



NEW INTEGRATED TOOLS FOR ITALIAN SMEs CAPITALIZATION

Borsa Italiana S.p.A.

Piazza degli Affari, 6
20123 Milano

www.borsaitaliana.it

24th October 2011

The Ministry of Economy and Finance and Borsa Italiana, in partnership with Banca Europea per gli investimenti, Fondo Italiano d'investimento, and SACE, today presented some important initiatives aimed at supporting Italian SMEs.

This joint action emphasizes the highest importance assigned to the development of SMEs sector.

The common aim is to strengthen SMEs capitalization to facilitate financing of medium and long term projects, dimensional development, internationalization and competitive skill in the global arena.

Find below a summary of the tools announced today by Gabriele Cappellini, CEO of Fondo Italiano di Investimento, Alessandro Castellano, CEO of SACE, Raffaele Jerusalmi, CEO of Borsa Italiana, Andrea Montanino, General Manager of Ministry of Economy and Finance and Dario Scannapieco, VP of Banca europea per gli investimenti :

- The co-investment agreement between Fondo Europeo per gli Investimenti and Fondo Italiano di Investimento aims to promote SMEs development through the support of venture capital funds dedicated to the growth of SMEs. The agreement provides for an



initial allocation of 100 million euros for each institution, with possible future increases. The joint activity will concern both the sharing of information about the research of investment opportunities, as the investigation, financial and planning analysis and the subsequent monitoring. The partnership, as well as pooling the knowledge of Italian market of both the institutional investors, will increase financial resources available to the growth of Italian SMEs system, also allowing to strengthen the corporate governance of investment funds in which the commitment will be made, creating the basis to attract additional capital resources from both international and domestic market.

- ELITE is a project resulting from the collaboration between the Ministry of Economy and Finance and Borsa Italiana. It is a path of organizational and managing development addressed to SMEs that want to grow. It aims to encourage excellence, in the direction of major transparency and management efficiency and to support a cultural approach of enterprises to the financial market. ELITE also gives visibility to companies involved through a web site dedicated to the diffusion of corporate information relevant for the main stakeholders, including institutional investors, business partners and public. In the occasion of the project, Borsa Italiana acts as a tutor of SMEs and aims to stare after them along a personalized and consistent ideal path.

Borsa Italiana and Fondo Italiano d'Investimento SGR signed an agreement aimed to promote ELITE programme and to make SMEs aware of benefits that can be drawn from participating in the programme. This agreement also provides that Fondo Italiano d'Investimento



addresses to ELITE its invested companies and spurs the beneficiary funds of its capitals to address their companies to ELITE.

- SACE developed a new instrument that will help the strengthening of the financial structure of Italian SMEs, increasing their competitiveness on international markets. The initiative, that provides an initial allocation of 50 million euros, aims at the acquisition and management of major holdings in already listed or at IPO stage SMEs on Italian market with an export-oriented business model preferable. Investments, made through a primary provider dedicated to SMEs market, have a time horizon of 3-5 years and will be addressed to listed SMEs (no minimum market capitalization) and listing SMEs. The targeted SMEs will be able to relay on a stable financial source and on an investment strategy of medium- long period, marked by industrial logic, compatible with the institutional profile of SACE.

For further information, please contact:

Borsa Italiana

Anna Mascioni/Federica Marotti
Tel. +39 02 72426.212
media.relations@borsaitaliana.it

Ministero dell'Economia e delle Finanze

Ufficio Stampa
Tel. +39 06 4761.4360-4467-4605
ufficio.stampa@tesoro.it

Banca europea per gli investimenti

Marco Santarelli
m.santarelli@eib.org
Tel. +39 331 6595594

Fondo Italiano d'Investimento Sgr

Roberto Del Giudice
Tel. 02 63532.214
roberto.delgiudice@fondoitaliano.it



Fondo Europeo per gli investimenti SACE

Emanuela Schiavoni

Tel.: +352 42 66 88 32

e.schiavoni@eif.org

Marco Battaglia

Tel. +39 06 6736906

mob +39 335 5868088

m.battaglia@sace.it

Borsa Italiana

Borsa Italiana S.p.A. is one of Europe's largest and most established stock exchanges with 331 companies listed across its markets. The Italian Exchange operates markets trading in Italian equities, bonds and derivatives. Markets include the MIV and STAR segments as well as IDEM, MOT, ETFPlus and AIM Italia and MAC for small cap companies. Since October 2007 Borsa Italiana has been part of the international diversified exchange business, London Stock Exchange Group.

