

SIMEST Corporate Presentation

August 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

Together with SACE, we offer to Italian
companies **financial support, for export
and internationalization**, to help their
international growth.

At the core of the development network

Working with SIMEST means having a partner who...



... is part of Cassa Depositi e Prestiti 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 involves 15 leading European financiers, through which it collaborates with multilateral finance institutions.



Our Products

Range of instruments

We operate with our own resources as well as manage funds on behalf of 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 opening of a new market, the initial assessment on the to the expansion through direct investment.

The three lines of activity:

1
Soft loans

2
Equity Investment

3
Export Credit Support

1) Soft Loans

- **Companies' participation in international trade fairs and/or exhibitions.** We help companies participate in international events and ITA missions promoting business in new markets
- **Capitalization of exporting companies** (only SMEs and Mid Cap). We help strengthen the capital of Italian companies aiming to expand internationally
- **Feasibility studies.** We finance feasibility studies related to foreign investment for commercial and productive investments
- **Programmes for entering foreign 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 projects abroad

2) Equity Investment

Non-EU countries

- **Size of the equity investment**

up to 49% of foreign company capital and in any case not more than the equity investment of the Italian promoting company

- **Duration of the equity investment**

up to 8 years (longer for projects financed by multilateral development banks)

- **Interest subsidy**

- subsidy on loans for the acquisition of an equity investment in a foreign company (on 90% of the Italian company holding and up to 51% of the foreign company capital)

- ≤ 40 million euro for an individual project and ≤ 80 million euro for an economic group

- **Additional equity investment by the Public Venture Capital Fund**

the total equity investment of SIMEST + Venture Capital Fund can reach up to 49% of the foreign enterprise capital but cannot exceed the holding of the Italian promoting company

EU & Italy

For enterprises making investments in production, business or technological innovation in Europe as part of an international development programme

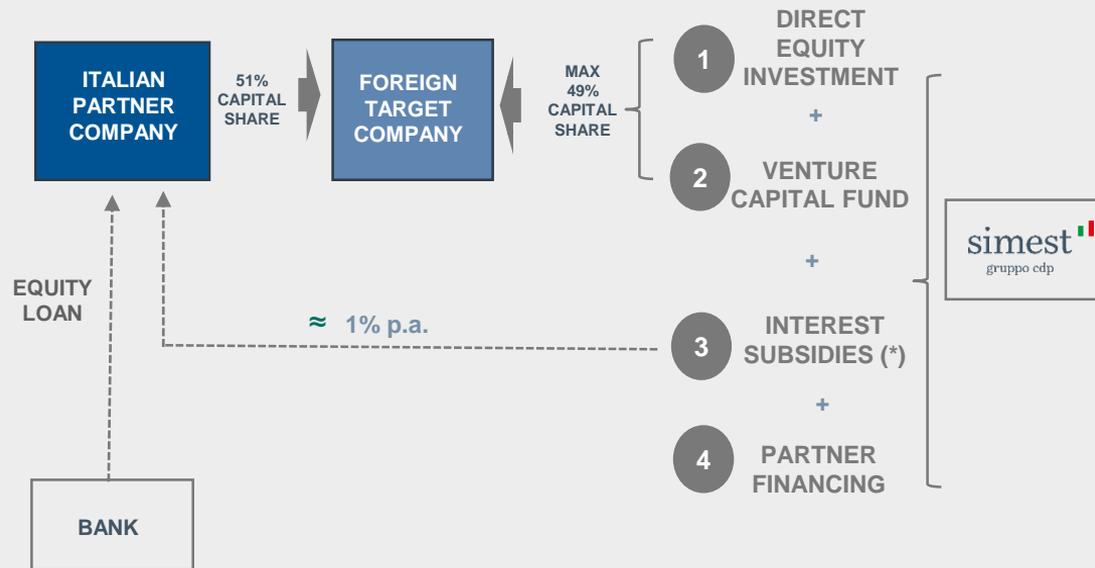
- **Duration of the equity investment**

up to 8 years

- **Size of the equity investment**

up to 49% of the equity of the Italian or EU-based enterprise

BLENDING INSTRUMENTS



The direct equity investment enables the request for an additional investment by SIMEST through a shareholder loan.

