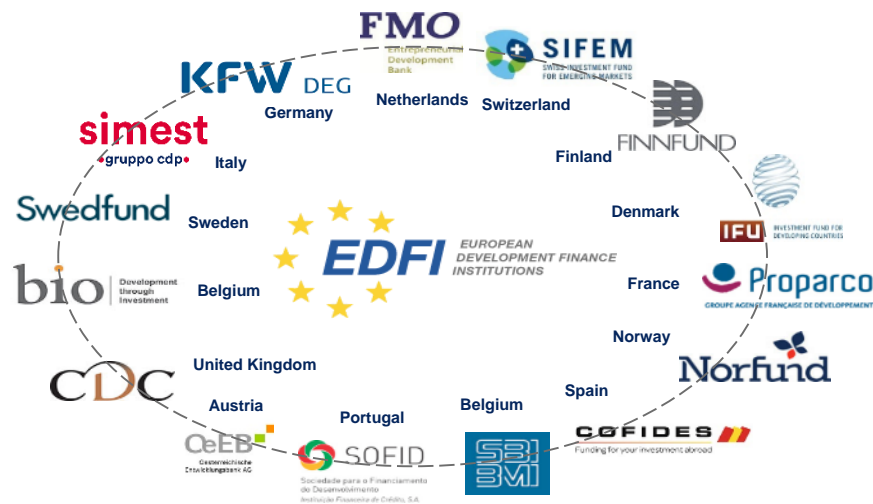
Together with **SACE Spa** (the National Export Credit Agency), SIMEST is involved in the **«One door» project**, a **single access point** to the Group's facilities aimed at sustaining international growth.



sace simest
•gruppo cdp•

integrated offer
unique access point

International network



Multilateral investment organisations

SIMEST cooperates with the **world leading multilateral investment organisations** such as EIB, EBRD, IFC, ADB, IADB, IDB, AfDB.

European Development Finance Institutions

SIMEST is a member of **EDFI**, the **association of 15 European bilateral DFIs**, committed to promoting sustainable growth through financing and investing in private sector initiatives in developing economies.



Our mission

Promoting the international development of Italian companies, by supporting their growth along the whole internationalization lifecycle.



Subsidized financing to widen Italian companies' (especially SMEs) presence in foreign markets



Interest rate subsidy on Italian **capital goods exports**



Provision of **equity capital** directly and through the management of the Venture Capital Fund on behalf of the Italian government

Focus on Equity

Purposes

- facilitating Italian business in setting up direct investments
- supporting technological development programmes by investing in innovation and applied research

ENTITY

Up to 49% of the foreign company's share capital, not exceeding the Italian investor's direct share



DURATION

Up to 8 years (can be longer when multilateral development banks are involved)



CONDITIONS

Participation at market conditions (bailouts excluded)



BLENDING



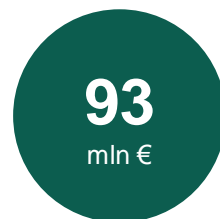
- **Venture Capital Fund:** if the foreign company is located in geographic areas of strategic interest, the participation of the Fund (at favourable conditions) can be used alongside SIMEST direct equity investment (SIMEST + VCF \leq 49% of the share capital)
- **Interest rate subsidy:** financial support on the cost of the loan obtained by the Italian investor in relation to its own equity stake; up to € 40 mln per single project (€ 80 mln per economic group); applicable to non EU investment projects
- **International financing:** the financial structure of the project can benefit from the involvement of international institutions' facilities

Our commitment in 2016



equity

33 new equity
investments



soft loans

117 foreign market penetration programmes
23 capitalization of exporting SMEs
32 participation to trade fairs/exhibitions
16 feasibility studies and technical
assistance programmes

