



International Development Cooperation

Italy meets Kenya

March 10th, 2025



Cassa Depositi e Prestiti (CDP) plays two key roles



National Promotional Institution

Supporting Italy's economic and social development
by financing infrastructure,
public administrations and the private sector



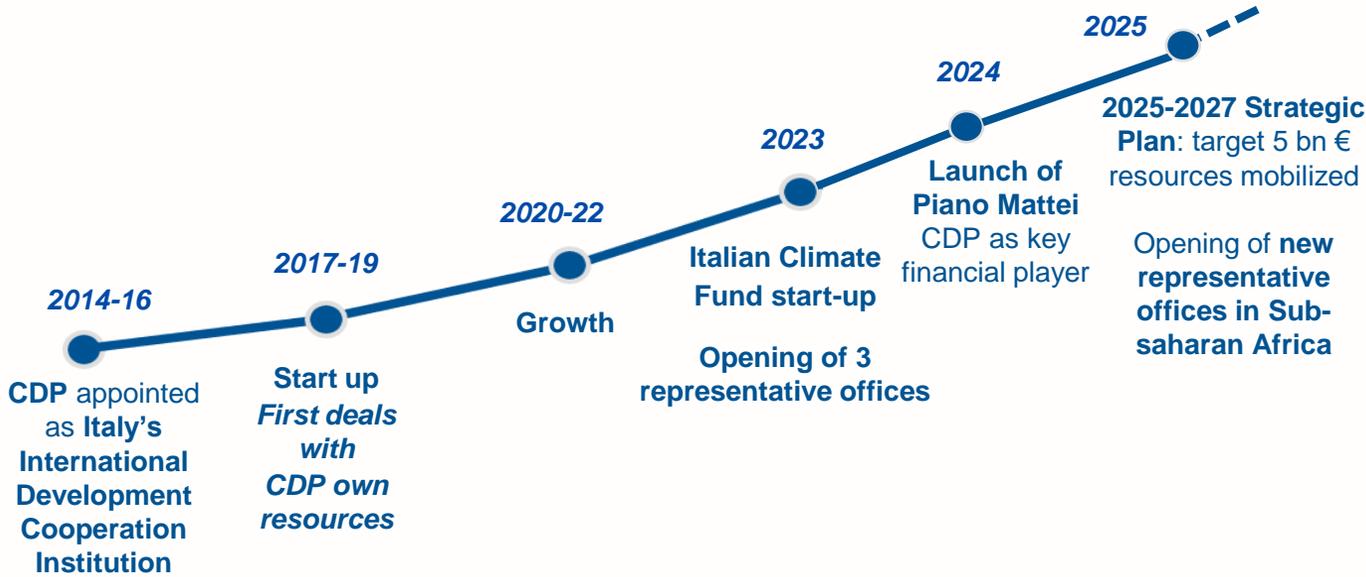
Financial Institution for International Development Cooperation

Supporting economic and social development
in emerging markets and developing economies
by financing projects with high impact
on Sustainable Development Goals and climate and environmental action

Focus of this presentation



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



Objective



Promote **sustainable and inclusive growth** as well as **climate and environmental protection** in Partner countries¹, in line with the 2030 UN Agenda

Geographic perimeter

Diversified portfolio across Partner countries¹, with a growing commitment in Africa



Financial solutions



Loans



Equity (funds)



