



FY 2019 Results Presentation

Rome, 2 April 2020

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Investing in tomorrow

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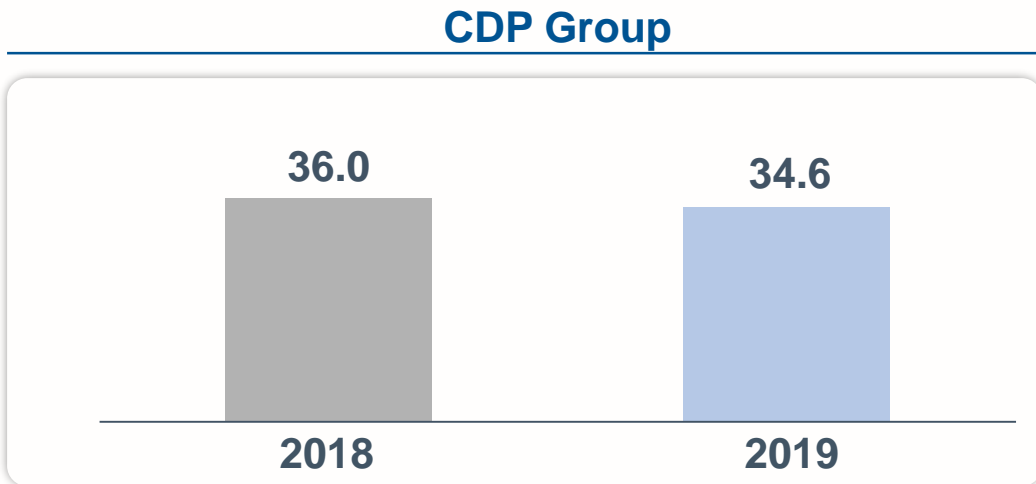
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Key Messages

- First year of implementation of the Business Plan and the new operating model
- Italian corporates, infrastructures and Public Sector benefitted from **innovative tools and bigger effort** to support growth and development
- **CDP Group Business volumes at €34.6 Bn**
- Further progress in the **diversification of the funding sources** through the issue of €750 Mn “*Social Bond*”, €1.5 Bn “*Retail Bond*” and ~ € 130 Mn equivalent “*Panda Bond*”
- **Postal Funding successfully relaunched and innovated**, with €3.4 Bn of CDP net inflows - best result over the last 5 years - and inflows from the digital channels up € 1.2 Bn vs. 2018
- **CDP in the front line against the Covid-19 emergency**, supporting Italian corporates and local authorities through tailored extraordinary measures¹

Business Volumes

€ Bn



- **CDP Group Business Volumes at € 34.6 Bn**, as a result of:
 - **€ 24.9 Bn** to support development, innovation and growth of Italian corporates, even internationally
 - **€ 9.3 Bn** to public sector, infrastructure and local development initiatives
 - **€ 0.4 Bn** to promote initiatives in developing countries
- Slight reduction of “Export Hub” activities
- **CDP SpA Business Volumes at € 21.4 Bn**, notable **≈30% higher** than 2018

Lower exports activities partially offset by higher investments in the other business areas

Main achievements (1/2)

CDP Corporate

20k+
(#)

Corporates served by the Group (60k BP target)

3
(#)

New local offices opened (Genova, Verona, Naples)

0.5
(¥/Bn)

Lendings in Renminbi to support Italian companies in China

Equity & Funds Investments

3
(#)

Strategic investments in key sectors for the Country: CDP Equity in **Salini Impregilo** and in **SIA** / CDP to increase stake in **TIM**

>200
(€/mln)

CDP commitment in new FoF **PE Italia** and additional commitments in **I&S** and **Tech Growth** Funds

68/70
(%)

Stakes **FII** for Private Equity and Private Debt / Invitalia Ventures, now **CDP Venture Capital**, for Venture Capital

CDP Public Sector and Infrastructure

>1,200
(#)

Public Sector entities **financed**

-21
(days)

Improvement in average **payment time** for PA requesting Liquidity Advances¹

1
(#)

Dedicated Advisory Unit to provide Public Sector with technical and economic/financial advisory

Main achievements (2/2)

CDP International Cooperation

4x

Business volumes vs. 2018

30
(€/mln)

Amount of EU guarantees within «**Archipelagos**» agreement aimed at promoting the growth of African SMEs

1st

Italian financial institution accredited to the **Green Climate Fund**¹

Sustainable Finance

+3.4
(€/bn)

Postal Funding CDP net inflow

750
(€/mln)

