



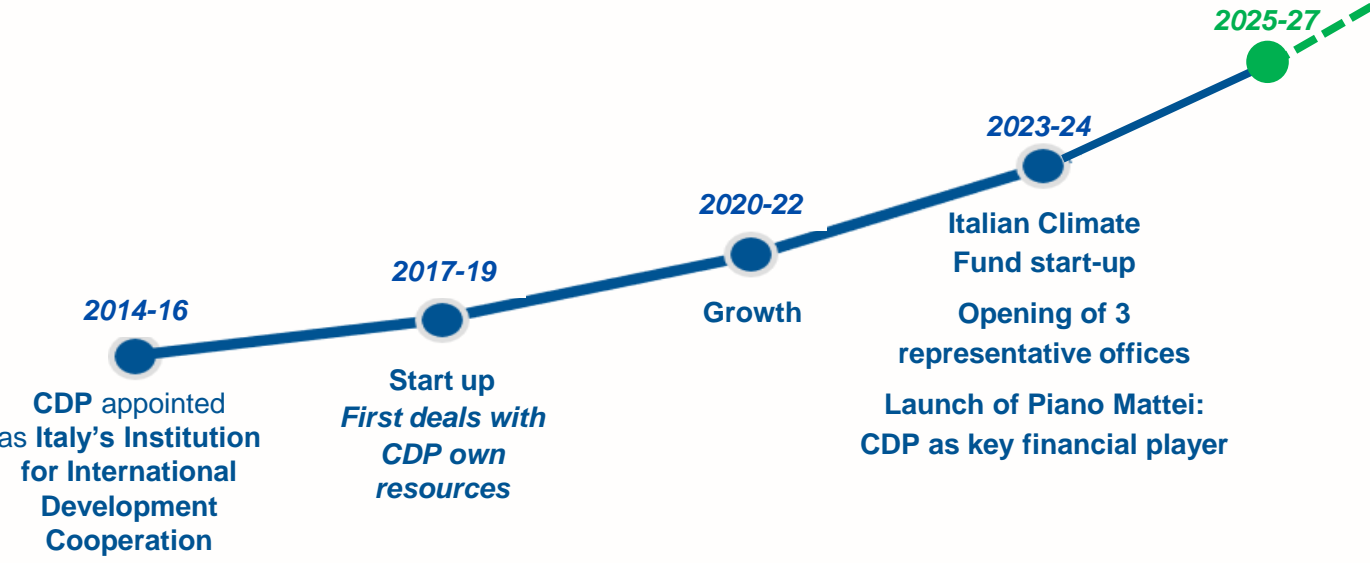
International Development Cooperation

MACFRUT 2025

May 7th, 2025



CDP International Development Cooperation: a fast-growing player with deep historical roots



2025-27 Strategic Plan

- **Greater level of ambition: target 5 bn € resources mobilized** in international development cooperation
- **Broader suite of financial instruments**, including new Mattei Plan instruments
- **Proactive origination and structuring** of projects
- **Further expansion of representative offices**, first in Sub-saharan Africa and then beyond

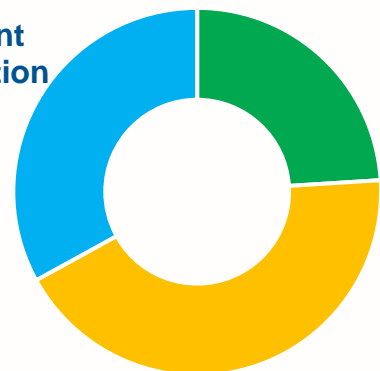
Objectives	Geographic perimeter	Financial solutions	Beneficiaries
<p>Promote sustainable and inclusive growth as well as climate and environmental protection in Partner countries¹, in line with the 2030 UN Agenda</p>	<p>Diversified portfolio across Partner countries¹, with a growing presence and operations in Africa</p>	<div style="display: flex; flex-wrap: wrap;"> <div style="width: 50%;"> <p>Loans</p> </div> <div style="width: 50%;"> <p>Equity (funds)</p> </div> <div style="width: 50%;"> <p>Guarantees</p> </div> <div style="width: 50%;"> <p>Grants</p> </div> </div>	<div style="display: flex; flex-wrap: wrap;"> <div style="width: 50%;"> <p>Sovereign and state-owned entities</p> </div> <div style="width: 50%;"> <p>Financial institutions</p> </div> <div style="width: 50%;"> <p>Corporates and project finance SPVs</p> </div> <div style="width: 50%;"> <p>Funds</p> </div> </div>

