

# Accordo di Parigi: attività di cooperazione e opportunità per l'Italia in Africa

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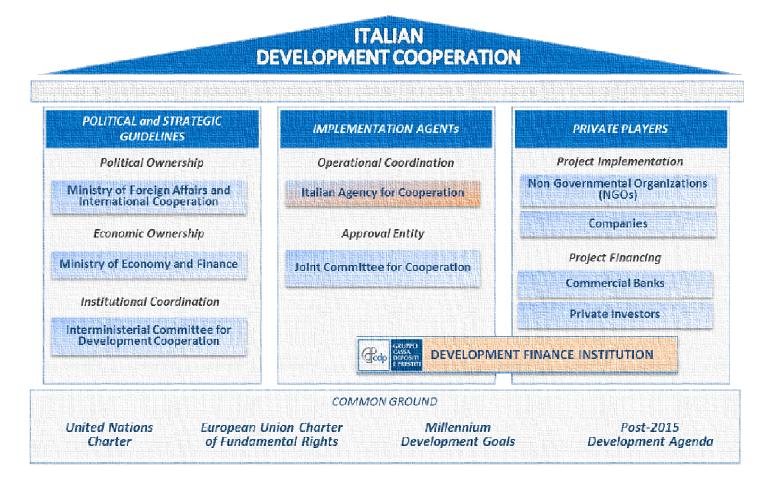
## CDP Group and the international dimension

		Export	Internationalization	Cooperation
Building blocks	Company	SIMEST SIMEST INDERVO TALIARO HEL MONDO	SIMEST INCCENDITALINIO NEL BOADO	Financial Institution for Development Cooperation
	Mission	Support to Italian companies and banks in foreign countries: <b>tied</b> business	Support to Italian companies and banks in foreign countries: <b>tied</b> business	Support to "Developing Countries" (poverty reduction and sustainable and long-lasting growth: untied business)
	Geographical scope	All countries with an Italian interest	All countries with an Italian interest	"Developing Countries" (DAC) with an Italian Cooperation interest
	Beneficiaries	Italian companies and banks	Italian companies and banks	<ul> <li>Governments and Ministries</li> <li>National Authorities</li> <li>Local entities and municipalities</li> <li>Private sector</li> </ul>
	Sectors	No restrictions, sectors of interest for Italian companies	No restrictions, sectors of interest for Italian companies	Infrastructure (energy and transport), climate change, social and education, urban development, financial. <b>No military</b>
	Products	<ul><li>Guarantees (risk sharing)</li><li>Senior loan</li><li>Subordinated loan</li><li>Interest rate subsidy</li></ul>	<ul><li>Guarantees</li><li>Interest rate subsidy</li><li>Mezzanine finance</li><li>Equity</li></ul>	<ul> <li>Global loan</li> <li>Senior e sub loan</li> <li>Guarantees</li> <li>Mezzanine finance</li> <li>Equity (funds)</li> </ul>
	Institutional stakeholders	<ul><li>Ministry of Economic Development</li><li>Ministry of Finance</li></ul>	<ul><li>Ministry of Economic Development</li><li>Ministry of Finance</li></ul>	<ul> <li>Ministry of Foreign Affairs and International Cooperation</li> <li>Agency for International Cooperation</li> <li>Ministry of Finance</li> </ul>
	Approach	Profit oriented	Profit oriented	<ul><li>Concessionality, soft loans</li><li>Environmental and social sustainability</li></ul>
	Targets	<ul> <li>Increasing Italian goods and services purchase around the world</li> </ul>	<ul> <li>Increasing Italian companies presence around the world (no delocalization)</li> </ul>	<ul> <li>Supporting Italian foreign policy</li> <li>Improving Italian Cooperation relations with partner countries</li> </ul>
	→ key parameter	→ Increasing Export/GDP ratio	→ Increasing Italian FDIs abroad	→ Increasing ODA/GNI ratio





### The new Italian Cooperation architecture



✓ Supporting the Italian Development Cooperation as the financial arm alongside the Agency as technical advisor



Facilitating the link between the Official Public Cooperation and the Private Sector Cooperation



## CDP and its role as the Italian Financial Institution for Development Cooperation

According to the Italian Law 125/2014 CDP is entitled to play the role as the Italian Financial Institution for Development Cooperation (IFCS) along three main dimensions:

Manager of Italian Public

Fund

The main activites are the following:

- ✓ administrative, financial and accounting management
- ✓ conversion, cancellation and restructuring of concessional loans
- ✓ negotiation and drafting , on behalf of the Italian MoF, of concessional loans
- ✓ reporting to the Italian MoF, MAECI and «Corte dei Conti»
- ✓ attending at Paris Club meetings as part of the Italian delegation



Italian Financial
Institution for
Development
Cooperation

Lender and Investor with own resouces CDP may provide, according to the annual ceiling established by the Italian MoF, soft loans and equity investments through investment funds, also in co-financing with international public and private financial institutions. In particular, CDP may provide support through:

- ✓ loans to Multilateral Development Banks
- ✓ sovereign loans (direct or global loan)
- ✓ private loans (directly to large corporates and through intermediates to SMEs)
- ✓ equity stakes into investment funds

CDP could participate in blending activities with the Italian Public Fund (with the exception of equity project) and the Italian Ministry of Environment public funds

Support to MAECI and Italian Agency CDP is responsible for the management, underwriting and assessment of the development cooperation initiatives on behalf of the MAECI and the Italian Agency. In details, CDP's support is linked to:

- ✓ analysis, assessment and evaluation of tender procedures
- ✓ analysis of feasibility and sustainability issues
- macroeconomic analysis and country risk assessment in relation to partner countries
- ✓ financial and credit worthiness analysis
- ✓ legal due diligence





## The ambition and the overall approach

CDP has the ambition to combine the typical set of products of International Financial Institutions with those of the Development Financial Institutions
 Public and private arms may be separated, CDP Group intends to serve the mission of promoting international development in partner countries with a global approach, especially in terms of development impact goals and measurement

#### **Public Sector Private sector** Partner for private companies Provide concessional resources toinvesting/lending in developing developing countries countries/emerging markets **Subordinated** Mezzanine **Global Loan** Senior Loan Equity capital\* Guarantees finance **CDP Own Resources** Mixed (blending) Official Aid Fund



<sup>\*</sup> Equity capital is not included between IFIs products