

## Today's CDP: an Institution with a vision towards the future

### **CDP, everyone's patrimony**

Even today, Cassa Depositi e Prestiti plays a crucial role in the country's development, promoting growth and boosting employment, and supporting innovation and business competitiveness, infrastructure and local development. CDP achieves its institutional mission thanks to 27 million Italians who entrust it with their savings every single day. Resources that CDP uses responsibly to help grow the national economy. CDP is committed not only to safeguarding these resources and making sure they generate a return but also to investing them in meaningful projects throughout the country that will create value for the community. A virtuous model which can be defined as "local finance" and which continuously nurtures the relationship of trust with savers.

### **A more extensive scope of action than in the past to serve the country**

In the last 170 years, CDP's mission has not changed, but its scope of action has been greatly expanded to meet the significant challenges facing the Italian economy: the innovation and digitisation processes, the energy transition process, the emergence of new geopolitical players, and the major demographic and social trends.

Today, CDP supports innovation, the domestic and international growth of enterprises - from start-ups to SMEs to major corporations that are strategic for the country and their supply chains - by providing financial and industrial expertise borrowed from all the Group's companies. Cassa Depositi e Prestiti finances and promotes the realisation of public sector infrastructure and investments, supports policies to increase the value of the real estate assets owned by local authorities, and invests in the construction of social housing and educational facilities. It plays an active role in international cooperation to promote sustainable growth initiatives, including in developing countries.

## **The Group in numbers**

This strategy has led Cassa Depositi e Prestiti to become a one of a kind Group in Italy, which in 2018 reported over 425 billion euro in assets, mobilising more than 36 billion euro into the economy, with consolidated equity of nearly 37 billion euro and approximately 260 billion euro in postal funding from 27 million savers.

## **CDP closer to local communities**

Over the past year, CDP has chosen to be closer to local communities, not only by updating its range of financial instruments, but primarily by opening offices in the major Italian cities. This is the first time that CDP has embraced a distributed coverage model, with local offices and dedicated specialists capable of responding to the needs of local enterprises and communities through the Group's range of products and solutions.

**Local Authorities** - CDP has transformed its relationship with local authorities from being a simple lender to being a full-fledged partner: in fact, its operations have been expanded from granting loans to being a technical and financial advisor in the design and execution of projects.

**Enterprises** - CDP has also transformed its relationship with enterprises with a unique range of Group products, innovative structured finance instruments and bespoke financial packages capable of meeting the needs of all companies starting with SMEs - the true backbone of the country's economy. CDP has introduced a new offering that supports enterprises in terms of innovation, growth and access to credit.

**Not just major infrastructure** - In terms of infrastructure, alongside the support it provides for major networks and strategic works, the Group is strongly committed to the realisation of small projects (schools, roads, etc.), the development of local communities and urban regeneration, including through the City Plans, developed by CDP in agreement with the local authorities for a more efficient and timely response to local development.

## **Equity investments: for the first time with an industrial approach**

The 2019-2020 business plan also focuses on the Group's large strategic equity investments, supporting their development and recovery plans, not just from a financial point of view, but now also from an industry perspective. As a result, CDP engages in dialogue and works in synergy with all Group companies, developing new joint projects that leverage the industrial capabilities of each company.

### **International cooperation: a new approach**

International cooperation for development has become a strategic operational area for CDP. In fact, it has become one of its principal areas of intervention. Acting as a Financial Institution for International Development Cooperation, CDP is undergoing a radical change of pace and approach: from a manager of third-party resources to a promoter of initiatives with its own resources and with the objective of supporting the private sector. CDP is committed to promoting a 'co-development' model between the Italian industrial system and the economies of its partner countries.

### **Sustainable CDP**

CDP has placed sustainability at the core of its efforts, willingly contributing to the achievement of the Sustainable Development Goals of the UN 2030 Agenda. The impact assessment, which was vigorously pursued for the first time in the 2019 - 2021 business plan, finally makes it possible to place environmental and social impacts alongside the necessary economic and financial returns, thereby raising awareness of the importance of one's actions.

### **More stable and widespread funding**

CDP's funding activities have been strengthened with new instruments that complement traditional sources of funding such as Postal Savings Bonds and Savings Passbooks. Last June CDP issued its second retail bond, placing 1.5 billion euro on the market in just a few days. Over the past year, CDP has also established itself as a "sustainable issuer", with products that combine the security typical of CDP bonds with promoting the sustainable development of our country. After the first "Social" bond issue in Italy, launched in 2017, in September 2018 CDP issued the first "Sustainability Bond" launched on the international capital market by an Italian issuer for the modernisation of the country's water sector. Finally, in 2019, the second "Social Bond" was issued. The liquidity raised will be used to finance school building and urban regeneration projects with a focus on safety and security. In July 2019, the inaugural issue of the 1 billion Renminbi (130 million euro) "Panda Bond" was successfully completed to finance the growth of Italian companies or their subsidiaries in China. CDP is the first Italian issuer of this type of instrument. With regard to Postal Savings Bonds and Saving Passbooks, the improvement in net funding in recent years proves their appeal, even among the younger generations, with over one and half billion euro raised through the online channels in the last twelve months.