

An aerial night photograph of a long bridge spanning a body of water. The bridge is illuminated with red lights along its length, and a section of it is highlighted with green lights. The sky is dark blue, and the water reflects the lights.

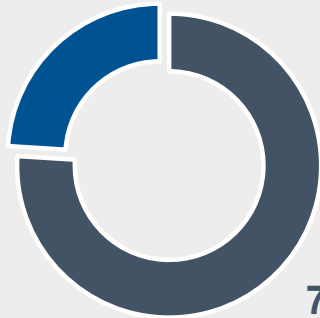
simest'<sup>''</sup>  
gruppo cdp

**SIMEST's instruments to support  
the internationalization  
of Italian companies**

# Who we are

## Shareholders

24%  
Banks and  
associations



76%  
CDP

SIMEST is part of «**Cassa Depositi e Prestiti Group**» (CDP). CDP is a company fully owned by the Italian Ministry of Economy and Finance. SIMEST's core business is to **support the internationalization of Italian companies**

Acting as manager of public funds on behalf of the **Italian Ministry of Foreign Affairs and International Cooperation**, SIMEST is the Italian entity entitled to provide **financial support** to the export and internationalization process of Italian companies. The Ministry's competencies in commercial policy and internationalization of Italian business and trade include the supervision of **SIMEST** and the **Italian Trade Agency (ITA)**

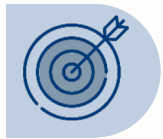
As member of the **EDFI network** - European Development Financial Institutions, **SIMEST** is a strategic partner for the main **global financial institutions**



Ministero degli Affari Esteri  
e della Cooperazione Internazionale



# Range of instruments



We accompany Italian companies throughout the internationalization cycle, starting from the first assessment aimed at entering new markets, to expansion through direct investments.

We operate through financing for internationalization, in support of export credit support and equity loans.



## EQUITY LOANS

Direct investment in stakes of foreign or Italian companies with the additional participation of public funds (so called «Fondo di Venture Capital») managed by SIMEST



## SOFT LOANS FOR INTERNATIONALIZATION

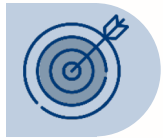
Support to Italian companies in carrying out their growth and internationalization process in all foreign countries



## EXPORT CREDIT SUPPORT

Contribution to Export Supplier Credit and Buyer Credit

# Participatory loans



We promote the establishment of Italian companies abroad, both on EU and non-EU markets, guaranteeing medium/long-term financial support for the investment project

1

## SIMEST Equity Loan

*with possible shareholder financing*

Acquisition of a **stake in the capital** of the foreign company **through SIMEST own funds** and with a time horizon **up to 6-8 years** with a buy back agreement with the Italian partner.  
**Predetermined exit price**



**Max 49%**  
*of the share capital of the investment vehicle*

2

## FVC\* Equity Loan

*with possible shareholder financing*

**Additional participation of the public Fondo di Venture Capital managed by SIMEST at promotional economic conditions** and in line with the structure of the SIMEST investment. The FVC can also support the internationalization processes of **Innovative start-ups and SMEs**



3

## Interest subsidy\*

**Interest subsidy on bank or other intermediaries loans (including CDP)**, obtained by the Italian company for the acquisition of its stake in **the foreign company (non-EU)**

\* Resources from public funds managed by SIMEST on behalf of MAECI

Institutional partner

No Central Risk

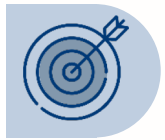
Light governance

Fixed return

Tailor-made structure

4

# Soft loans for internationalization(\*)



Through soft loans, we support Italian companies in carrying out their growth and internationalization processes in all foreign countries



## TRADE FAIRS AND EXHIBITION

We support the **participation** of companies in **international exhibition trade fairs and events** to promote business on new markets



## PROGRAMS FOR ENTERING FOREIGN MARKETS

We facilitate the entry into new foreign markets by **opening of commercial structures** and the **strengthening** of existing structures



## E-COMMERCE

We finance the **development of e-commerce** solutions through the use of a marketplace or the creation of a self-developed IT platform



## TEMPORARY MANAGER

We support the **hiring of a Temporary Manager** for the implementation of projects abroad



## GREEN AND/OR DIGITAL TRANSITION

We strengthen the international competitiveness of the company by supporting **its digital and ecological transition**



## CERTIFICATIONS AND CONSULTANCY

We finance **consultancy activities** aimed at investments for sustainable growth on international markets

Active in all  
foreign  
countries

### Subsidized rate

Equal to 10% of the EU  
reference rate, variable on a  
monthly basis

Possible non-  
repayable share

Digitalized  
onboarding

[simest.it](https://simest.it)

# Export Credit Support



**SIMEST, as manager of public funds on behalf of the Italian Ministry of Foreign Affairs and International Cooperation, provides supports to Italian companies through an interest rate contribution on medium - long term export credit financings, structured as:**

## BUYER CREDIT FINANCINGS

SIMEST provides a “**stabilization of the interest rate**” of the financing at a subsidized fixed rate (so called **CIRR quoted monthly by OECD**) in addition to a fixed non-refundable subsidy on the margin required by the financing bank (including CDP) to the foreign buyer of Italian good and services



The Buyer Credit interest rate support can also be activated on «**Letter of Credit**» with post-financing

## SUPPLIER CREDIT FINANCINGS

SIMEST provides a **fixed non-repayable interest rate subsidy** to cover (partially or totally) the discount rate required by the discounting entity for the monetization promissory notes /bonds/ letter of credit issued by the foreign buyer of Italian goods and services.



The Supplier Credit interest rate contribution can also be activated under «**Export lease contracts**»



Thank you