Guarantees



Grants

Beneficiaries



Sovereign and state-owned entities



Financial institutions



Corporates and project finance SPVs

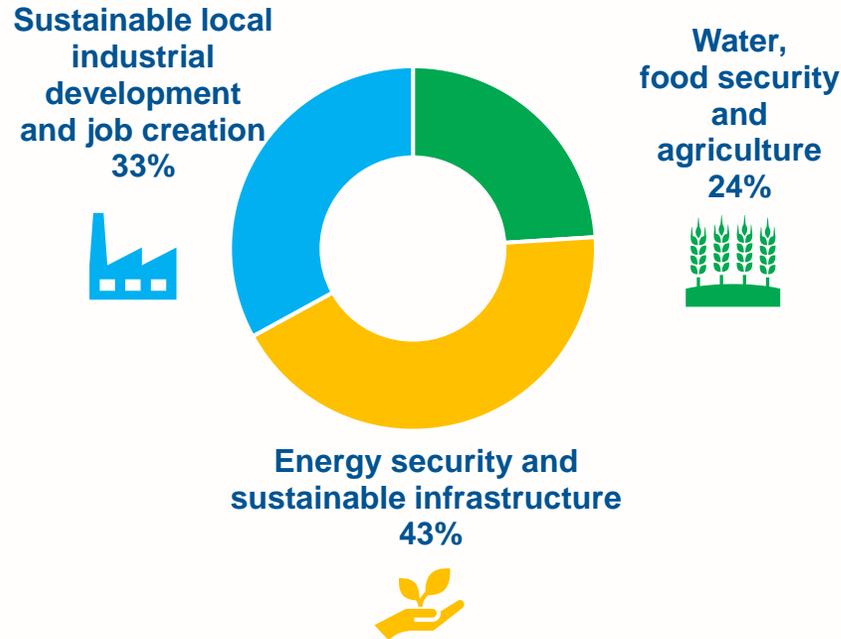


Funds

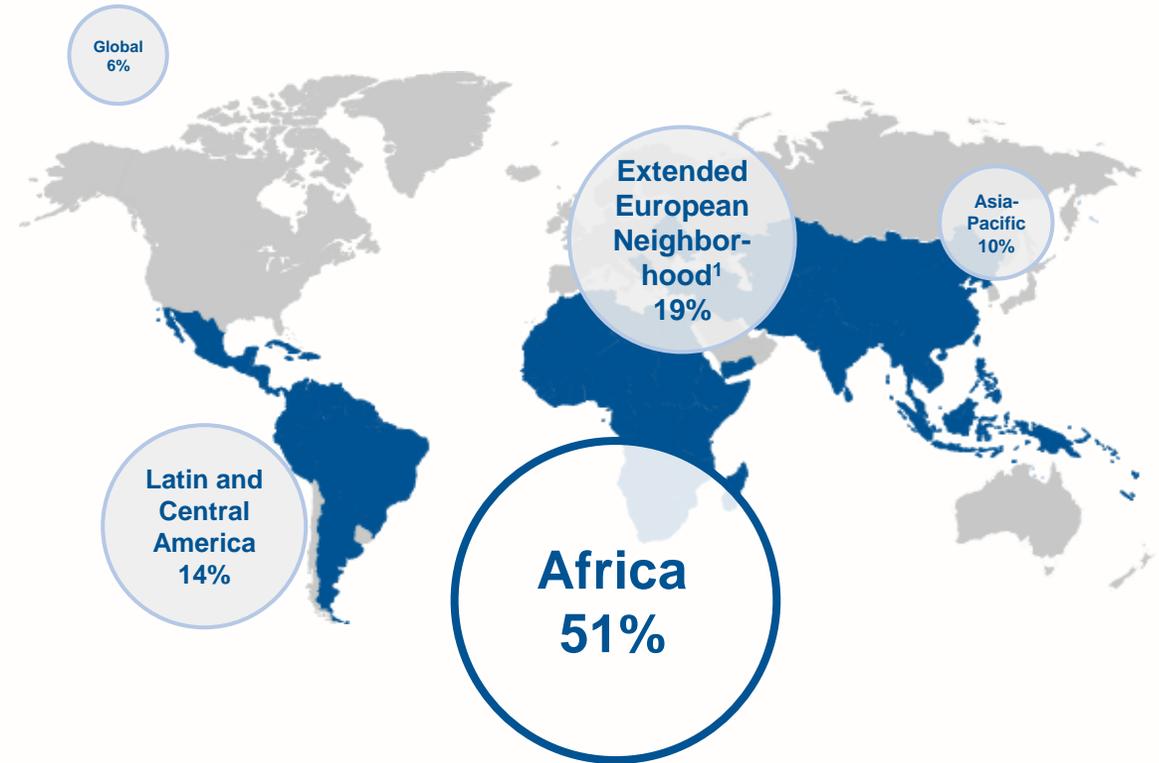
1. Countries eligible for official development assistance, as identified by the OECD-DAC Development Assistance Committee
Note: the map represented in this slide is for illustrative purposes only

