



ITARE
FINANCIAL ADVISORY

Corporate Presentation

Our Services



Business Development

Thanks to its network and strong foothold in the Emerging Markets (particularly in Africa and Middle East), ITARE creates business opportunities by matching the complex requirements of local demand by private and public investors with tailor-made technical and financial solutions.



Financial and Deal Advisory

ITARE specializes in deal structuring in the emerging markets: from straight procurement to EPC + Finance; from public-private-partnerships (PPPs) to project finance structures and IPPs, from corporate finance and M&A to foreign direct investment (FDI) and greenfield projects.



Technical Assistance

ITARE designs tailor-made solutions including institutional set-up, product development, risk management and single transaction deals. Clients are industrial companies and financial institution both in advanced and emerging economies.



Our Clients



International Companies and Value Chains

Both SMEs and Large Corporates, entering or expanding in emerging markets. ITARE works with individual key clients and the set-up of value chains. It covers the whole project cycle: from design to funding to execution. ITARE is specialist in structuring financing for large infrastructure.



Financial Institutions

Financial Institutions (Banks and Insurances) looking at new ways and means to support their clients on global markets. Through the cooperation with ITARE, they can offer wider commercial networks and a broader range of products and services. Through cooperation with Financial Institutions, ITARE can structure integrated solutions to ultimate buyers and borrowers.



Export Credit Agencies

Export Credit Agencies (ECAs) and other institutions supporting international trade. ITARE's Team offers its consolidated expertise to newly created Institutions that want to be active in the area of Trade Finance and Export Credit.

