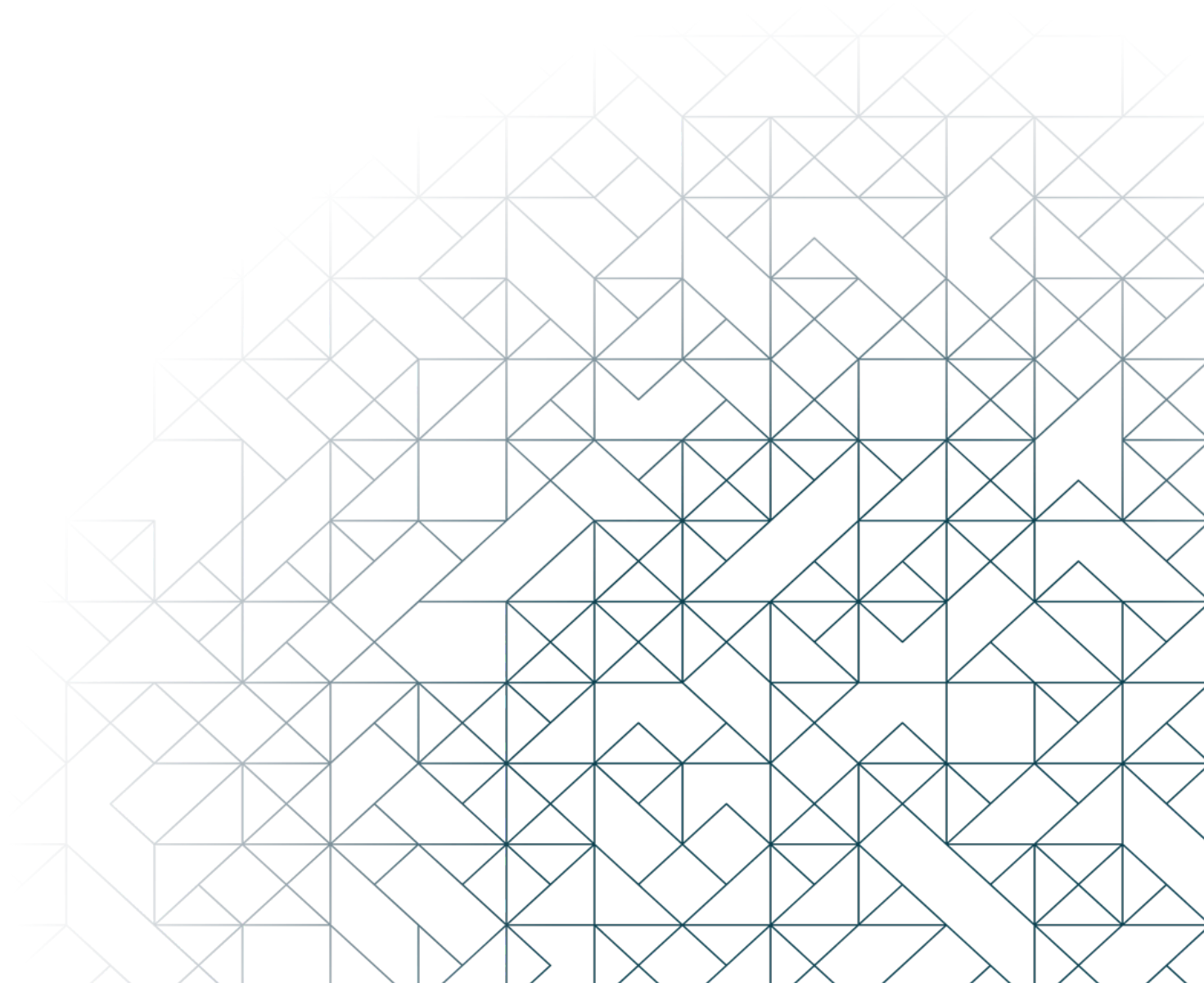




La transizione ecologica: il ruolo del gestore e la nostra esperienza

Francesco Girino, CFA, CAIA

Head of Marketing and
Client Relations – Italy



Introduzione ad ICG

32

Anni di track record

€47.2bn

Assets in gestione

451

Dipendenti

15

Paesi

FTSE 100

c.£5.5bn

Capitalizzazione di mercato



**STRUCTURED &
PRIVATE EQUITY**

€13.1bn AUM

81 Professionisti
dell'investimento

PRIVATE DEBT

