



Company presentation

The Company



Profile and Mission

Equiter **invests and advises in infrastructures** in Italy. In particular, Equiter selects, arrange, executes and manages **Mission Related Investments** and capital investments with a long-term impact on the social-economic development.

Equiter aims to distinguish itself as a **hub of knowledge**, track record, capital and advisory to all the stakeholders interested in urban development and regeneration.

Equiter intends to act as a **development driver** in the execution and management of infrastructure-focused project.

History

1998

Equiter is set up to gather all infrastructure investments by **Sanpaolo IMI Group**.

2002

Evolution towards a holding model for investments in the **field of infrastructures, utilities and environment**.

2006

New business model combining direct investments and advisory activities. Launch, fundraising and start of the Investment Period of **PPP Italia Fund**.

2011

Consolidation of Equiter's advisory activities with a special focus on European funds for urban regeneration and energy efficiency in Sicilia, Sardegna and Campania within the framework of **Jessica Programme**, carried out in partnership with the European Investment Bank.

2015

Strategic agreement between Intesa Sanpaolo Group and **Compagnia di San Paolo** to re-focus Equiter's mission in Mission Related Investments.

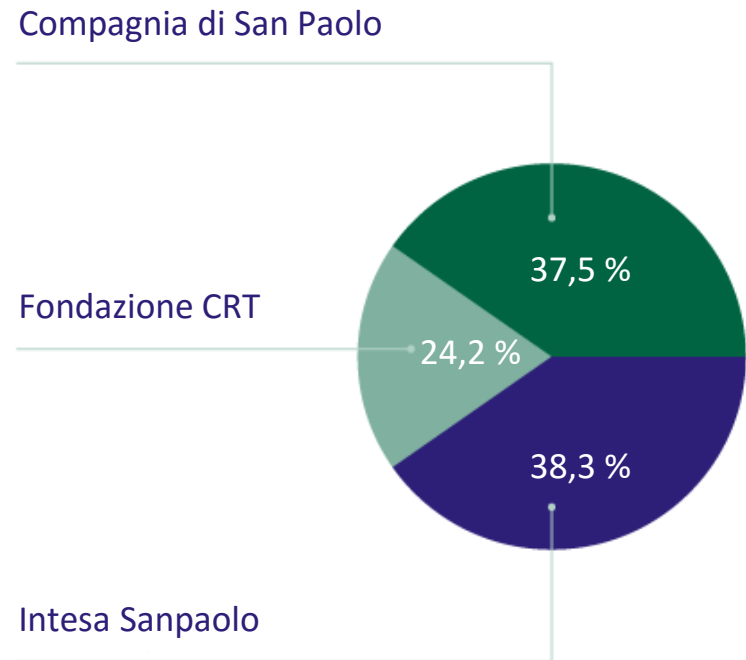
2016

Fondazione CRT joins the partnership. Equiter strengthens its role as a hub for impact investing, a company dedicated to investments in companies and funds aimed at generating a measurable social, environmental and economic impact along with financial return.

Shareholders

Equiter benefits from an original, innovating mix of shareholders, two of the major banking Foundations in Italy (**Compagnia di San Paolo** and **Fondazione CRT**) together with **Intesa Sanpaolo**, a leading European banking group.

Our shareholders aim to promote social, economic, and environmental development of the territories where they operate.