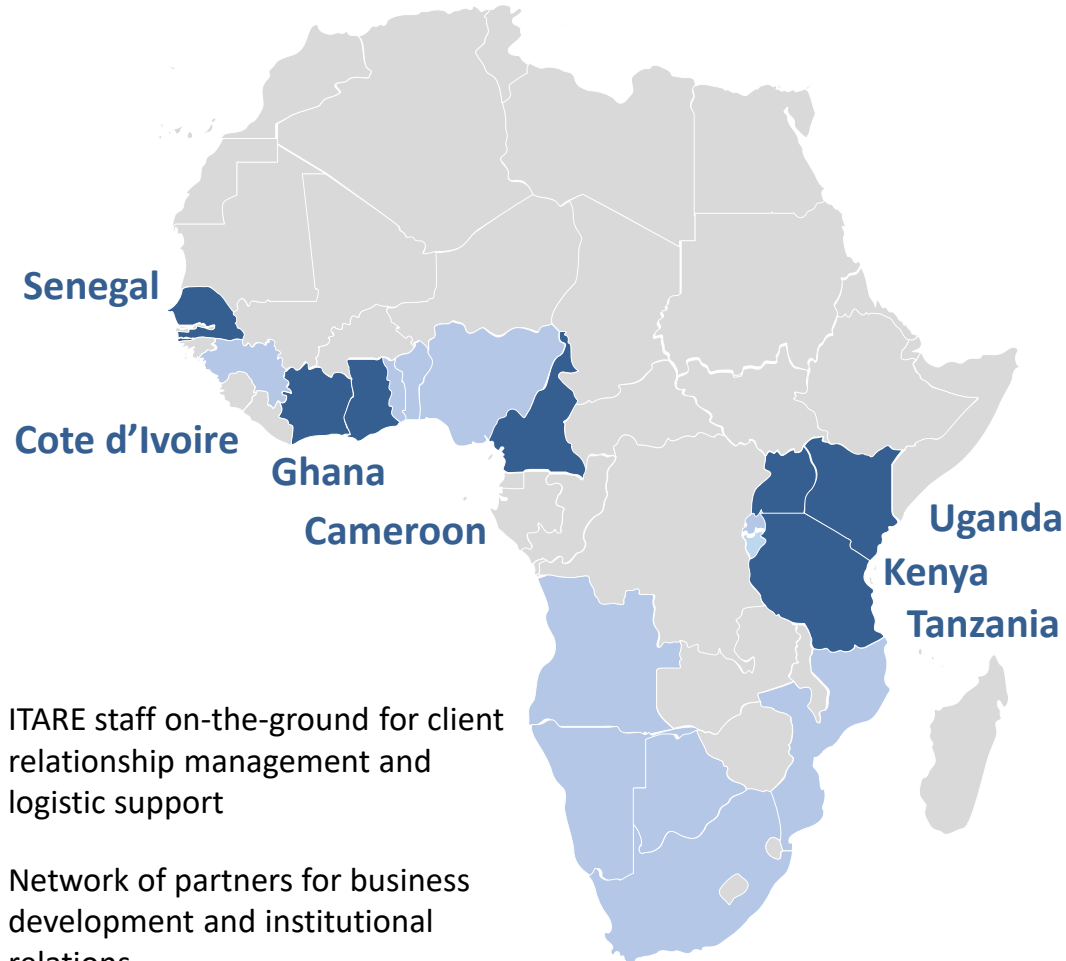


Project Financing, IPPs, PPPs and EPC

Private and public entities involved in the development of complex projects. ITARE can follow-through the entire project cycle, acting as a Project Delivery Partner: from the initial studies and project feasibility, to the preparation of procurement documents; from contract drafting and negotiation, to project implementation and monitoring.



Core Markets and Sectors

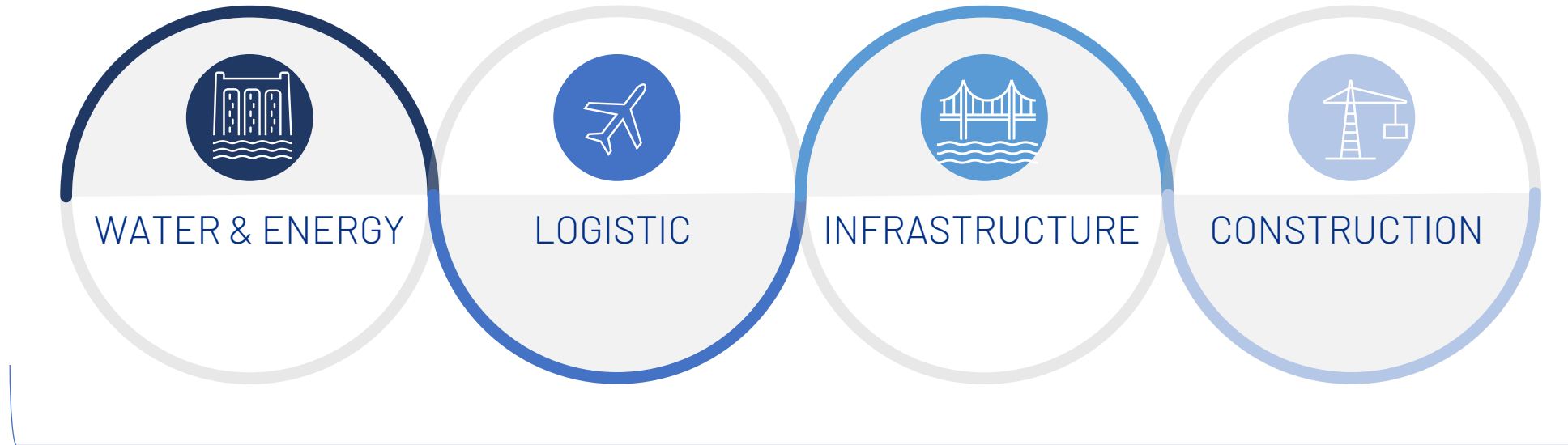


- ITARE staff on-the-ground for client relationship management and logistic support
- Network of partners for business development and institutional relations