1. Countries eligible for Official Development Assistance, as identified by the OECD-DAC Development Assistance Committee
 Note: the map represented in this slide is for illustrative purposes only

CDP International Development Cooperation is experiencing significant growth, covering all key climate and SDG themes, with a strong focus on Africa in line with Italy's foreign policy

Strategic themes

Sustainable local industrial development and job creation
33%



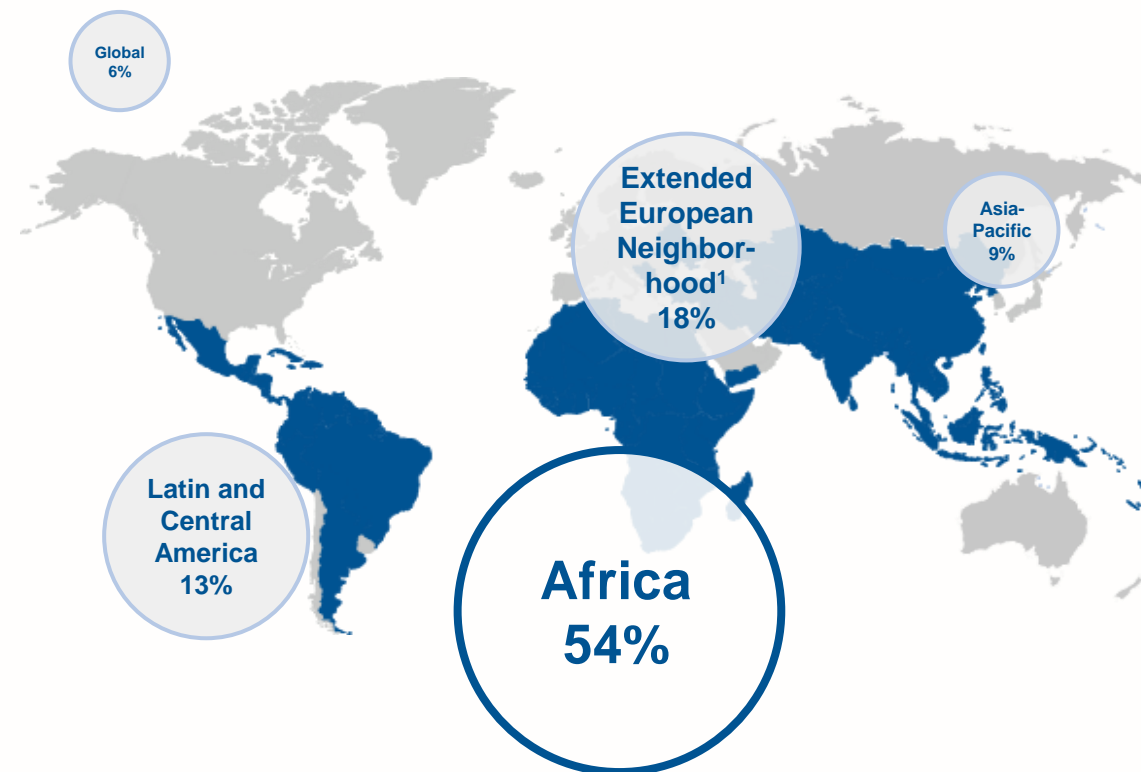
Water, food security and agriculture
24%



Energy security and sustainable infrastructure
43%



Geographic focus



4 billion euro mobilized since 2019

1. Western Balkans, Middle East, Caucasus

The Mattei Plan: Italy's plan for strategic engagement with Africa

*Initial financial endowment:
5.5 billion euro*

Strategic themes



Education
and Training



Agriculture



Health



Energy



Water



Infrastructure

Pilot Partner Countries for the Mattei Plan



Our strategic approach

Goals



Support the development of private sector in partner countries by promoting sustainable investments

Focus of this presentation



Support the public sector of partner countries on highly strategic / flagship initiatives

Methodology



Work closely with key national, European and international players to generate greater impact

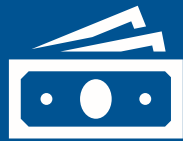


Identify optimal financial solutions by combining CDP resources and Italian and/or EU public funds

CDP International Development Cooperation operates as part of the Italian Cooperation System,

liaising with the Italian Government that defines strategic guidelines and approves allocation of resources to projects

What does CDP International Development Cooperation offer to the private sector?