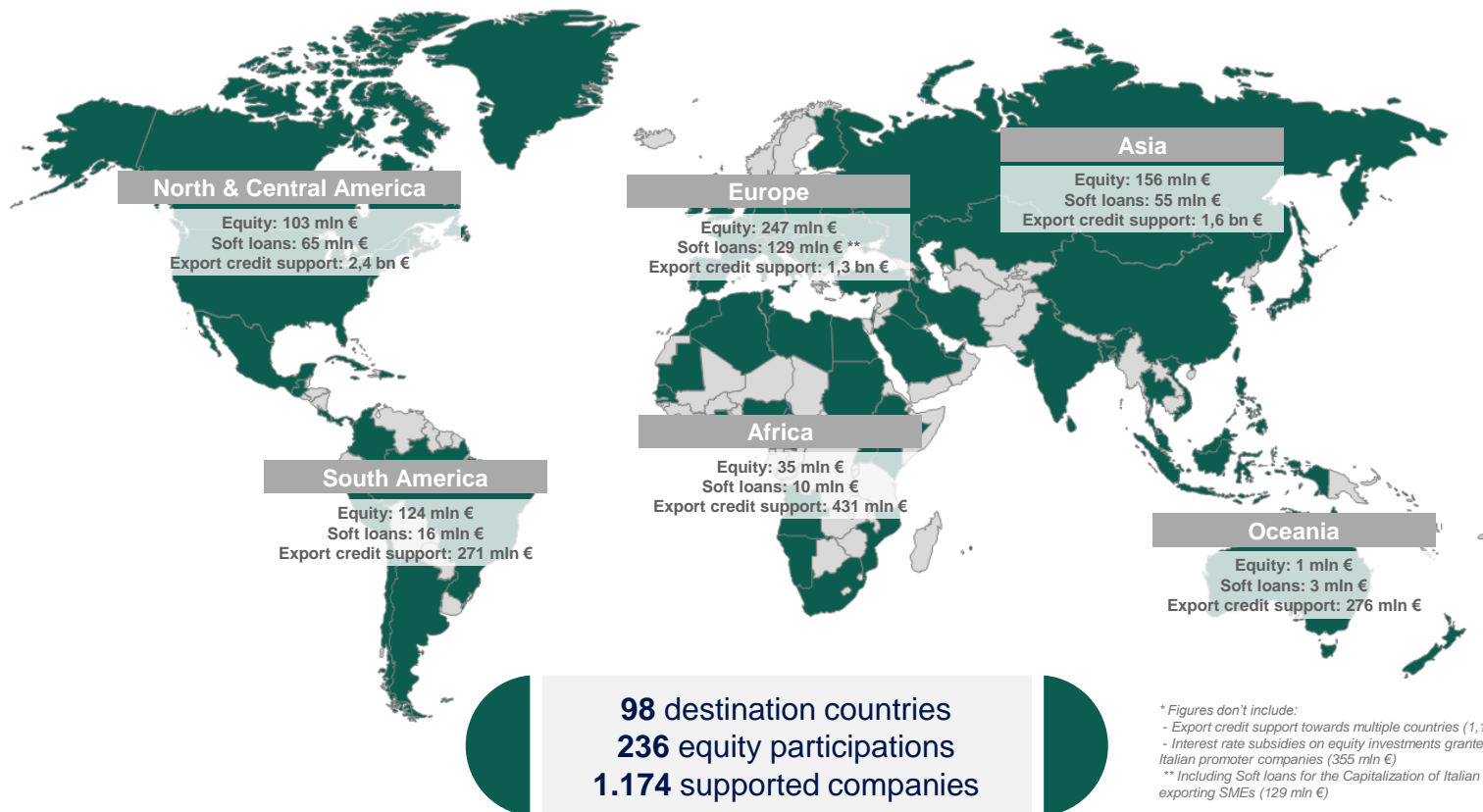


export credit support

14 buyer credit
50 supplier credit

Worldwide presence

As of 31/12/2016 *



SIMEST historical presence in the Mediterranean area

Equity – Investments Approved

Total amount as at dec. 31, 2016

Total amount of projects approved: 117

Total SIMEST commitment: 100 €/mln

TARGET AREAS

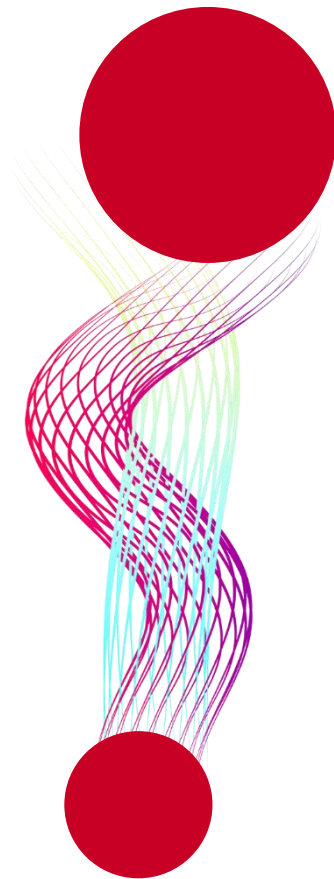
TUNISIA

EGYPT

MOROCCO

Main countries	# projects	€/mln
Algeria	4	3,1
Egypt	22	27,2
Jordan	3	3,1
Israel	6	11,8
Libya	3	2,1
Morocco	19	6,3
Tunisia	60	46,5