“**Social Bond**” issued in March

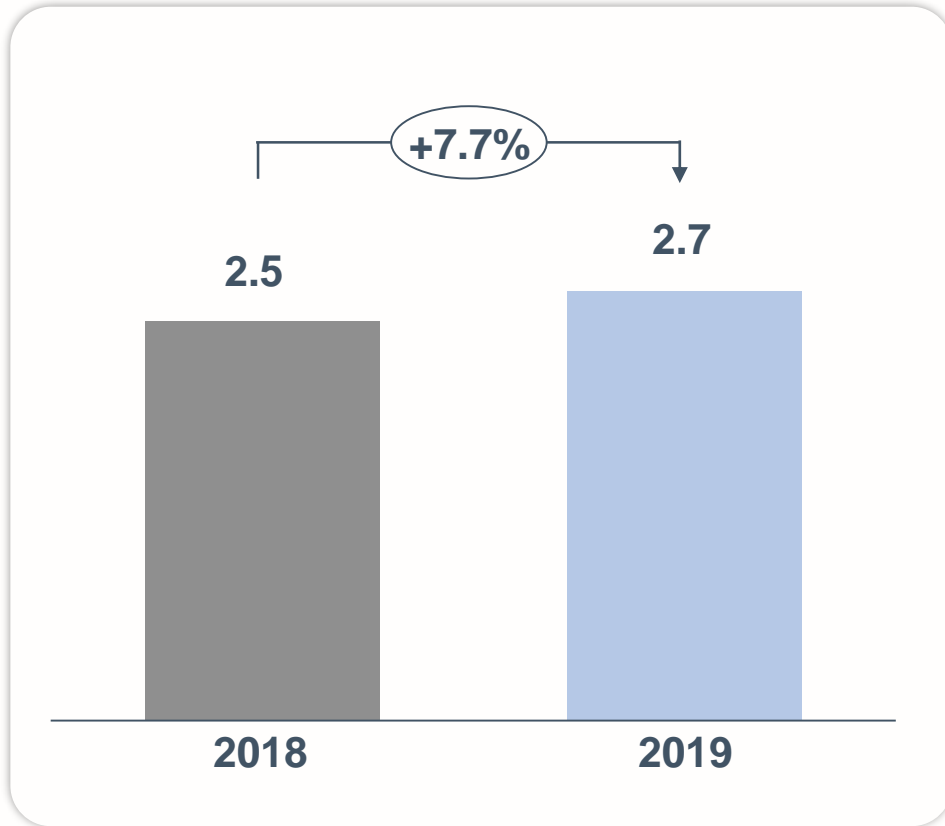
1.5
(€/Bn)

“**Retail Bond**” issued in June

Net Income

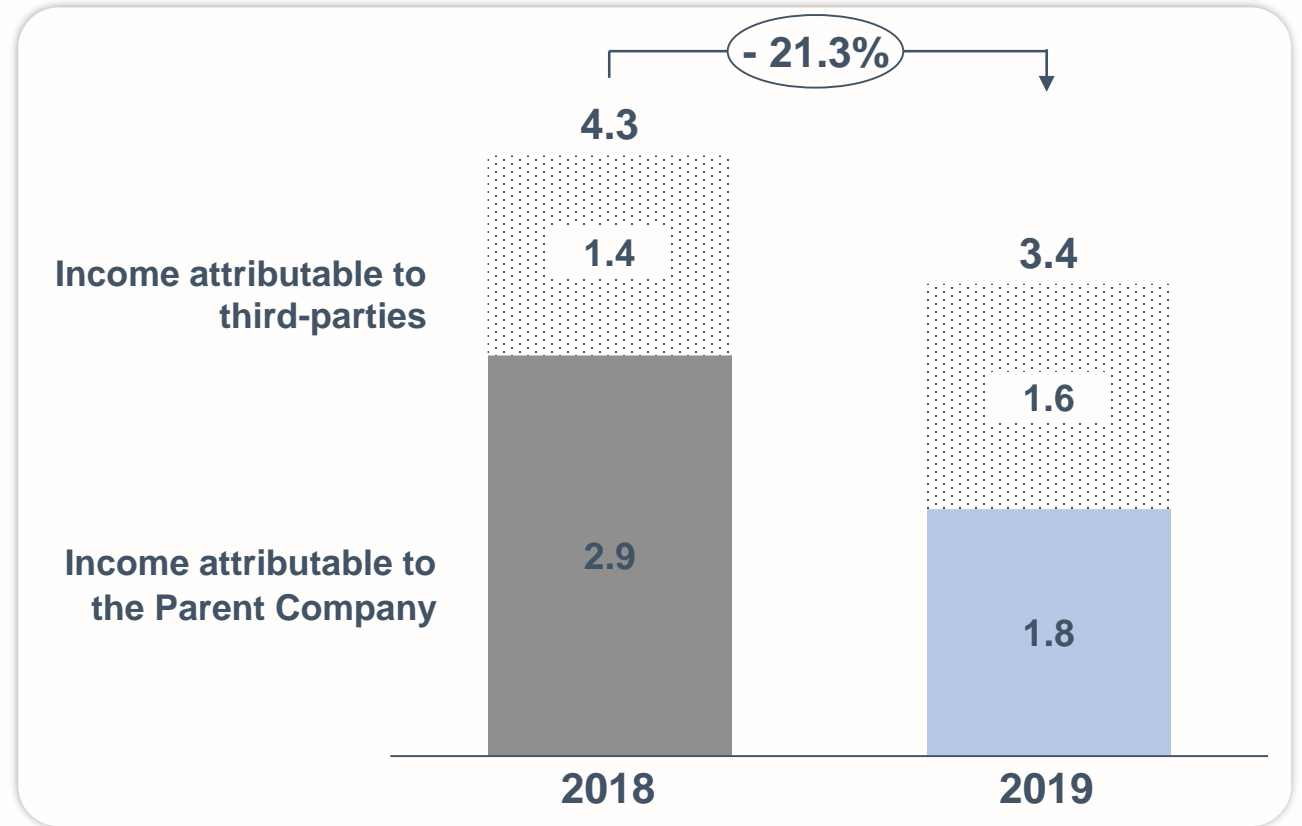
€ Bn

CDP SpA Net Income



- **Higher Net Income** despite interest rates at record low level, thanks to ALM initiatives both on Funding and Securities Portfolio