€13.9bn AUM

24 Professionisti
dell'investimento

REAL ASSETS

€5.2bn AUM

44 Professionisti
dell'investimento

LIQUID CREDIT

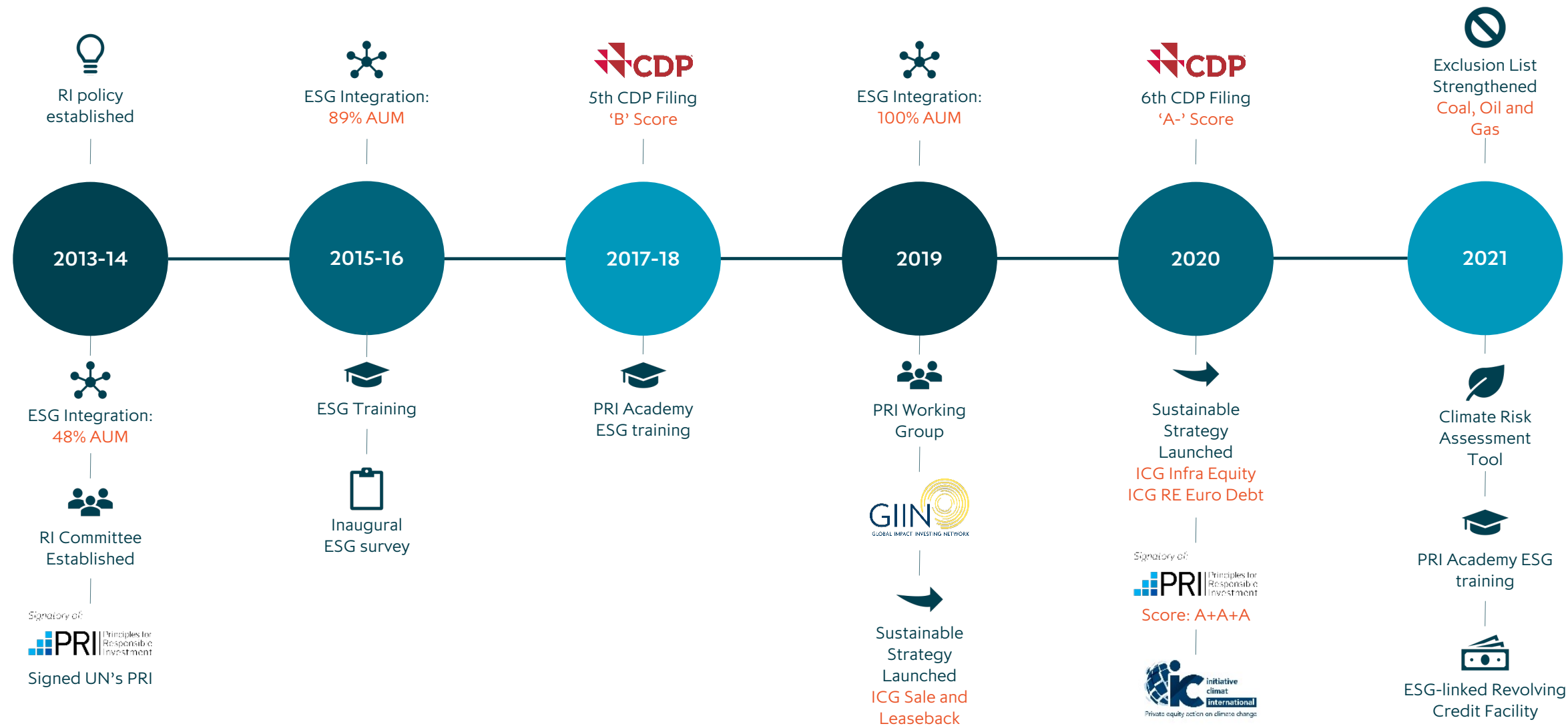
€15.0bn AUM

45 Professionisti
dell'investimento

Investment teams supported by a further 220 Operational and Support professionals. Source: ICG, data as at 31 December 2020. Market Cap as at 17 March 2021. Figures include permanent employees only. Dubai office expected to open in Q2 2021.