SIMEST & the Renewables



SIMEST in the renewables

Projects on renewables

Approved as at dec. 31, 2016

	Hydropower	Wind	Geothermal	Solar PV		TOTAL
Nr. of projects	8	8	1	5		22
Installed Capacity (MW)	321	453	32	54		860
Production (GWh/yearly)	1.574	1.301	221	100		3.196
SIMEST + FVC (€/Mln.)	42,0	36,5	6,3	11,5		96

The destination countries are: Mexico (n. 3), Chile (2), Costa Rica (1), Guatemala (2), Indonesia (2), Uganda (1), USA (2), Jordan (1), Italy (4), South Africa (1) Romania (2) e Bulgaria (1).

Case Study: Enerray and his Jordan project

(1/3)



ENERRAY works as EPC and O&M contractor in the solar sector.

The Italian Partner

The **Partner** has launched more than **240 photovoltaic systems** for a **total power of approximately 800 MWp**.

ENERRAY is a subsidiary of **SECI ENERGIA**, a sub-holding of the Maccaferri Industrial Group.

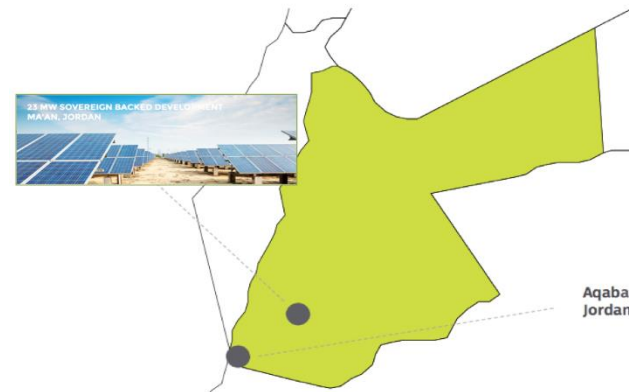
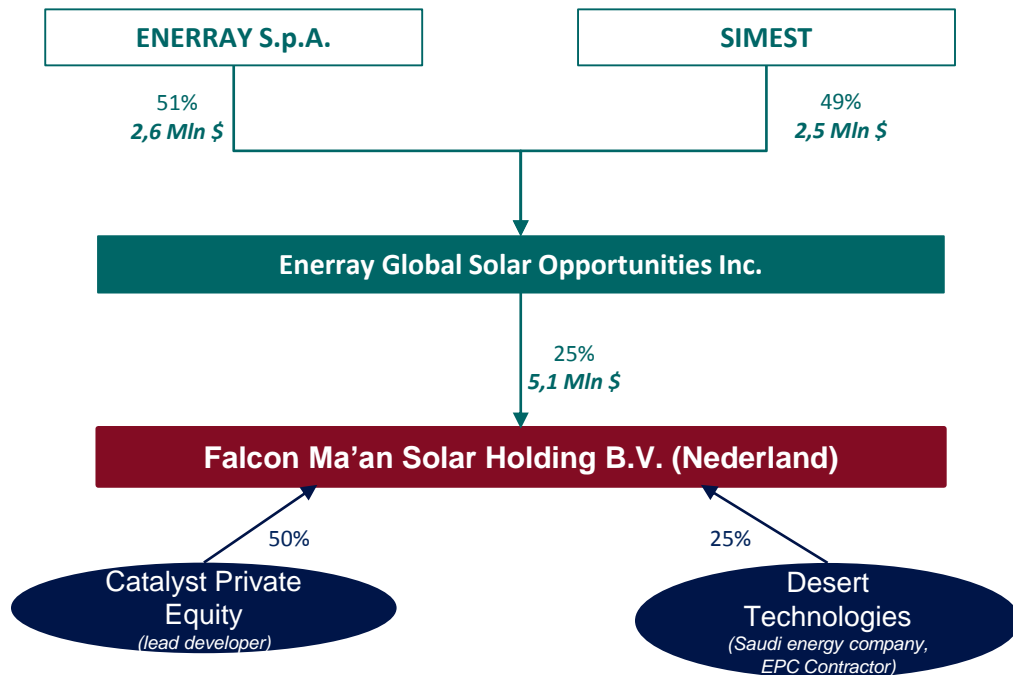
ENERRAY has developed, together with SIMEST financial support, a **photovoltaic park of 21 MW in Jordan**.