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



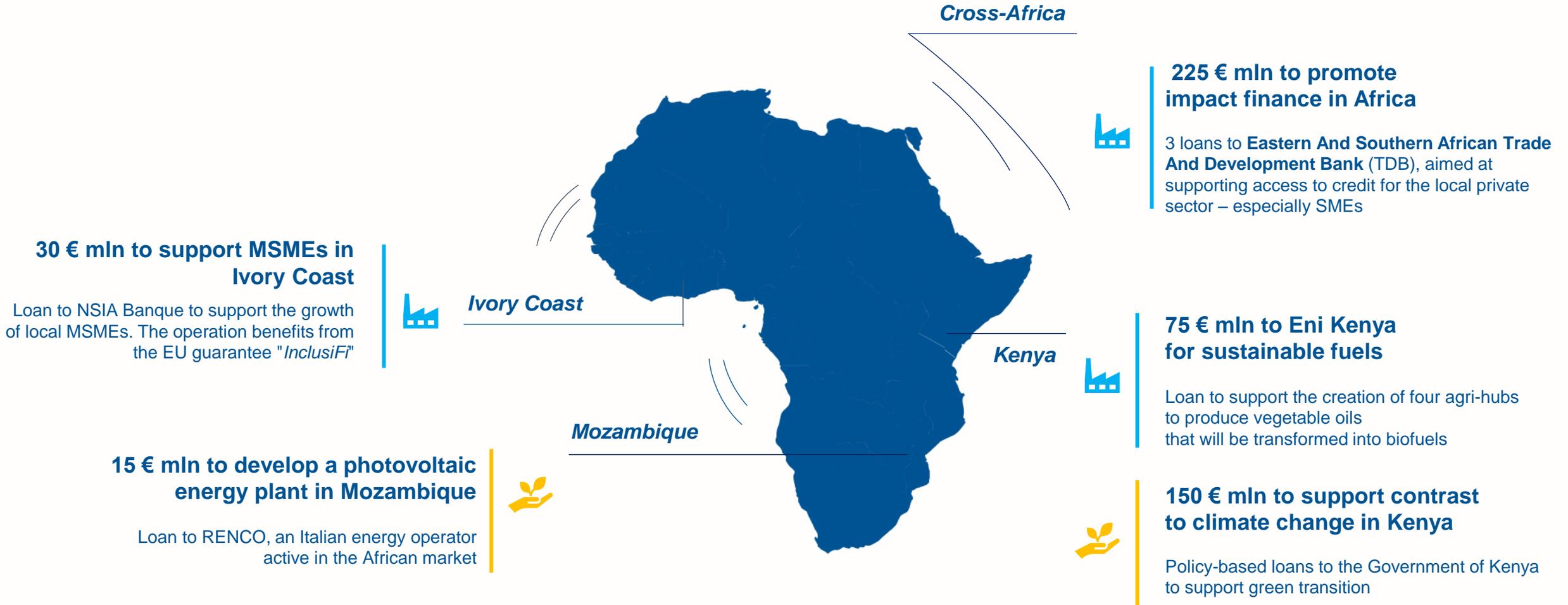
Geographic focus



4 billion euro mobilized since 2019

1. Western Balkans, Middle East, Caucasus

Selected examples of initiatives financed by CDP in Africa



Legend:

| | | |
|--------|--|---|
| Topics | Energy security and sustainable infrastructure | Sustainable local industrial development and job creation |
|--------|--|---|

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

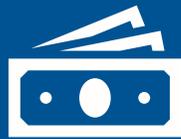


Identify optimal financial solutions by combining CDP resources and Italian and/or EU public funds