Board of directors and Management

Board of Directors

President

Carla Patrizia Ferrari

Vice Presidents

Fabio Corsico

Luciano Nebbia

Board members

Augusto Buscaglia

Marco Casale

Nicolagiovanni Di Vico

Luigi Teolis

Board of Auditors

President

Alessandro Gallone

Regular auditors

Maurizio Ferrero

Enrico Grosso

Alternate Auditors

Alide Lupo

Patrizia Marchetti

Management

General manager

Enrico Bertoni

Investment manager

Paolo Badino

Advisory manager

Filippo Granara

Human Resources and Communication

Franco Amato

Corporate Lawyer

Maria Smarrelli

Administration and Budget

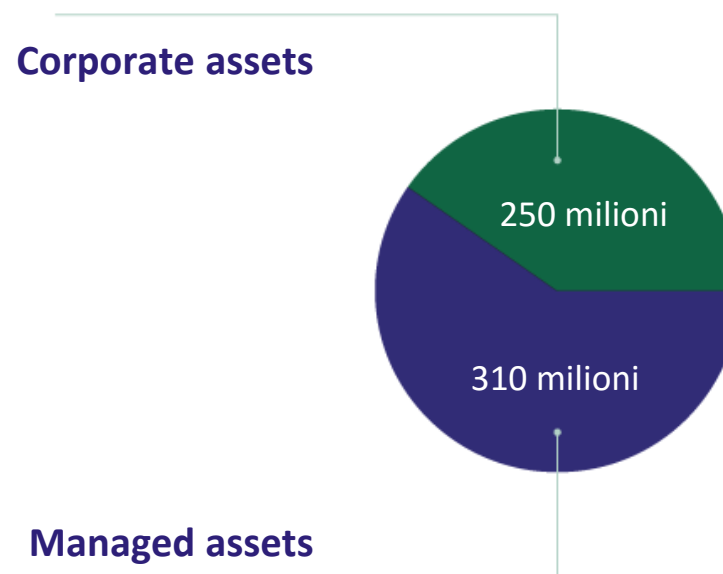
Elena Potecchi

Activities

Equiter invests in **infrastructures, urban regeneration projects, and SMEs** with a high growth potential and innovating capacity.

Advise on closed-end investment funds, European funds and promotion of local regeneration projects.

At the end of 2016, the **assets managed by Equiter exceeded € 560 mln**, including direct investments and funds on which Equiter acts as advisor.



Strategy

Equiter **invests in companies and funds** pursuing both a financial return and a social and environmental impact, measurable over time.



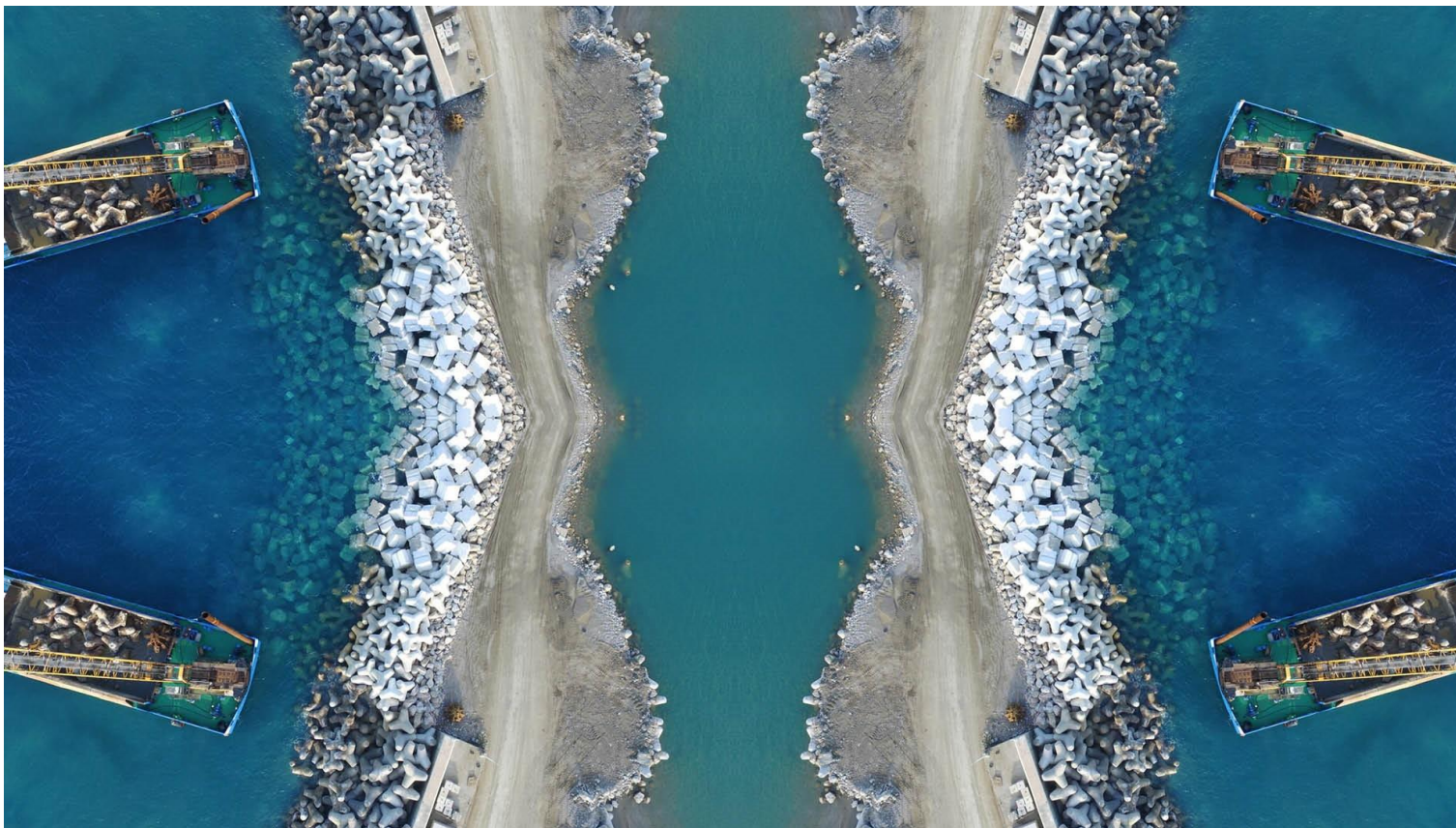
Acquisition of **shareholdings of funds** specialized in innovative infrastructure and SMEs.