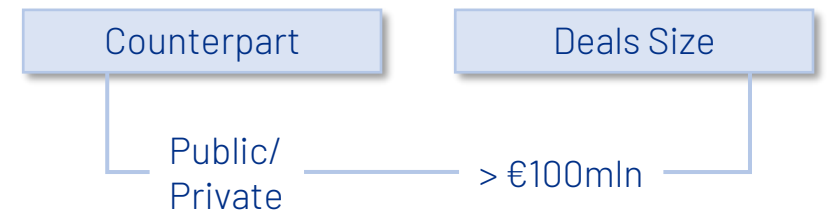
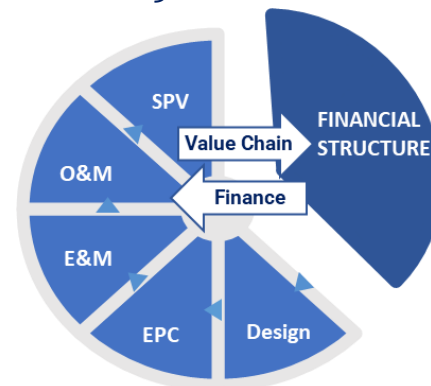
WATER	Dams, Water Treatment, Sewerage
LOGISTICS	Social Housing, Hospitals, Facilities
CONSTRUCTION	Ports, Airports, Railways
INFRASTRUCTURES	Roads, Highways, Bridges, Tunnels
ENERGY	Conventional and Renewable Energy
AGRIBUSINESS	Model Farming, Irrigation, Agromechanics
MANUFACTURING	Turn-key Manufacturing Plants



Large Infrastructure & Capital Projects



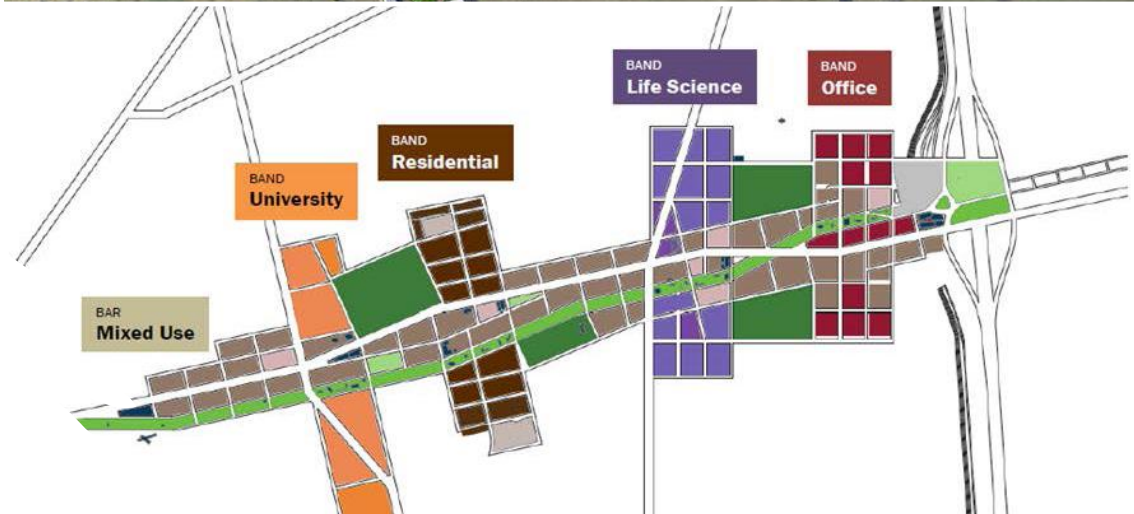
Implementation of successful infrastructures in emerging markets.
Origination and financial structuring of complex projects:



The Project: Italian Funding for Konza Technopolis in Kenya



Country	Kenya
Project	Konza Technopolis - Horizontal Infrastructures Phase I
Contract Type	EPC + F
Assignment modalities	Competitive bidding
Contract Value	USD 392 million
Financial Structure	85% Export Credit Facility 15% Commercial Loan
Client	Konza Technopolis Development Authority
Borrower	Kenya National Treasury
ECA	SACE
Banks	Intesa San Paolo, Unicredit and Societe Generale