Investimenti responsabili ed ESG

Sviluppo delle nostre attività dal 2013 ad oggi



Engagement

Partecipiamo attivamente a numerose iniziative di settore

UN's Principles for Responsible Investment (PRI)

- Firmatari sin dal 2013
- Valutazione 2020: **A+** (Strategy & Governance), **A+** (Private Equity) ed **A** (Fixed Income) (Vs median scores: A,A,B)



Carbon Disclosure Project (CDP)

- Partecipazione negli ultimi sei anni
- Valutazione 2020 per il Climate Change Assessment: **A-** (Vs median score: C)



Global Impact Investing Network (GIIN)

- Utilizzo del sistema IRIS per la misurazione e gestione dell'impatto
- Valutazione del contributo delle aziende di portafoglio al raggiungimento degli OSS target



initiative Climat International (iCI)

- Firmatari iniziali del primo network internazionale di initiative Climat International
- iCI riunisce operatori di Private Equity impegnati a ridurre le emissioni delle aziende di portafoglio



Task Force on Climate-related Financial Disclosure (TCFD)

- Supportiamo le raccomandazioni di TCFD
- Trasparenza informativa e disclosure disponibili nei bilanci annuali di ICG



FTSE4Good

- Indici azionari globali basati su criteri di Corporate Social Responsibility
- Membri dal 2018 e riconfermati nel 2020



Le nostre priorità ESG

Ci focalizziamo su 12 aree di valutazione ed analisi



Caso di studio 1: Ocea Smart Building

ICG investe in una società infrastrutturale leader nell'efficientamento energetico



OCEA SMART BUILDING

- Ocea Smart Building (“OSB”) è società leader nel mercato francese dei contatori intelligenti.
- OSB possiede e gestisce una rete di circa 4m di contatori condominiali per acqua e gas.
- OSB è inoltre attiva nell'installazione ed affitto di stazioni di ricarica per auto elettriche.

6 CLEAN WATER AND SANITATION



7 AFFORDABLE AND CLEAN ENERGY



11 SUSTAINABLE CITIES AND COMMUNITIES



12 RESPONSIBLE CONSUMPTION AND PRODUCTION



CONSUMI SOSTENIBILI

- Le attività di OSB contribuiscono direttamente al risparmio energetico, limitando gli sprechi e favorendo un cambiamento positivo nelle scelte di consumo degli utenti.
- OSB favorisce inoltre lo sviluppo del mercato delle auto elettriche.
- L'operatività di OSB è in linea con quattro differenti OSS: *clean water and sanitation* (no. 6), *affordable and clean energy* (no. 7), *sustainable cities and communities* (no. 11) e *responsible consumption and production* (no. 12).



QUANTIFICAZIONE DELL'IMPATTO ESG

- I contatori acqua vengono forniti a 2 milioni di appartamenti (di cui 1 milione di edilizia sociale). Il risparmio medio è del 15% ed equivale a 35 milioni di metri cubi all'anno, ossia il consumo di una città di circa 600mila abitanti.
- Per quanto riguarda il riscaldamento, il risparmio arriva sino al 20% e corrisponde a circa 4 tonnellate di CO2 all'anno per ciascuna famiglia.