The **project capex** was estimated at **50.3 \$/Mln.**, with an equity of 10.3 \$/Mln..

In this context, ENERRAY has developed the relationship with the lenders (IFC as Arranger, Finnfund and OPIC) and **has provided EPC and O&M service**, acquiring a stake of participation in the project company of **25%**.



Jordan project



Energyray has acquired the 25% of the share capitale of *Falcon Ma'an Solar Holding B.V.*, the Nederland sub-holding encharged to develop the project in Jordan, through the capitalization of his american subsidiary *Energyray Global Solar Opportunities Inc.*

The Jordan project would be developed together with *Catalyst Private Equity Group*, as lead developer, and *Desert Technologies*, a Saudi Company working in the renewables, as developer and EPC Contractor.

- ✓ **Optimization of the bank financing cost** on the direct participation of the Italian Group **through the interest rate subsidy**
- ✓ **Quick process of resolution**, to allow Enerray to meet the operation closing timing
- ✓ Presence in the USA company of an **institutional partner**
- ✓ Operation conducted in **synergy with the banking system.**



SIMEST Green Energy Project

Object

SIMEST is developing a **Green Energy Project** dedicated to Italian companies investing in the renewable energy sector (applicable in the future also to water treatment and to energy saving sectors).

Targets

- traditional energy operators/IPP (Independent Power Producer);
- technology and / or services suppliers in the renewable energy sector (EPC and O&M Contractor), which offer a full service 'package' (EPC and O&M, in addition to the supply of technology where needed) combined with:
 - an equity participation (also minority)
 - possible prevision of transfer of shares after the COD

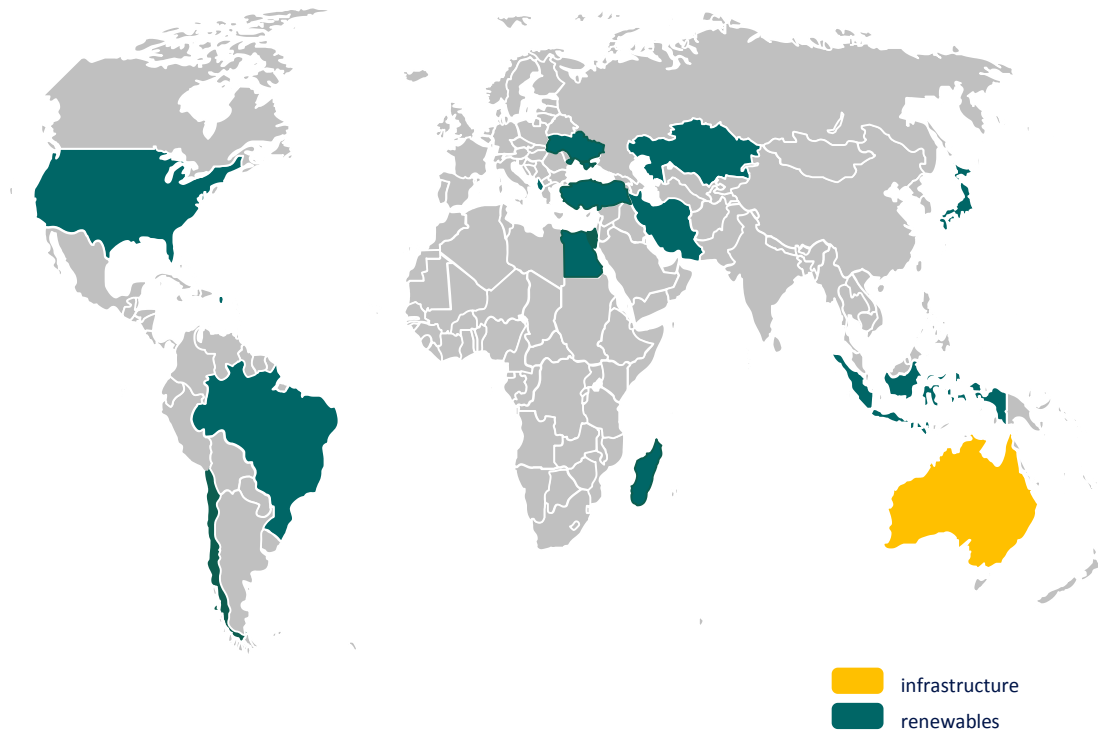
Main features

- Amount: max 15 €/ML per project (40 per Industrial Group)
- Max 49% of the equity in the foreign company
- Maximum term of funding: up to a maximum of 8 years, extendable to 12 if it meets certain requirements (International Financial Institution involvement, project identified as an infrastructure project)
- Remuneration: to be defined case by case, even considering a share in the dividend policy

