



# CDP Corporate – Service Model and Offer

*Rome, 22/02/2021*

Cassa Depositi e Prestiti  
Investiamo nel domani



# Strategic outlines of 2019-2021 Business Plan

Creation of  
a specific  
offer

## 1 Innovation

Expanding financing solutions for **investment** and **innovation** and increasing **resources** for **venture capital**, with CDP playing a leading role

## 2 Growth

Enhancement of **private equity** and **growth** financing; **expansion of indirect measures** (banking channel), with a **focus on medium-sized and small companies**, including **risk sharing mechanisms**, to ease access to **bank financing and capital markets**

## 3 Internationalization

Development of **measures to support export and internationalization** with a **dedicated offer** for medium/small enterprises (digital and simplified products) and "**export education**" initiatives

## 4 Creation of a "one-stop shop "

**Single commercial interface** as an access point for all Group solutions (equity, debt, guarantees)

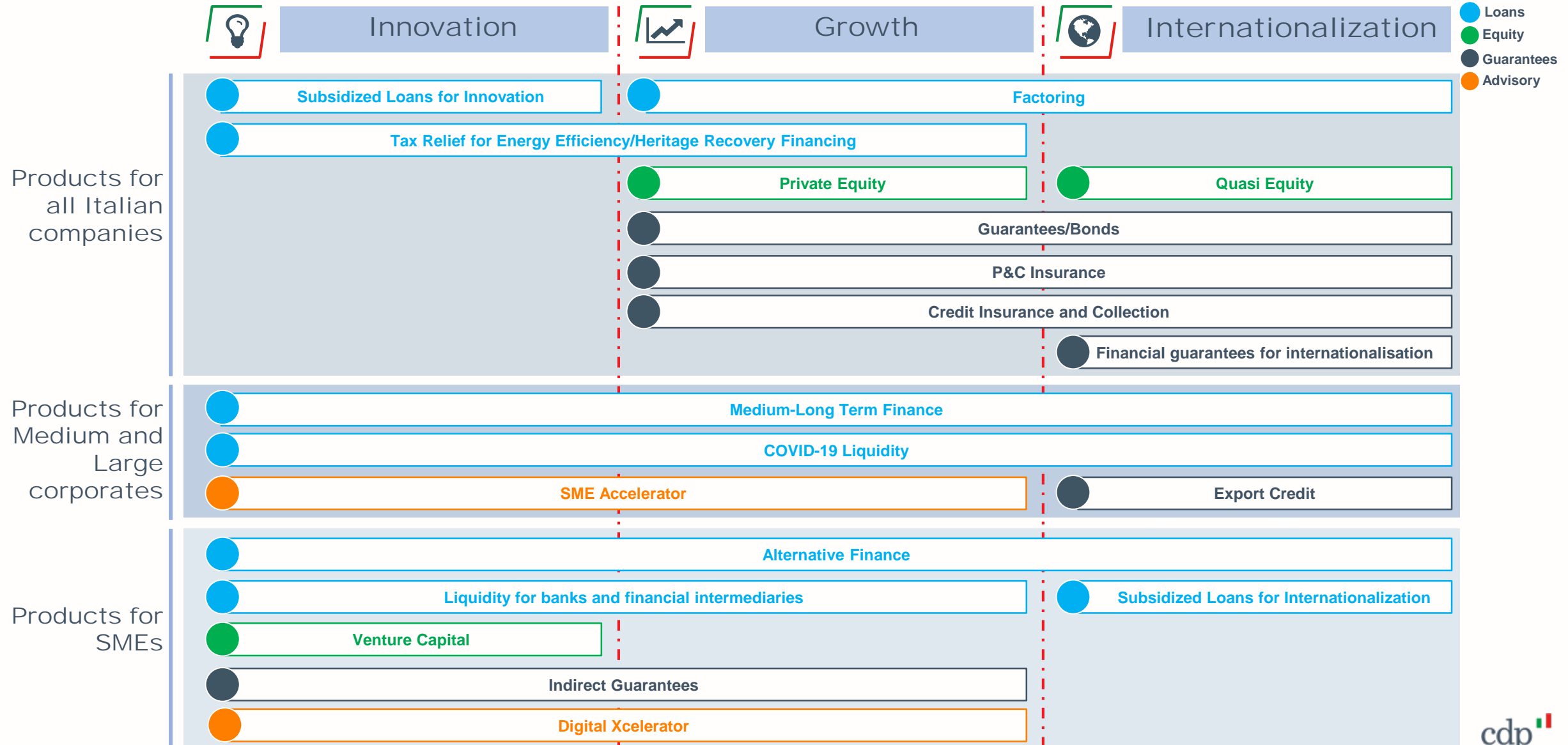
## 5 Enhancing access channels

**Expansion/increased use** of the territorial network (also using third-party networks), strengthening of the **indirect channel** (e.g. through the banking system) and development of the **digital channel**