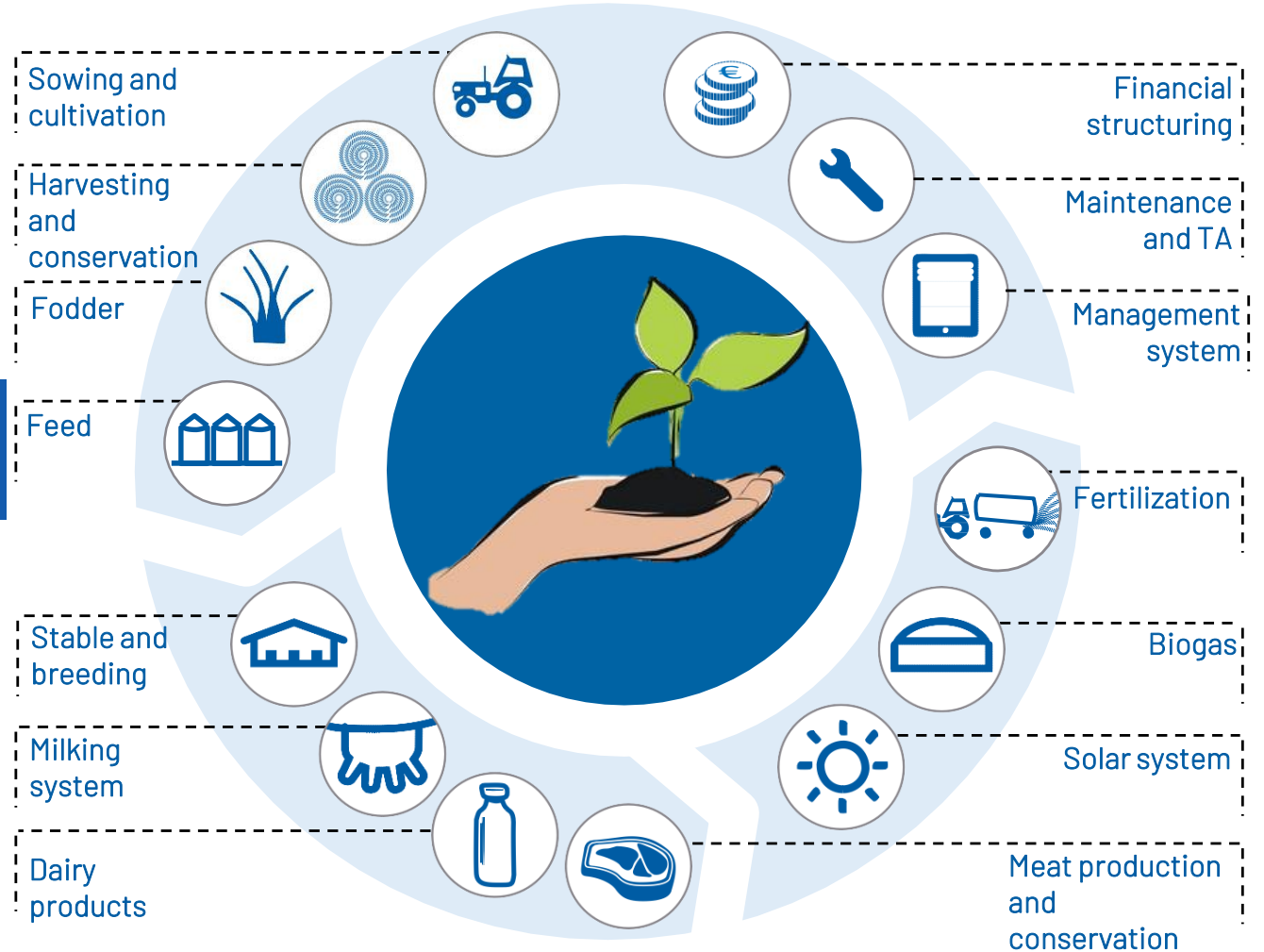


Agribusiness Sector: Model Farm



Main Contractor for 11 SMEs working in the Agribusiness supply chain. Expertise in building integrated zotechnical centres