Finance

long-term capital
at competitive
financial conditions



Impact

on SDGs / Climate
assessed according
to state-of-the-art
methodologies



Institutional alignment

with partner countries'
priorities and
Italy's development
cooperation policies

CDP supports private sector initiatives in partner countries through both financial and non-financial instruments, to maximize impact

Financial instruments for the private sector

Loans to support *flagship*, high-impact projects promoted by large companies¹ - Italian or based in partner countries

Financial solutions to support development of SMEs and local value chains:

- **directly**, through “*Sviluppo+*” loans, or
- **indirectly**, through **lines of credit to development banks and commercial banks** and through **investments in funds**

Non-financial instruments for the private sector





Matchmaking initiatives, in collaboration with primary local partners such as fellow development banks, to:

- **foster and facilitate B2B activities** between companies in Italy/Europe and in Partner countries;
- **stimulate participation of Italian/European technology providers** to bids promoted by local contracting authorities in Partner countries.

Capacity building for local private sector in partner countries, through *e-learning* and access to knowledge and technologies

- e.g. the **Archipelagos** program funded by the EU

CDP can avail a broad range of financial instruments to the private sector, which can be tailored to the specific needs of the project / initiative

	Italian Climate Fund <i>Italian public budget resources managed by CDP</i>	CDP resources <i>resources on own balance sheet (private savings and financial markets)</i>	Sviluppo+ <i>Italian public budget resources managed by CDP</i>
 Endowment	4.2 € Bn for loans, investments in funds, guarantees to financial institutions 40 € Mln/year grants for project preparation and technical assistance	1 € Bn / year for loans and investments in funds + « Plafond Africa » ¹	70 € M for loans
 Eligible initiatives	Initiatives with high impact on contrast to climate change (mitigation, adaptation...)	Initiatives with high impact on sustainable development	Initiatives with high impact on development of local private sector in partner countries
 Eligible beneficiaries	<u>Medium to large companies</u> Governments, government entities Financial institutions Thematic Funds	<u>Medium to large companies</u> Governments – government entities Financial institutions Thematic Funds	<u>Companies of any size including SMEs</u>
 Common features	<div style="display: flex; justify-content: space-around; align-items: center;"> <div style="border: 1px solid white; border-radius: 15px; padding: 10px; text-align: center;"> Flexible instruments to adapt to project needs </div> <div style="border: 1px solid white; border-radius: 15px; padding: 10px; text-align: center;"> Wide range of sectors served </div> <div style="border: 1px solid white; border-radius: 15px; padding: 10px; text-align: center;"> Long reimbursement period </div> <div style="border: 1px solid white; border-radius: 15px; padding: 10px; text-align: center;"> Competitive interest rates¹ </div> <div style="border: 1px solid white; border-radius: 15px; padding: 10px; text-align: center;"> Financing in euro, dollars and selectively local currencies² </div> </div>		

Business matching as a tool to expand the impact of the initiative

In addition to financial support, CDP aims to **stimulate the development of relationships between the production systems** of our partner countries and Italy, with the aim of **creating a lasting and diversified impact**, through new business opportunities.



Goals

- **To facilitate the meeting** between the Italian entrepreneurial ecosystem and that of our partner countries, **fostering new business opportunities** by involving our partners
- **Facilitate the exchange of technologies and skills** between Italian companies and those of our partner countries



Participants

- **Italian and foreign companies** with potential interest in new trades
- **Thematic focus** on various sectors, i.e. clothing, machinery, etc.



Methodology

- **In-person event**
- **Virtual** (or hybrid) event via the Business Matching platform



To be closer to its local partners, CDP is further reinforcing its local presence in strategic Partner countries

In addition to the existing Brussels office together with Team Europe partners, CDP started a process of opening representative offices in strategic Partner countries

In 2023, CDP opened its first three representative offices outside the EU in Belgrade, Cairo and Rabat.

CDP is planning to open soon two new offices in Sub-Saharan Africa:

- in East Africa (Nairobi, Kenya)
- in West Africa (Abidjan, Ivory Coast)



Legend:

Existing offices

Planned openings



International Development Cooperation

Thank you