Ease of  
access

# A complete offer to meet the needs of companies



# Distinctive features of CDP offering



CDP is a **long-term lender** that can support operations of longer maturity than the traditional financial system

---



Thanks to its collaboration with national and European institutions, CDP can act as a **catalyst for public and private resources**, also developing products of a subsidized nature

---



CDP, directly and through Group companies (e.g. SACE and SIMEST), can provide companies with solutions to **support export and internationalization**

---



CDP can encourage the **development of supply chain projects and support specific sectors**, thanks to its **industrial holdings** (e.g. Fincantieri) and consolidated relations with **leading companies** (e.g. Leonardo)

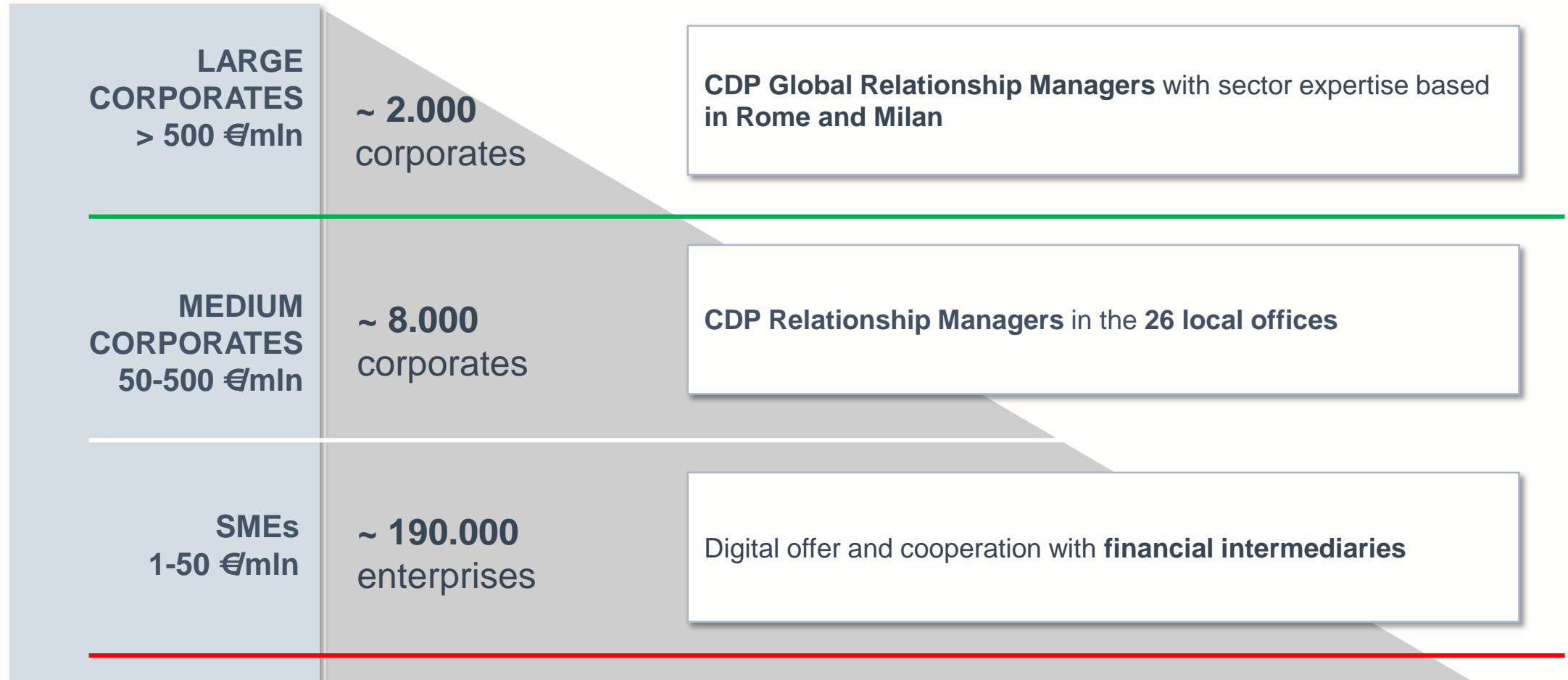
---



CDP, in cooperation and close interaction with the national and international banking system, can develop **solutions to support SMEs**