Equity investments in non-EU companies and interest subsidy



Invest in foreign companies based in non-EU countries

WHO THIS IS FOR

all enterprises of any size



SIZE OF THE EQUITY INVESTMENT

up to 49% of foreign company capital and in any case not more than the equity investment of the Italian promoting company



DURATION OF THE EQUITY INVESTMENT

up to 8 years (longer for projects financed by multilateral development banks)



CONDITIONS

arm's length transaction



INTEREST SUBSIDY

- subsidy on loans for the acquisition of an equity investment in a foreign company (on 90% of the Italian company holding and up to 51% of the foreign company capital)
- ≤ 40 million euro for an individual project and ≤ 80 million euro for an economic group



INTERNATIONAL FINANCE

possibility of optimising the financial structure of the project thanks to the partnership with international financial institutions

The direct equity investment by SIMEST gives access to:

- additional equity investment by the **Public Venture Capital Fund**, if the investment is made in geographical areas of strategic interest
- further financing can be provided by SIMEST with **shareholder loans**

Equity investments of the public Venture Capital Fund*



Invest in foreign companies based in non-EU countries

WHO THIS IS FOR

all enterprises investing in non-EU countries with SIMEST



DURATION OF THE EQUITY INVESTMENT

up to 8 years but not longer than the direct investment by SIMEST

SIZE OF THE EQUITY INVESTMENT

the total equity investment of SIMEST + Venture Capital Fund can reach up to 49% of the foreign enterprise capital but cannot exceed the holding of the Italian promoting company



CONDITIONS

- the equity investment of the Venture Capital Fund is additional to SIMEST direct equity investment
- return at the ECB rate + spread according to the size class of the enterprise (max 1%)

Equity investments in EU enterprises, including Italy



Invest in European companies oriented towards innovation and international expansion

WHO THIS IS FOR

all enterprises making investments in production, business or technological innovation in Europe as part of an international development programme



SIZE OF THE EQUITY INVESTMENT

up to 49% of the equity of the Italian or EU-based enterprise



DURATION OF THE EQUITY INVESTMENT

up to 8 years



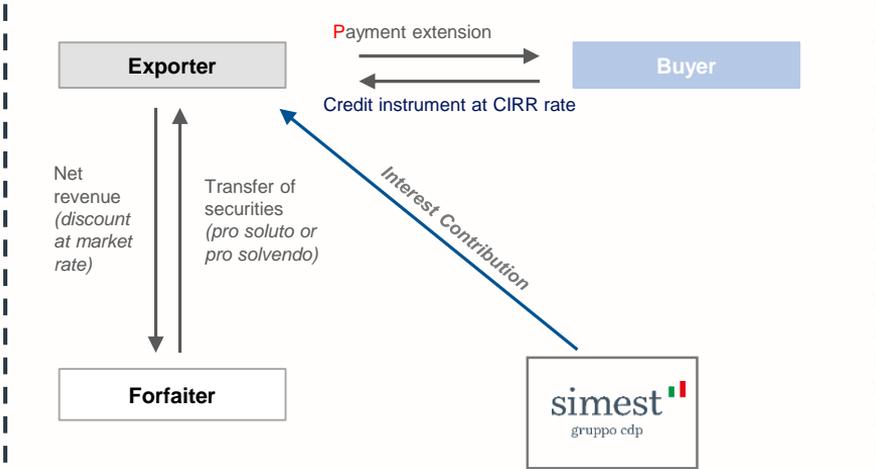
CONDITIONS

the transaction is conducted at arm's length and no subsidising instruments are envisaged

The direct equity investment enables the request for an additional investment by SIMEST through a **shareholder loan**.

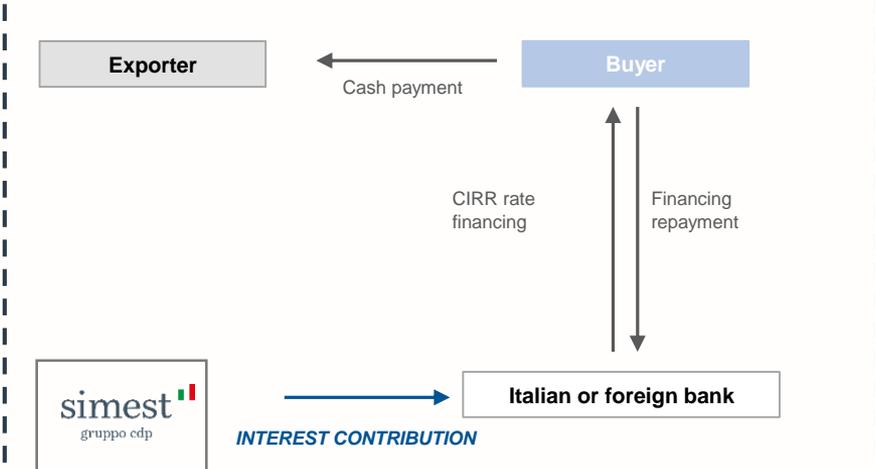
3) Export Credit Support

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

Contacts



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Thank you