Consolidated Net Income

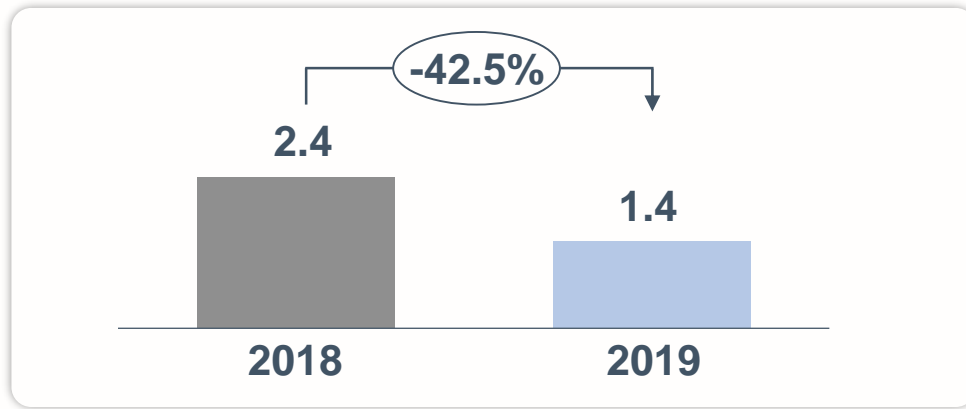


- **Lower Consolidated Net Income** mainly due to the lower contribution from participated companies

CDP SpA Net Interest Income and Dividend Income

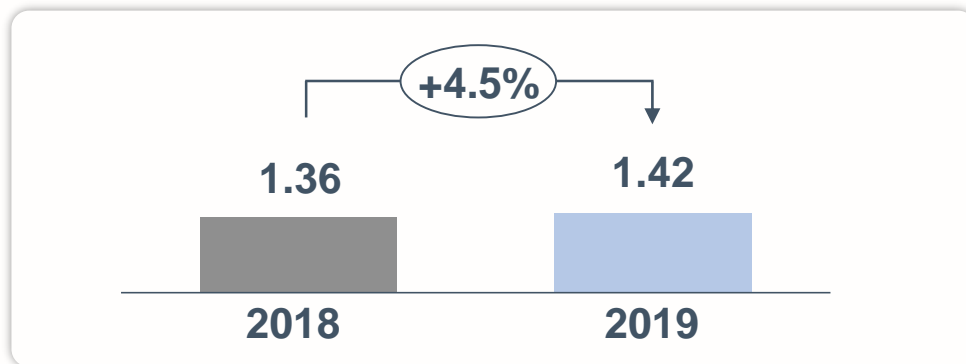
€ Bn

Net Interest Income



- **Net Interest Income down** vs. 2018 almost entirely due to the interest rates at record low level, which impacted the return on assets

Dividend Income

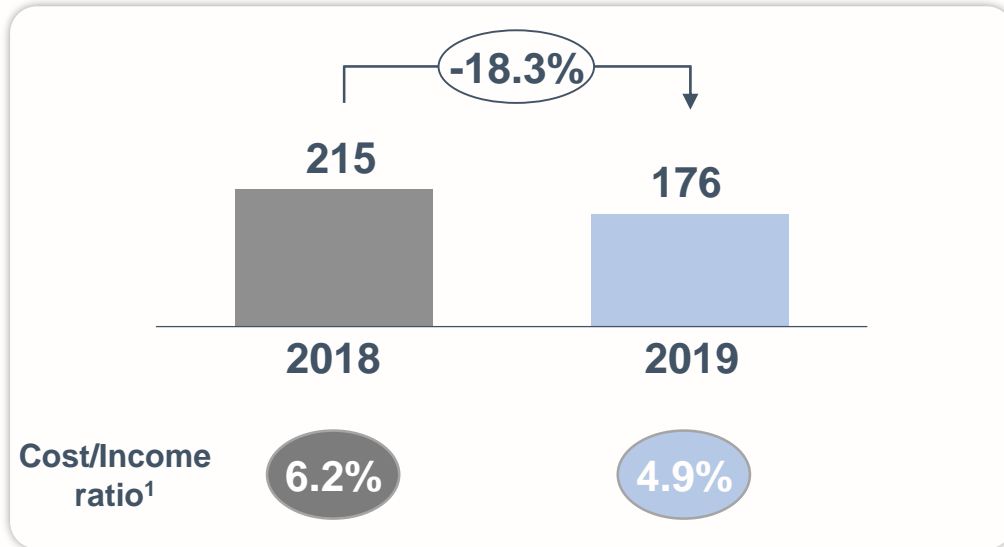


- **Dividend Income slightly up**, with higher contributions from Poste Italiane, ENI and Fintecna more than offsetting lower dividends from SACE

CDP SpA Administrative Expenses and Write-downs

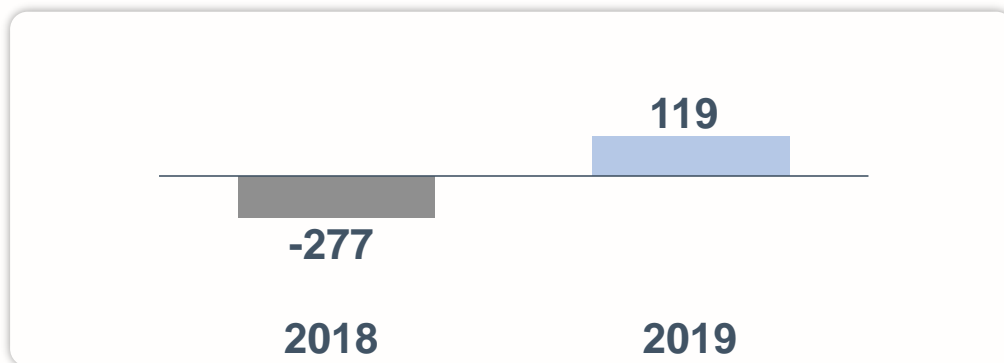
€ Mn

Administrative Expenses



- **Administrative expenses down vs. 2018**, which was impacted by the provision for the launch of a voluntary based early retirement plan
- Net of extraordinary expenses in 2018, administrative expenses up YoY mainly due to higher staff costs, in line with the headcount reinforcement plan to support the implementation of the Business Plan