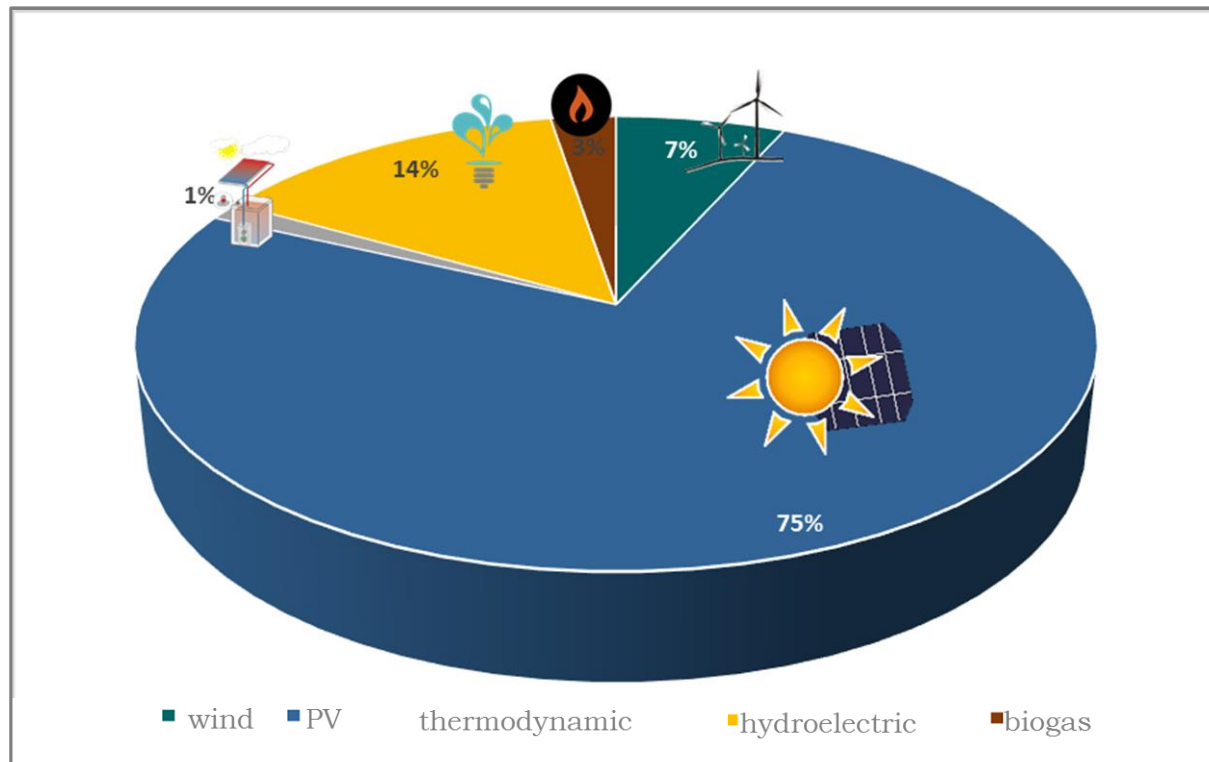
Renewables/Infrastructure - 20 projects identified

	Technology	Country	Installed Power (MW)	Investment (€/Mln.)
R E N E W A B L E S	hydroelectric	Indonesia	10	21,3
	PV - wind	USA	43	31
	PV	Iran	12	10
	wind	Albania	16	20
	PV	Kazakhstan	124	n.d.
	biogas	Brasil	20	17
	PV	Japan	15	35
	thermodynamic	Italy	10	30
	hydroelectric	Albania	39	n.d.
	hydroelectric	Madagascar	22	30
	PV	Iran	10	12
	hydroelectric	Chile	9	32
	hydroelectric	Ukraine	30	13
	PV	Kazakhstan	300	134
	PV	Iran	32	45
	PV	Iran	10	15
	PV	Egypt	64	70
	wind	Antigua	6	4
	PV	Turkey	2	2
TOTALE POTENZA INSTALLATA (MW)			774	
I N F R A S T R U C T U R E	Infrastructure Melbourne subway	Australia	-	4.000 (48 equity injection from the italian partner)

Distribution by target Country



Distribution by Technology (MW Installed)





THANK YOU!

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