Equiter intends to **activate a significant amount** of public and private resources to support investments in physical and digital infrastructures by involving institutional, industrial and financial investors. Those Long Term Investments contribute to the growth of local economy by creating value over time.



Involvement of **institutional, industrial and financial investors** in researching and sharing new investment opportunities.

Investments



Investments sectors

The structural gap in Italian infrastructures, long-term return rate drop and the progressive contraction of investment capacity in infrastructures by PA have made **Public Private Partnerships (PPPs)** an obvious choice. Investing in infrastructures results in a multiplier effect: one percentage point of investments in new infrastructures will have a positive knock-on effect on GDP equal to 1.4X.



Our competence & experience

Equiter is committed to the development of **Mission Related Investment**, investments aimed at producing, in addition to financial returns, significant economic impact for the territories. Equiter's skills include:

- management of **all infrastructural investment steps**: research; assessment; acquisition; management, enhancement; transfer;
- **deep knowledge of market mechanisms**, with special reference to utilities and infrastructures;
- consolidated experience in **advisory and design of PPP-based projects**;
- appropriate recognition of Equiter team's **expertise in transactions of structured finance** aiming at infrastructures in Italy.

Holdings in companies and funds

Equiter holds a 2% share in **Iren Spa**, a multi-utility company listed in the stock exchange market as an operator in the fields of energy, gas, district heating, and water and environmental services.



Equiter Energia is the sole shareholder of Equiter Energia Srl, proprietary investment vehicle for energy production plants from renewable sources.



Equiter invests in **9 Italian closed-end funds**, which engage in the development of infrastructures, urban regeneration projects, innovation and support to the growth of small and medium enterprises.

Infrastructures

- 1) Fondo PPP Italia (*)
- 2) Fondo Italiano per le Infrastrutture I
- 3) Fondo Italiano per le Infrastrutture II

Urban regeneration

- 4) Fondo J Village

Small and medium enterprises

- 5) Arcadia Small Cap
- 6) Fondo Nord Ovest
- 7) Fondo Centro Impresa
- 8) Fondo Mezzogiorno

Innovation

- 9) Innogest Capital II

() Fund managed by Fondaco SGR whose Equiter is Advisor and Investor.*

Advisory



Advisory expertise

Equiter consolidated a wide, considerable experience in advisory:

- Fondo PPP Italia;
- Jessica EU Programme;
- Various urban regeneration projects.

Fondo PPP Italia

Research, identification, structuring, investment, monitoring, and transfer of infrastructural projects in Public Private Partnerships.

Jessica Programme

Advisory on EU funds for projects aimed at urban regeneration and energy efficiency in Sicilia, Sardegna and Campania.

Urban Regeneration

Analysis of economic-financial viability, preparation of a business plan and support in the drafting of Master Plans.

PPP Italia Fund

Fondo PPP Italia is the first Italian closed-end fund entirely devoted to the development of infrastructures in Public Private Partnerships.

Created in 2006 with an **initial endowment of € 120 mln**, the fund has invested in the construction of health facilities and universities, gas networks, transports, parking lots, energy production plants from renewable sources.

Equiter is Fondaco SGR's advisor and fund investor with a 26.8% stake.



PPP Italia Fund – Flagship projects (1/2)

Turin – Biotech School

New headquarters of **Turin University's Biotech School**, with more than 1,000 students and 200 researchers.

Capex: 20 million euro

PPP Italia Fund share: 47%

End of works: 2006



European Gas Network

EGN provides gas to more than **75,000 customers**, through a **2,700 km gas network in concession**, mostly in Campania, Calabria and Sicily.

Capex: more than 100 million euro

PPP Italia Fund share: 25%



PPP Italia Fund – Flagship projects (2/2)

Montalto (VT) – Photovoltaic Plant

One of the biggest photovoltaic plant in Italy, opened in november 2010, with a total power of 51 MW.

Capex: 200 mln euro

PPP Italia Fund share: 24%

End of works: 2011



Monselice (PD) – Brand New Hospital

Opened in November 2014, the Este Monselice **hospital complex** serves about 200 thousand inhabitants of the Bassa Padovana area.

