

Company
Profile







About us

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.

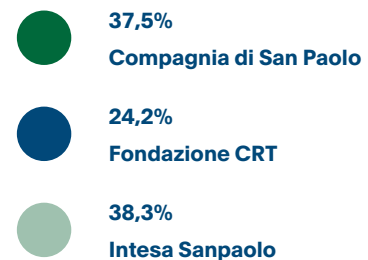
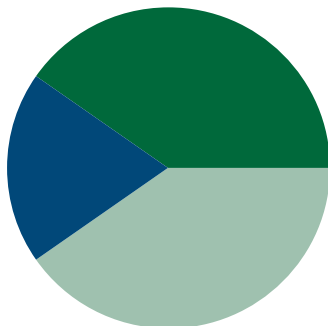
Equiter intends to act as a development driver in the execution and management of infrastructure-focused project.

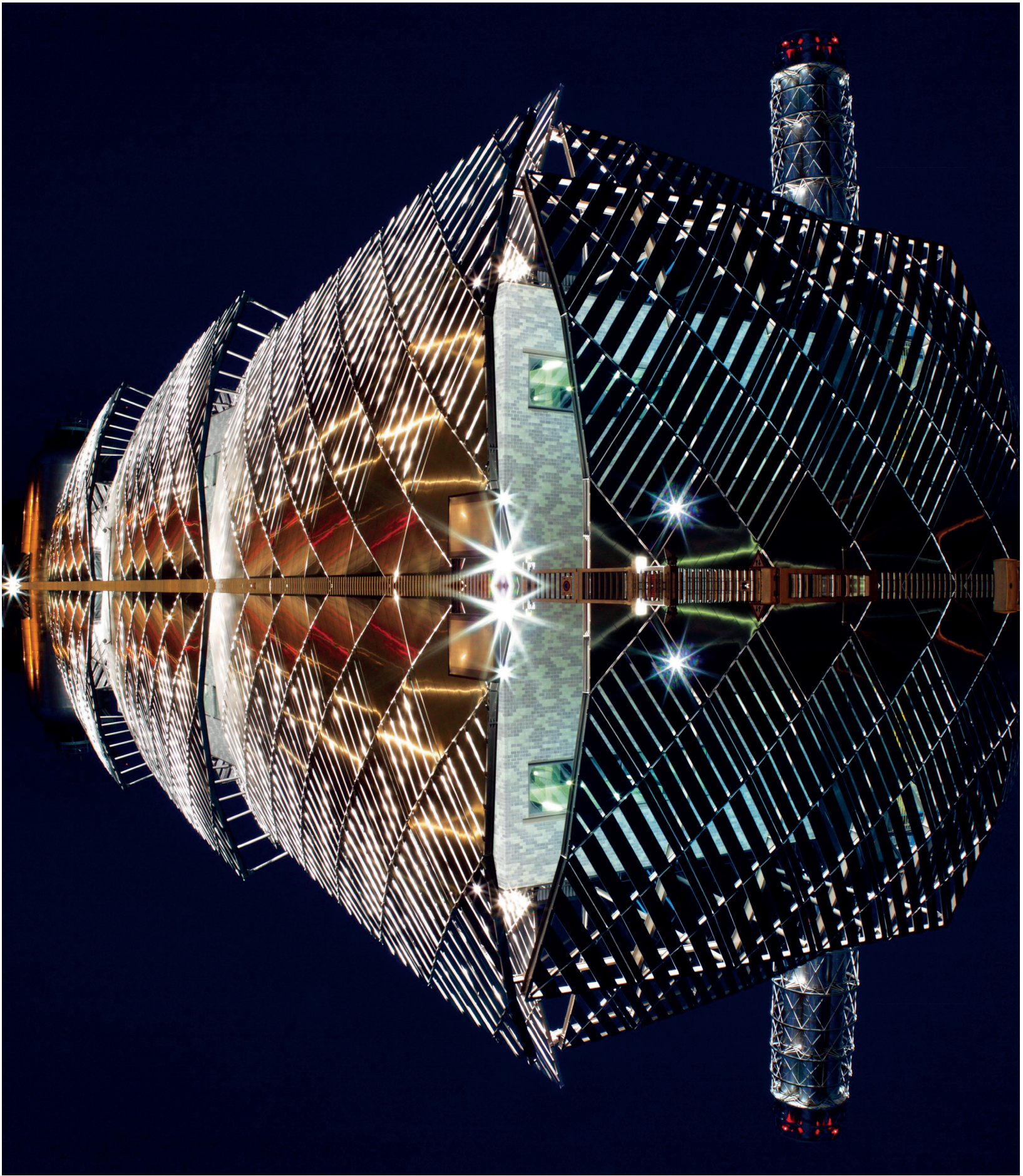
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Shareholders

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.