Write-Downs

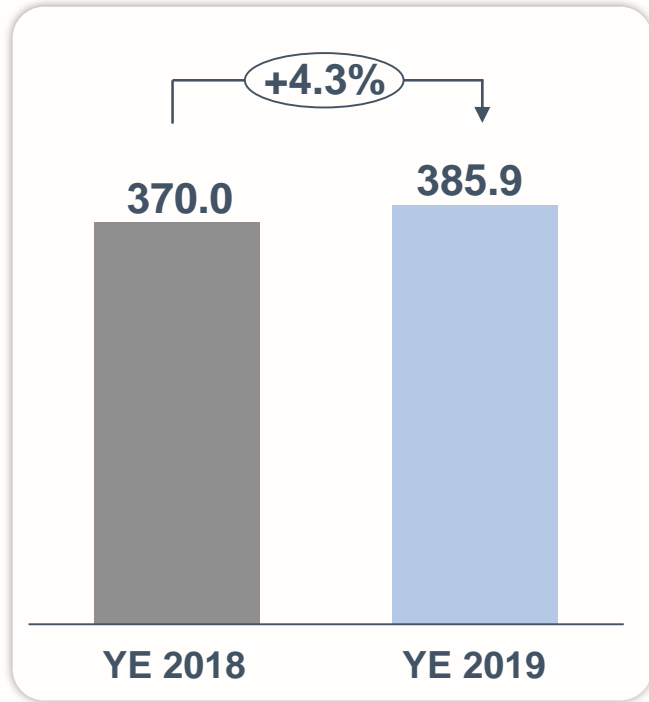


- **Improvement YoY** due to:
 - Overall value readjustments on some significant exposures of credit portfolio more than offset the write-downs on its other components
 - Value readjustments on equity investments