# A widespread service model throughout the territory



# Large Corporates: creation of a direct coverage structure

~1.532  
Companies

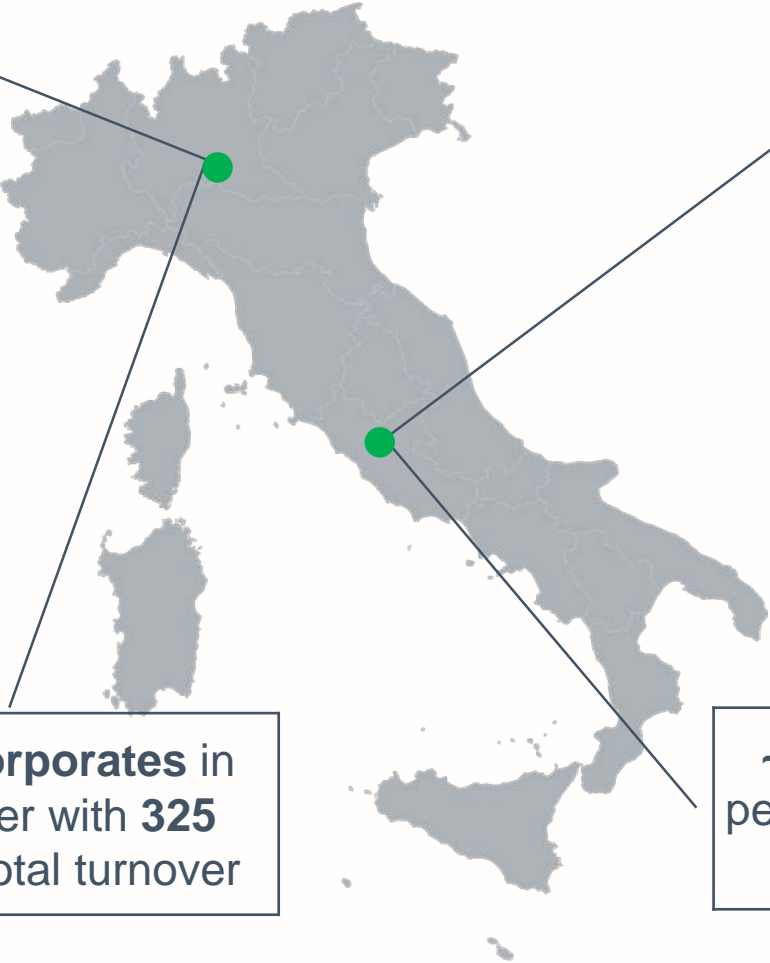
Team 1: Northern  
Area (Milan)

Team 2: Centre-South Area  
(Rome)



~ 785 corporates in  
perimeter with 325  
bln€ of total turnover

~ 747 corporates in  
perimeter with 306 bln€  
of total turnover



# Mid Corporates: operative structures throughout the territory

26

local offices by  
2021 to be closer  
to our customers



# SMEs: collaborating with Financial Intermediaries and enhancing the Digital Channels

## Indirect Coverage

### Banking system and third-party networks



Funding plafond made available through Banks, Credit Guarantee Consortia and Leasing Companies in connection with natural disasters or specific activities (for example **Plafond dedicated to disastrous events, Business Platform, "one-to-one" Liquidity Lines**)

Provision of Guarantees to banks developed with Medio Credito Centrale (**Cosme Platform**) and Credit Guarantee Consortia

## Digital Services



**Website** illustrating, in particular, the CDP Group's offer aligned with the product families identified in the simplification process



**Multi-channel contact center** that collects customer requests (active and prospective) and directs them to the appropriate internal departments or partners (Banks and Confidi)



Execution services for **Export products**: Supplier Credit, Subsidized Loans for Internationalization