

ITALY – AZERBAIJAN BUSINESS FORUM

**“SIMEST FINANCIAL SUPPORT TO THE
INTERNATIONALIZATION OF ITALIAN COMPANIES”**

Rome, June 13th 2016

- Owned (75%) by Cassa Depositi e Prestiti (CDP, a joint-stock company under public control of the Italian government and a broad group of bank foundations) and participated by the main national banks and entrepreneurial associations
- Member of EDFI (European Development Finance Institutions)
- Lead Financial Institution for the management of EU Trust Funds (completion of EUROPEAID 7 pillars assessment in the framework of indirect centralised management).

MISSION

SIMEST promotes the international activities of Italian businesses



minority equity participations in
Italian investments



seeking out business
opportunities abroad and
provision of economic and
financial assistance



management of public
internationalization instruments

SIMEST supports business in all phases of development

Phases of development

Search for business opportunities

Economic/financial project feasibility

Foreign markets access programmes
(non-EU)

Financial consolidation of exporting
businesses

Financing for participation in trade
shows

SIMEST instruments and activities

Scouting of opportunities in non-EU countries

Supported financing for feasibility studies

Supported financing of the expenses for
establishing a stable presence abroad

Financing for the capitalization of exporting
SMEs

First-time participation in a trade show and/or
exhibition in non-EU markets by SMEs

SIMEST supports business in all phases of development

Phases of development

Development of the foreign company and project implementation (non-EU)

Investments in innovation and applied research in Italy and the EU

SIMEST instruments and activities

Equity capital

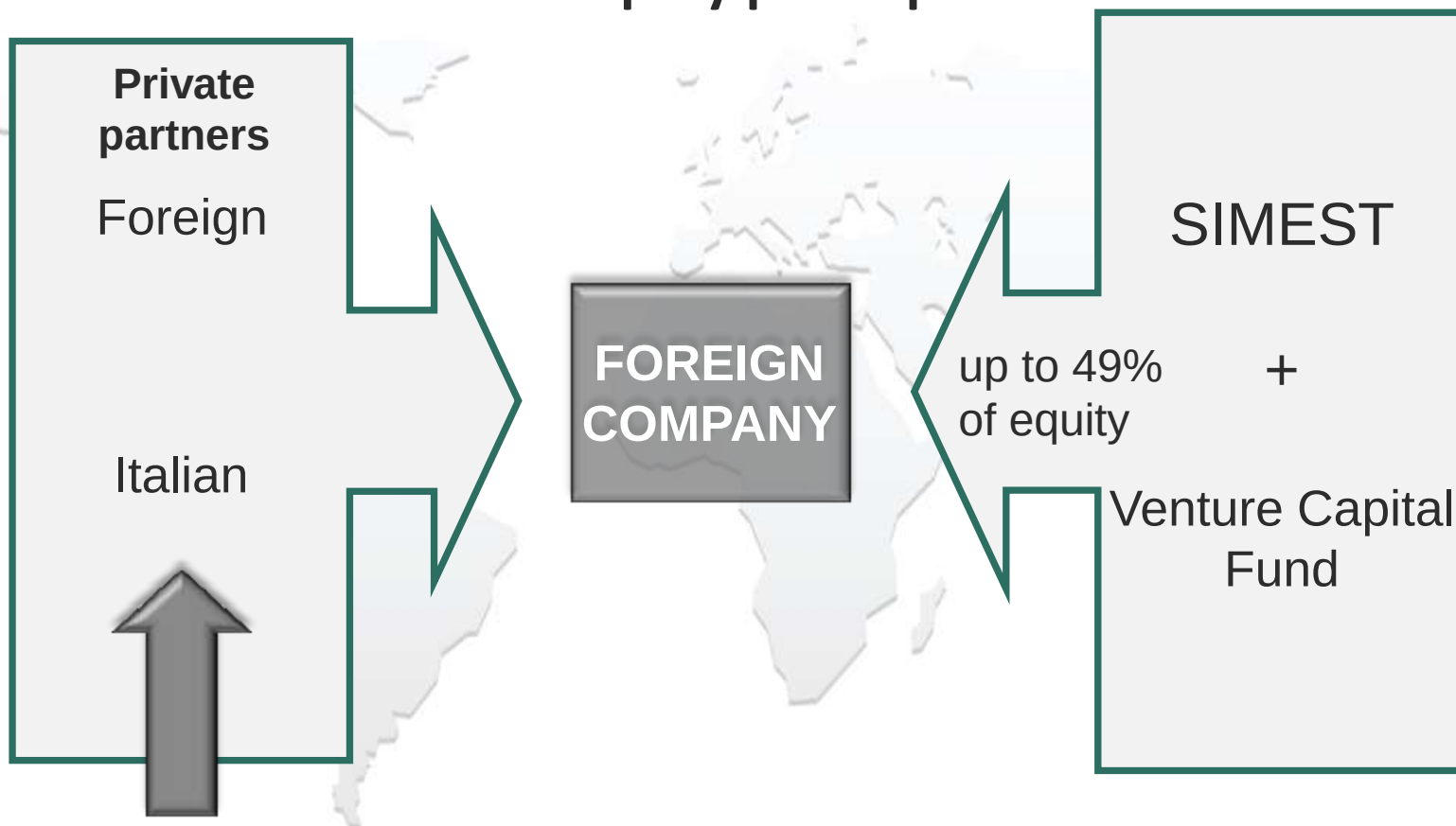
- SIMEST's equity participation in the foreign company
- Venture Capital Fund
- Interest-rate reduction on the financing of the Italian share