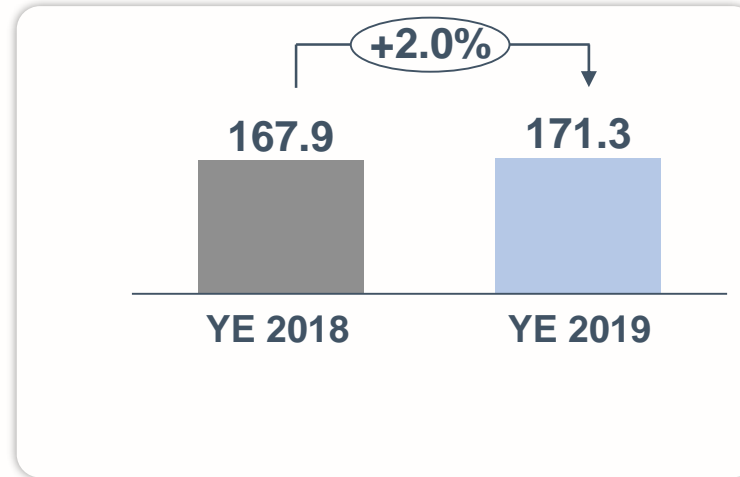
CDP SpA Assets

€ Bn

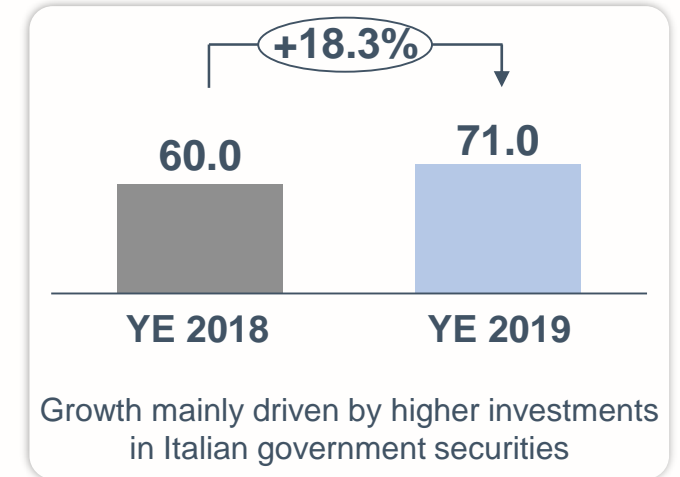
Total Assets¹



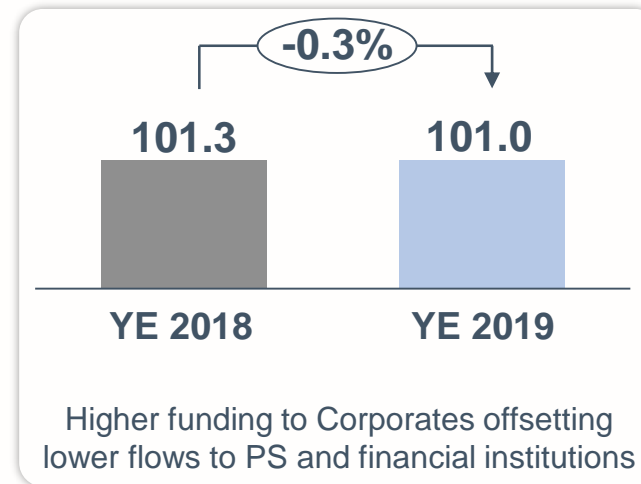
Cash & Cash equivalents



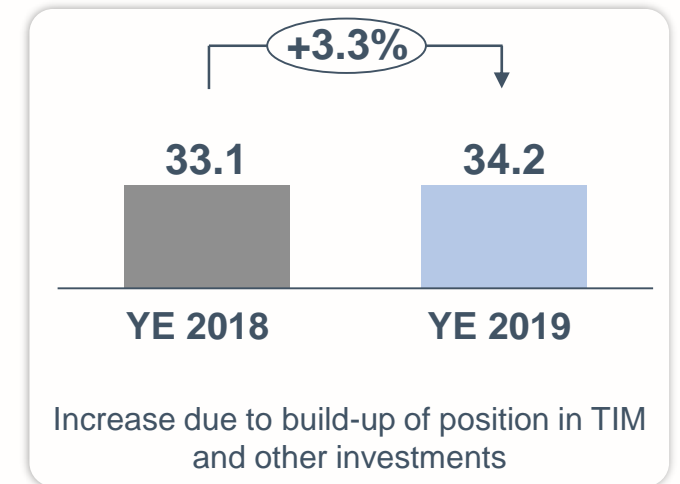
Securities Portfolio



Loans



Equity Portfolio

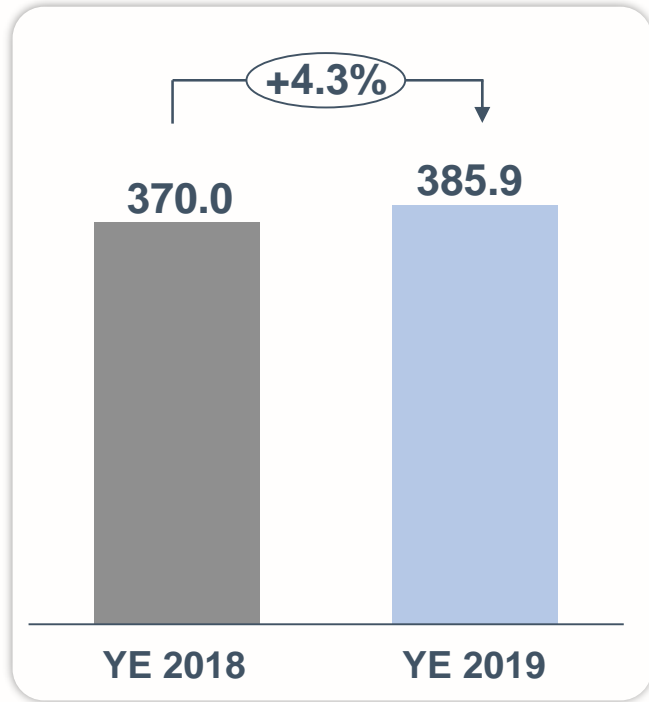


1. Includes other assets, mainly "Accrued income, prepaid expenses and other non-interest-bearing assets"

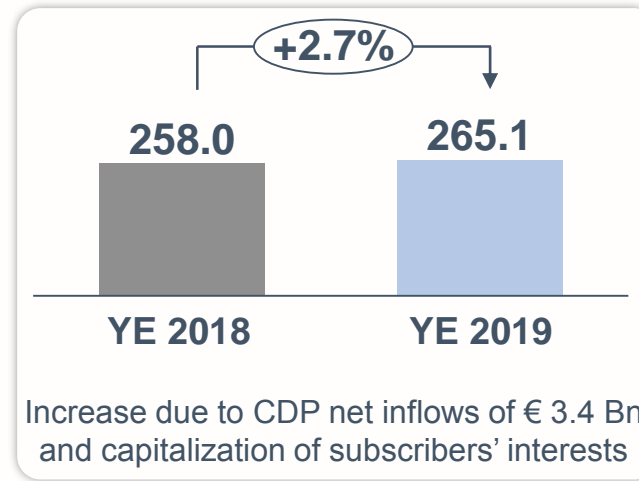