Counterpart	Deals Size
Public	€10mln-€100mln
Private	€1,5mln-€10mln



The Project: Poultry Value Chain in Ivory Coast

Country	Ivory Coast
Sector	Food Security
Project	Projet de Modernisation du Secteur Avicole
Contract Type	EPC + F
Assignment modalities	Direct Negotiation
Contract Value	EUR 75 million
Financial Structure	85% Export Credit Facility 15% Commercial Loan
Client	Ministère des Ressources Animales et Halieutiques (MIRAH)
Borrower	Ministère de l'Economie et des Finances (MEF)
ECA	SACE
Banks	Intesa San Paolo

The Financing of the "Projet de modernisation du secteur avicole" (PMSA) and the "Projet d'installation des abattoirs avicoles" (PAV-CI)



Trade & Investment Solutions for private African companies

Procurement Strategy & Trade Finance



- Scouting of Suppliers and relationship management
- Supporting in the commercial negotiation
- Raising funds for import transaction
- Creating Business Platform for international expansion through export credit systems

Investment Strategy & Project Financing



- Pre-feasibility analysis and business planning
- Financial structure and procurement strategy
- Project teaser for lenders and investors
- Scouting of investors and lenders
- Raising funds



Selected Closed Transactions with SMEs

Company	Country	Project	Amount (€)	Financial Structure
Rota Guido Srl	Cameroon	Model Farm 300 cows	15.000.000	Letter of Credit
Abyssinia/Exetra SpA	Kenya	Steel Plant	1.400.000	Export Credit
FACCO SpA	Ghana	Poultry Turn-Key Plant	1.000.000	Export Credit
Rota Guido Srl	Senegal	Structures for Poultry	830.000	Export Credit
Vortex Hydra Srl	UK	Concrete Tiles Machinery	680.000	Export Credit
CIFA SpA	Ghana	Concrete Pumps	650.000	Export Credit
Schnell SpA	Uganda	Steel Plant	650.000	Letter of Credit
CGM Srl	Kenya	Concrete Products Machineries	540.000	Export Credit/Bank Transfer
	Indonesia	Concrete Products Plant	200.000	Export Credit
MCT Italy Srl	Ivory Coast	Batching Plant	270.000	Bank Transfer
Kisumu Concrete Products Ltd	Kenya	Several Machineries	105.000	Bank Transfer
Blend Plant Srl	Uganda	Cold Asphalt Plant	80.000	Bank Transfer



ITARE : the Management Team



Raoul Ascari - *Chairman*

Mr. Ascari was **Chief Operating Officer of SACE S.p.A, the Italian Export Credit Agency**. He joined SACE in 2000 where he Chief Financial Officer and Chairman of the SACE BT subsidiary. Between 2006 and 2009, Mr. Ascari served as **Deputy Chairman and Chairman of the Berne Union Medium-long Term Committee** (the association of all ECAs defining the set of common rules and practices known as the “OECD Consensus”). Prior to joining SACE, Mr. Ascari worked for FIAT USA where he held the position of **Vice President for International Finance and Head of the Washington DC FIAT office**. His previous experience also includes the **World Bank**, where he worked in the East Africa Region as Advisor to the Italian Executive Director and Member of the Board.



Riccardo Fanelli – *Managing Director*

Mr. Fanelli has more than **20 years of experience in the export credit business**. He was responsible for the “New Frontiers - Africa Program” in SACE until June 2016 and previously **Head of SACE’s Office in Johannesburg competent for SACE’s activity in 49 countries**. Earlier he headed up **SACE Kenya desk in Nairobi at the African Trade Insurance Agency**. Before moving to Africa, he was the Head of the Bank Risk Assessment and Monitoring Team, and he headed the Group’s domestic network of SACE’s credit and risk analysis department in Rome.



Giorgio Traietti – *Head of Business Development*

Mr. Traietti worked for SACE S.p.A. from 2009 to 2017, reaching the position of **Head of East Africa, based in Nairobi**, in 2015. Previously he was a **Political Risk Insurance Underwriter** and an Account Manager. He wrote several articles for the specialized press about African markets, including the Italian magazine.





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