Third-party financing

- Funding support
- Export Credit for Italian plants

Equity participation in innovative projects in content

SIMEST equity participation



Interest rate reduction on the financing of the Italian share

Supported financing based on Fund 394/81



carrying out programmes to break into foreign markets



pre-feasibility, feasibility studies and technical assistance programmes linked to Italian investments abroad



capitalization of exporting Italian enterprises



first-time participation in a trade show and/or exhibition by SMEs

EXPORT CREDIT SUPPORT

Interest subsidies or “stabilization” to enable Italian exporters of machinery, equipment and relative services to offer foreign buyers/contractors deferred payment terms at fixed interest rates, in line with those available from competitors in OECD countries.

Eligible exports

Exports of capital goods, plant and machinery, services in all countries

Support available

Up to 85% of the value of the export contract; at least 15% in cash.

No more than 100% of the value of the goods and services of Italian origin.

SIMEST activity – figures

Equity participation

SIMEST participation

770

Venture Capital Fund

301

Countries

67

Total Investments

EUR 22,239 million

Financial support

Projects approved

6,647

Amount

EUR 66,388 million

	No.	Amount EUR million
export credit support	2,101	60,607
programmes to break into foreign markets	2,168	2,190
support for investment in foreign companies	1,093	3,161
(pre)feasibility studies and technical assistance	612	132
financing of the capitalization of SMEs	657	297
financing for participation in trade shows	16	0.6

as of December 2015

Financial support

14 projects approved
Total amount 8,7 €/ML

7 programmes to break into foreign markets
2 feasibility studies and technical assistance
2 export credit support
3 support for participation in trade shows

Sectors

services
building/construction
trade
electromechanical
rubber/plastic
industrial plants, machinery and equipment
infrastructure



ELECTRIFI

Objectives:

- ✓ Intensive mobilisation of private sector investments in increasing and/or improving access to sustainable electricity and energy services;
- ✓ Encourage actions with emphasis on decentralised sustainable energy solutions for populations living principally in rural areas or underserved areas / unreliable supply areas;
- ✓ Attract additional financing

The first deadline of ElectrIFI for the presentation of the project proposals was closed on May 6, 2016. The second round is foreseen within the end of 2016.