CDP SpA Liabilities

€ Bn

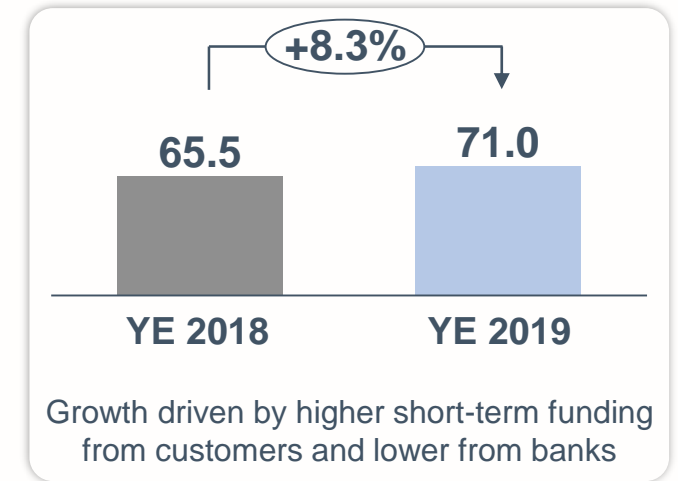
Total Liabilities¹



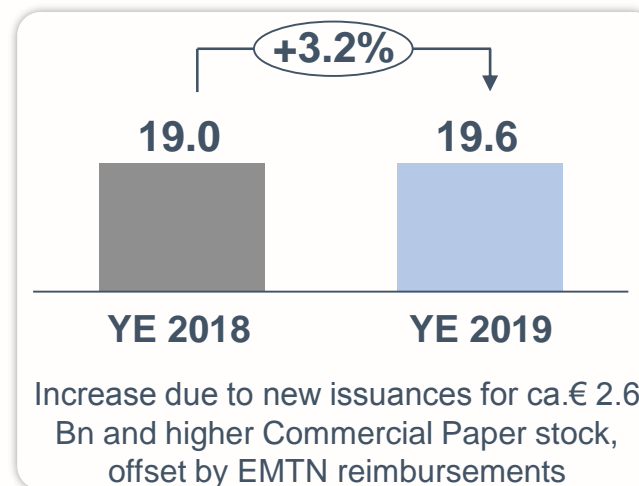
Postal Funding



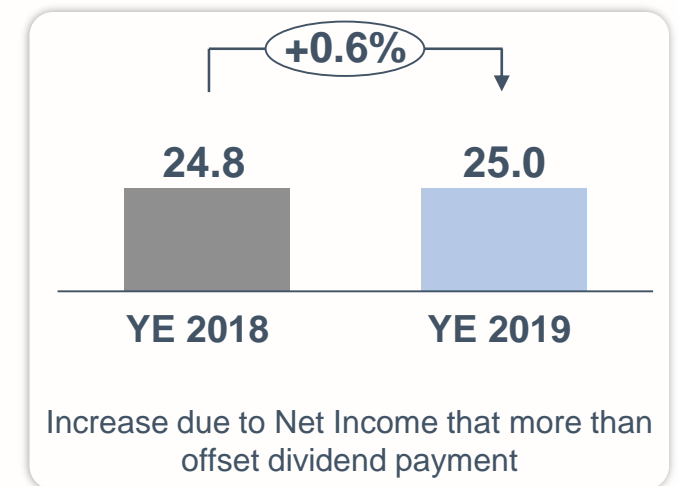
Other Funding³



Bond Funding²



Equity

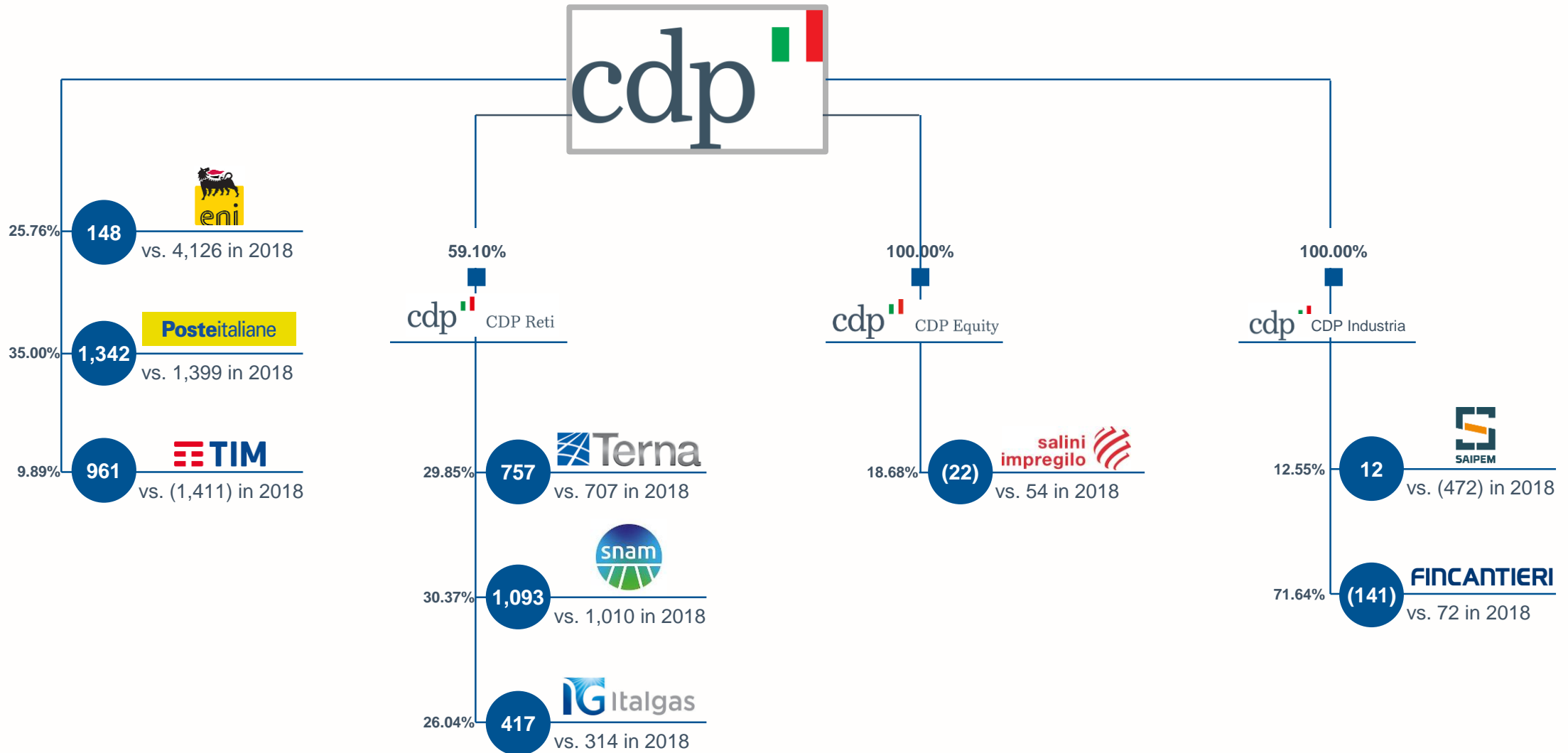


1. Includes other liabilities, mainly "Accrued expenses, deferred income and other non-interest-bearing liabilities"
2. Including commercial papers
3. Including funding from banks and customers