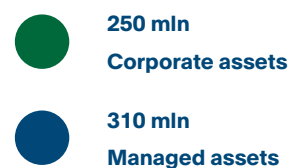
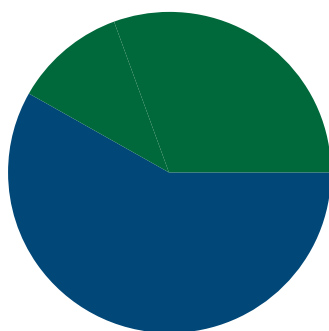




Activities

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.



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Strategy

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

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.

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 fields 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 Sicily, Sardinia 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.





Investments

Investments sectors

Equiter promotes and invests in infrastructural projects to create a huge impact on local economies.

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.



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Our competence & experience

Thanks to a wide experience in infrastructures investments, Equiter has acquired a remarkable track record, highly valued both at national and European level. 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.

Mission Related Investments and Impact finance

Mission Related Investments foster the development of local economies, competitiveness and employment. The effectiveness of such investments is assessed through both financial returns and social-economic impact.

The increasing switch of banking foundation grants towards financially viable projects encourage new relationships among banks and foundations.

In this scenario, Equiter focuses its activities on achieving capital protection and value creation over time, pursuing financial return and asset diversification, with a countercyclical function.

Holdings in companies

Equiter invests in infrastructures, utilities and development of renewable energy sources.

Iren

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.

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Investments in funds

Equiter invests in 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

Fondo PPP Italia
F2i – Fondo Italiano per le Infrastrutture
F2i – Secondo Fondo Italiano per le Infrastrutture

Urban Regeneration

Fondo J Village

Small and Medium Enterprises

Fondo Arcadia Small Cap
Fondo Nord Ovest
Fondo Centro Impresa
Fondo di Promozione del Capitale di Rischio per il Mezzogiorno

Innovation

Fondo Innogest Capital II





Advisory

Advisory Expertise

Equiter consolidated a wide, considerable experience in advisory: Fondo PPP Italia, Jessica EU Programme and various urban regeneration projects.

Fondo PPP Italia

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

Jessica Program

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

Urban regeneration

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

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Fondo PPP Italia

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 mil**, the fund has invested in the construction of health facilities and universities, gas networks, transports, parking lots, energy production plants from renewable sources. € 120 mil equity raised have generated a multiplier effect on economy by pooling a total amount of investments for more than € 1 bil.

Since its launch, the fund has paid a **constant flow to the investors** thanks to the proceeds generated by the special purpose entities to which investments are directed. In addition, the structural investments financed by Fondo PPP have contributed to job creation, increased competitiveness, and regeneration in the territories at stake.

Tangible projects attracting private capitals have exerted a **profoundly positive impact for local communities**.

Equiter is the advisor of Fondaco Sgr as well as the first investor in the fund with a share of about 1/4 of the total capital raised.

Jessica Fund in Italy

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 Sicily, Sardinia and Campania.

Equiter is the **first operator for Jessica projects** at national scale with more than **190** mil funds available. In less than 5 years, the resources managed by Equiter within Jessica project have been allocated to **41 projects**.

Sicily

90 mln euro for urban development (6 projects)

Sardina

37 mln euro for energy efficiency (29 projects)

Campania

64 mln euro for urban development (6 projects)

Board of Directors

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Carla Patrizia Ferrari

Vice Presidents

Fabio Corsico

Luciano Nebbia

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Augusto Buscaglia

Marco Casale

Nicolagiovanni Di Vico

Luigi Teolis

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Maurizio Ferrero

Enrico Grosso

Alternate Auditors

Alide Lupo

Patrizia Marchetti

Management

General Manager

Enrico Bertoni

Investments Manager

Paolo Badino

Advisoroy Manager

Filippo Granara

Human Resources and Communication

Franco Amato

Corporate Lawyer

Maria Smarrelli

Administration and Budget

Elena Potecchi

Equiter

Investimenti per il territorio S.p.A.

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