Capex: 170 mln euro

PPP Italia Fund share: 40,5%

End of works: 2014



Jessica funds

JESSICA – Joint European Support for Sustainable Investment in City Areas – is an initiative by the European Commission in partnership with the EIB for the promotion of sustainable urban development through innovating financial engineering instruments.

Active since the second half of 2009, Jessica has been launched in 12 EU countries. Italy ranks first in its implementation in Sicilia, Sardegna and Campania.

Equiter is the **first operator for Jessica projects** at national scale with more than **190 mln** funds available.

In less than 5 years, the resources managed by Equiter within Jessica project have been allocated to **41 projects**.

- **Sicilia:** 90 mln euro for urban development (6 projects);
- **Sardegna:** 37 mln euro for energy efficiency (29 projects);
- **Campania:** 64 mln euro for urban development (6 projects).

Jessica Funds – Flagship projects (1/2)

Carini (Pa) – Research Centre Ri.MED

Construction of Biomedical Research and Biotechnology Centre in Carini with an high social and economic impact at local and Regional level.

Total project amount: 210 million euro, of which 40 financed by Jessica Sicilia Fund.

End of works: by 2021 (forecast)

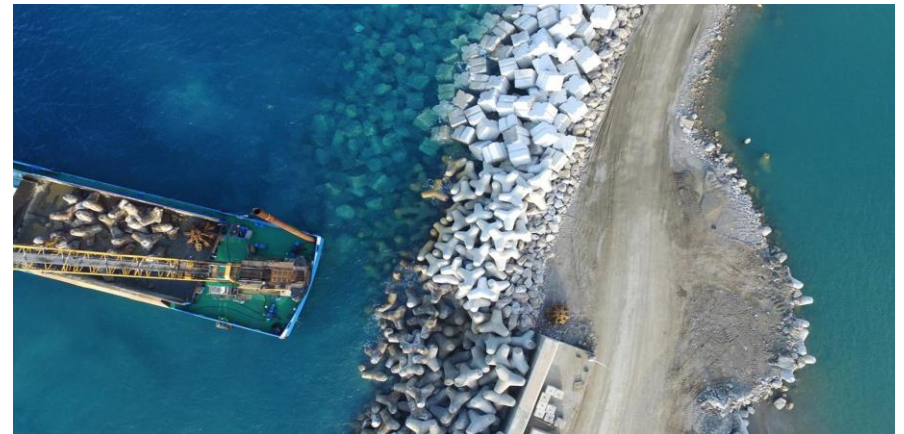


Capo d'Orlando (Me) – Touristic harbour

Construction of a touristic harbour in Capo d'Orlando, near Messina, with 600 berths and port facilities.

Total project amount: 48.5 million euro, of which 20 financed by Jessica Sicilia Fund.

End of works: July 2017



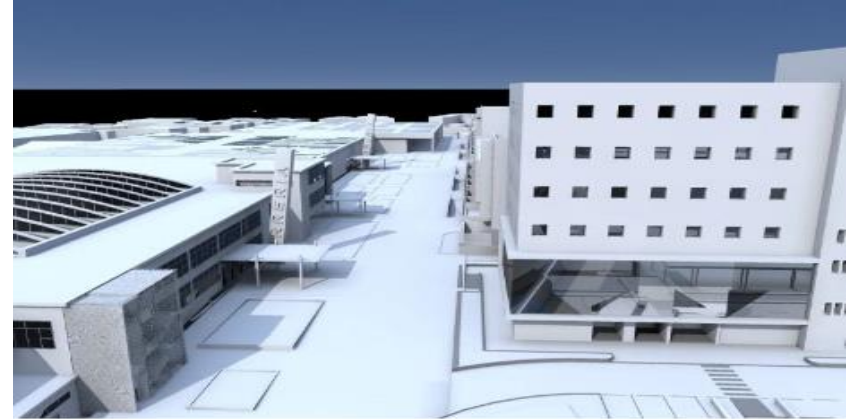
Jessica Funds – Flagship projects(2/2)

Napoli - Requalification of an old beer factory

Urban requalification with the industrial reconversion of the old beer factory “Peroni” in a multi-functional commercial centre.

Total project amount: 45 million euro, of which 27 financed by Jessica Campania Fund.

End of works: by December 2017 (forecast)



Porto Torres – Biomass-fired heat power plant

Construction of a 20 MW biomass-fired heat power plant. The “Matrica” project is part of a large industrial reconversion.

Total project amount: 20 million euro, of which 13 financed by Jessica Sardegna Fund.

End of works: by 2019 (forecast)



Contacts

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