CDP Group Listed Participated Companies' Results

€ Mn

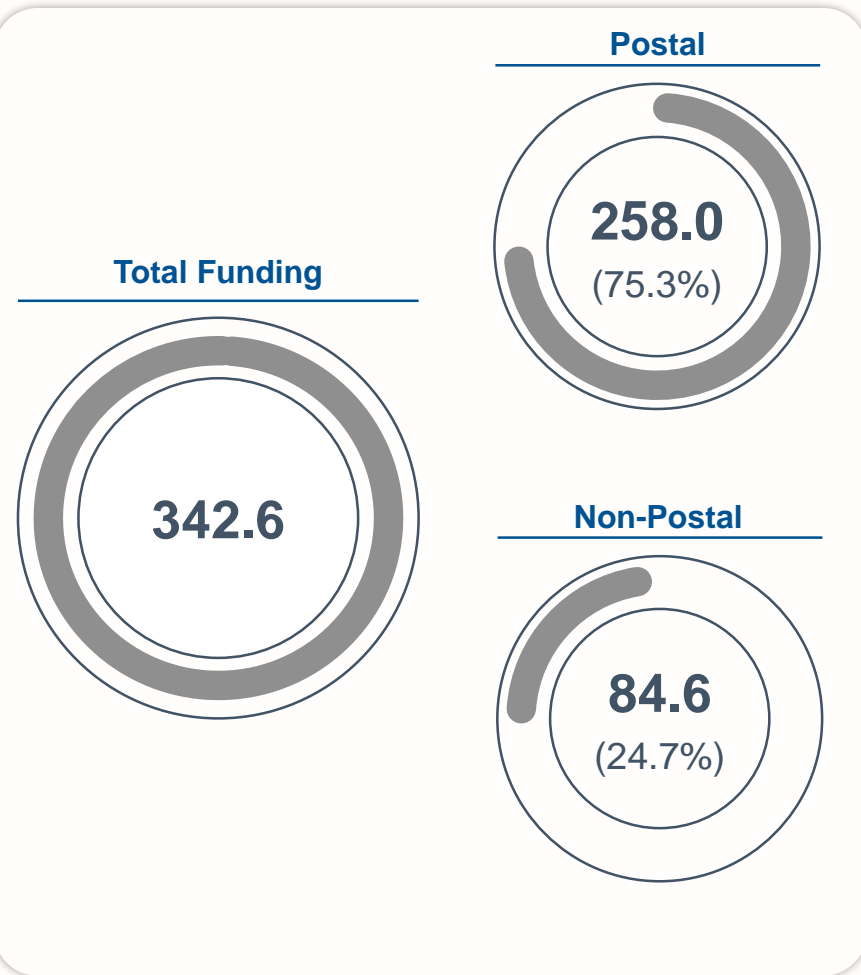
● 2019 Net Income attributable to Owners of the Parent