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 | <p>4.2 € Bn for loans, investments in funds, guarantees to financial institutions</p> <p>40 € Mln/year grants for project preparation and technical assistance</p> | <p>1 € Bn / year for loans and investments in funds</p> <p>+ «Plafond Africa» ¹</p> | <p>70 € M for loans</p> | |
| Eligible initiatives | <p>Initiatives with high impact on contrast to climate change (mitigation, adaptation...)</p> | <p>Initiatives with high impact on sustainable development</p> | <p>Initiatives with high impact on development of local private sector in partner countries</p> | |
| Eligible beneficiaries | <p><u>Medium to large companies</u> Governments, government entities Financial institutions Thematic Funds</p> | <p><u>Medium to large companies</u> Governments – government entities Financial institutions Thematic Funds</p> | <p><u>Companies of any size including SMEs</u></p> | |
| 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> | | | |

1. In compliance with European regulations on State Aid

2. The Italian Climate Fund can selectively finance local currency projects, subject to specific limits and conditions

Focus on the Italian Climate Fund: Italy's main public instrument to contribute to international commitments on global climate finance and to support the Mattei Plan

Global climate finance commitments up to 2025



100 \$ bn per year



Italy's climate finance commitment



1.4 \$ bn per year



Revolving Fund established within the **Italian Government's budget**



Purpose: finance initiatives that pursue at least one **climate or environmental action** objective¹:

- **climate change mitigation and/or adaptation - priority**
- biodiversity protection and/or contrast to desertification



Endowment and financial instruments:

- **4.2 billion euro** for loans, investments in funds, guarantees to financial institutions
- **+ 40 million euro per year** for grants for project preparation and technical assistance



Geographical perimeter: 140 "ODA-eligible" Countries

Geographic priority: **Africa**, where **at least 3 billion euro** shall be allocated out of the Fund



Governance:

- **The Italian Government decides** on the Fund's **strategy and investment priorities**, and **on the initiatives** to be financed by the Fund
- **CDP acts as Fund manager: originates potential initiatives** in alignment with the Italian Government, performs due diligence and **presents the initiatives for approval**

Matchmaking as a tool to stimulate private sector engagement on strategic initiatives

Case study: collaboration between CDP and TDB

- **CDP and TDB have a long-standing financial relationship**, with lines of credit totaling € 225 Mln, aimed at supporting access to credit for the local private sector – with a focus on SMEs
- To enrich and complement this financial relationship, CDP and TDB collaborate in the organization of **matchmaking events**



Goals of matchmaking events

- **Stimulate B2B relationships between African companies and Italian / European companies**
- Facilitate **cross-border exchange of technologies and capabilities**
- Foster **sustainable private sector development, internationalization and job creation**



Participants

- **African and Italian/European companies**, involved in the event by TDB and CDP, interested in broadening their horizons and exploring cross-border business opportunities
- **Thematic focus on strategic sectors**: agritech, water cycle, renewable energy...



Set-up

- **In-person** event; or
- **Virtual / hybrid** event, broadcasted via **CDPs 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

Our partnerships: CDP is an active member of the primary associations, networks and coalitions among international development finance institutions



- **Global network of 500+ Public Development Banks** with combined assets of over **€ 23 trillion**
- **CDP role: participant to the Secretariat** + host of the 2021 edition of the Finance in Common Summit



- **Coalition of c. 20 Development Finance Institutions and investors**
- **CDP role: active member** since early stages

- **Global network of 27 large Public Development Banks** with combined assets of over **€ 4 trillion**
- **CDP role: Steering Group Member**



- **Coalition of c. 65 Development Finance Institutions and asset managers**
- **CDP role: founding member** with other G7 DFIs



EDFI

- **Association of 15 European DFIs¹** operating in the private sector of partner countries with combined assets of **€ 48 billion**
- **CDP role: Board Member** + host of the 2022 EDFI Annual General Meeting



- **Coalition of 6 European Development Finance Institutions**
- **CDP role: member** alongside EIB, EBRD, AFD, KfW, ICO

- **Network of 5 European Bilateral Development Banks** operating in the public sector of partner countries with combined assets of **€ 134 billion**
- **CDP role: member alongside** KfW, AFD, AECID and BGK



- **Network of c. 15 institutions** active in mobilizing private savings in support of national economic and social development
- **CDP role: host of the General Secretariat**





International Development Cooperation

Thank you