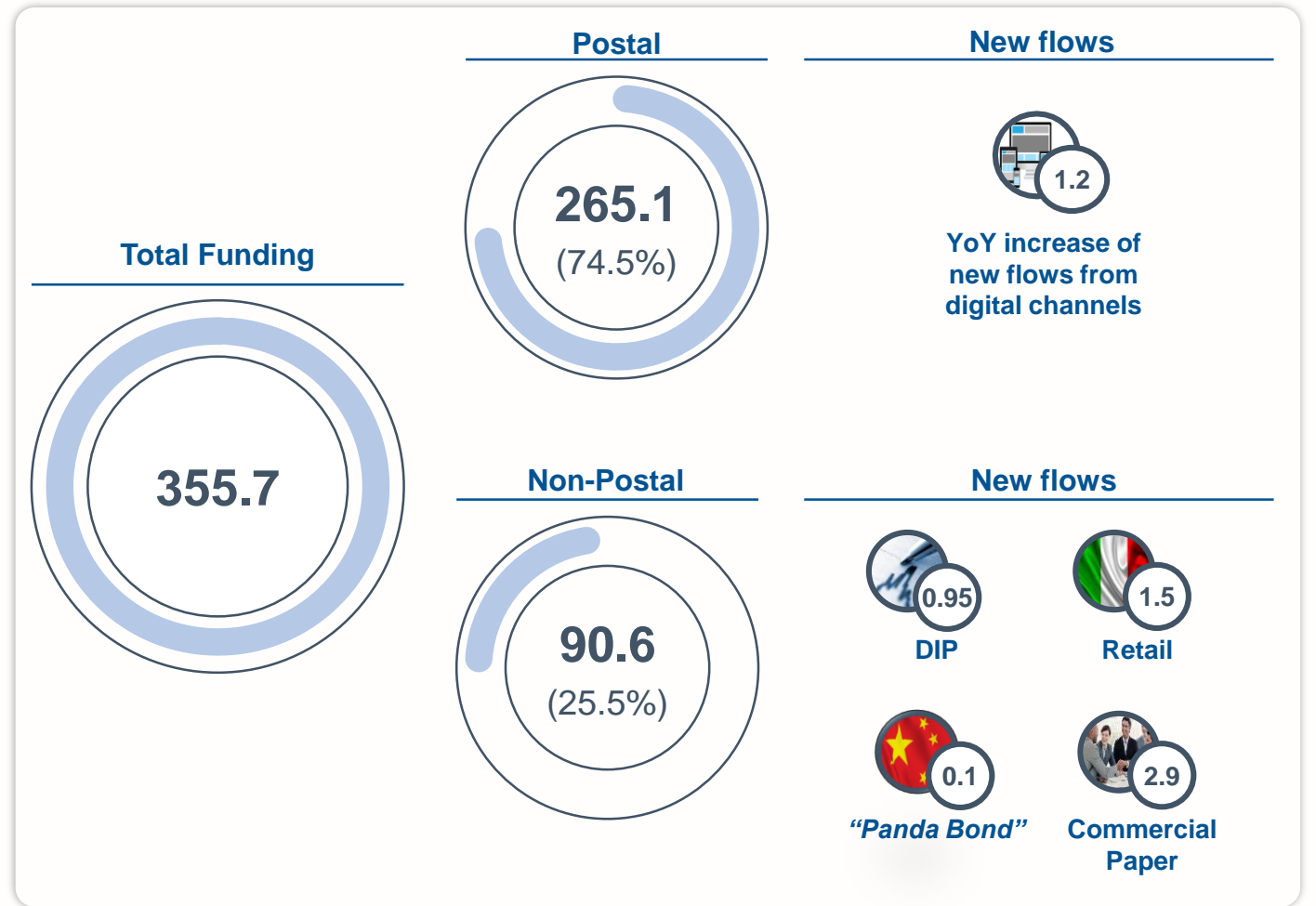
CDP Funding

€ Bn

2018



2019



Long-Term Market Funding and Credit Rating

€ Bn

Outstanding bonds¹ for € 17 Bn, with 40 transactions closed

3 ESG Bonds outstanding (2 Social and 1 Sustainable) for a total amount of **€ 1.75 Bn**

Senior Unsecured notes listed on the Luxembourg Stock Exchange²

Access to international markets (USD, JPY, RMB)

CDP bonds rank *pari passu* with **Postal Savings products**

Eligible for the **ECB Collateral Framework** and the **Public Sector Purchase Programme (PSPP)**

CREDIT RATING



S&P Global Ratings

BBB Negative

FitchRatings

BBB Negative

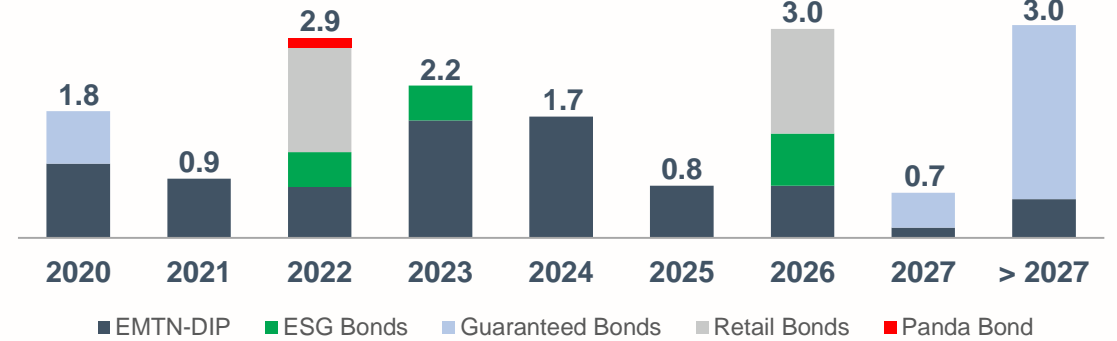
SCOPE

BBB+ Stable

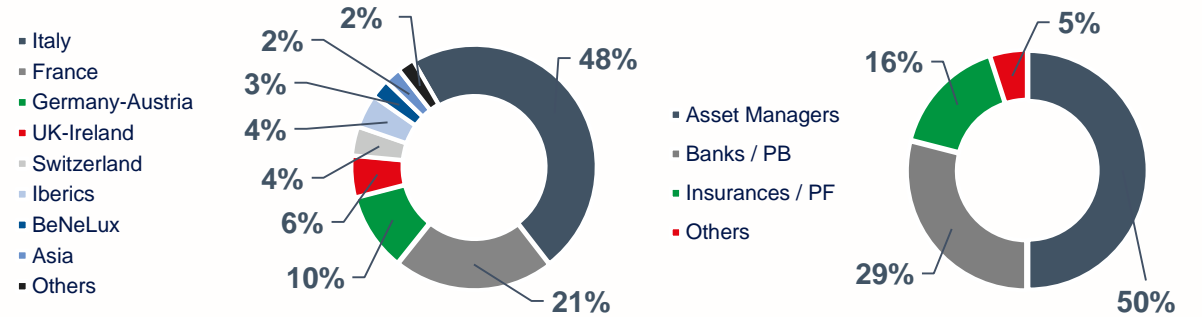
MOODY'S

Baa3⁴ Stable

Bond Maturity (as of 31 December 2019)



Investor Allocation³



1. Including EMTN-DIP (~ 10.0 € Bn), Guaranteed Bonds (3.8 € Bn), Panda Bond (127 € Mn equivalent) and Retail Bonds (2.9 € Bn) as of 31 Dec 2019. Net of 2.8 € Bn Commercial Paper
 2. Social and Sustainability Bonds have been listed also on the Italian Stock Exchange (i.e. Borsa Italiana)
 3. Refers to public issuances since 2011
 4. Unsolicited rating from 1 January 2020



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