Caso di studio 2: il Green Loan Framework

L'approccio sostenibile di ICG al Real Estate Debt europeo

LE LINEE GUIDA DEL NOSTRO PROCESSO DI “PRESTITI VERDI”

- Supportiamo ed incoraggiamo la decarbonizzazione del settore immobiliare commerciale europeo, con un focus sul mid-market
- Ci allineiamo con le migliori pratiche di mercato, fra cui le raccomandazioni dei Green Loan Principles della Loan Market Association e la nuova tassonomia EU
- Incentiviamo finanziariamente le società debentrici ad investire in progetti di riduzione delle emissioni e di efficientamento energetico, fornendo un contributo tangibile e misurabile alla transizione ecologica del settore immobiliare europeo

I NOSTRI 4 OSS TARGET



LE PRINCIPALI TIPOLOGIE DI “GREEN LOANS” IMMOBILIARI SU CUI OPERIAMO

A. RISTRUTTURAZIONI

Significativi miglioramenti del grado di efficienza, con forte riduzione delle emissioni di CO2

B. NUOVE COSTRUZIONI

Sviluppate ed allineate ad elevati standard costruttivi di efficienza energetica

C. IMMOBILI ESISTENTI

Alta sostenibilità ambientale, verificata e certificata da controparti indipendenti

Disclaimer

This document is being provided to you by the subsidiaries or affiliates of Intermediate Capital Group Plc (“ICG”, and together with their respective directors, officers, employees, partners, members, shareholders, advisers and agents, as the context requires, “the ICG Parties”) on a strictly confidential basis and no part may be reproduced or redistributed in any form, by any means without the prior express written consent of ICG. This document is intended only for information purposes and convenient reference and does not create any legally binding obligation on any of the ICG Parties. The ICG Parties expressly disclaim any liability for the use, misuse, or distribution of this information to unauthorised recipients.

This document: (i) is not intended as an offer or solicitation with respect to the purchase or sale of any security or financial instrument; (ii) is not to be relied upon in evaluating the merits of investing in any securities; and (iii) is provided solely as reference material for background purposes. You should be aware that investing in a fund sponsored by ICG (an “ICG Fund”) involves a high degree of risk, and there can be no assurance that an ICG Fund’s investment objective will be achieved or that you will receive a return on your capital. The possibility of partial or total loss of capital from an investment in an ICG Fund will exist and you must be prepared to bear such losses. You should refrain from investing in an ICG Fund unless you fully understand all the risks involved and you independently determine that the investment is suitable for you. ICG is not your designated investment advisor.

ICG may encounter potential conflicts of interest in connection with the activities of an ICG Fund. Please see the applicable ICG Fund’s offering memorandum or any other such similar documents for additional information. A private offering of interests in an ICG Fund may only be made pursuant to the final confidential private placement memorandum for the fund and any supplements (or any other such similar documents) thereto (the “Memorandum”) and the fund’s governing and subscription documents (together, the “Offering Documents”), which may be furnished to qualified investors on a confidential basis at their request for their consideration in connection with such offering. The information contained herein will be superseded by and is qualified in its entirety by reference to the Offering Documents, which contains additional information about the investment objective, terms and conditions of an investment in the fund and also contains tax information and risk and conflict of interest disclosures that are important to any investment decision regarding the fund. No person has been authorized to give any information or make any representations other than as contained in the Memorandum and, if given or made, any such information or representation must not be relied upon as having been authorized by the fund or any of the ICG Parties. A prospective investor should not invest in any fund interests unless satisfied that it (alone or together with its investment representative) has asked for and received all information that would enable the investor (or both of them) to evaluate the merits and risks of the proposed investment.

Although certain information has been obtained from, and is based upon sources that we consider reliable, none of the ICG Parties guarantee its accuracy, and it may be incomplete or condensed. All opinions, projections and estimates constitute the judgement of the ICG Parties, as of the date of the document and are subject to change without notice. The ICG Parties make no representation or warranty, express or implied as to the fairness, correctness, accuracy or completeness of this document. The ICG Parties accept no responsibility for any loss arising for any action taken or not taken by anyone using the information contained herein. This document is not to be relied upon in substitution for the exercise of independent judgment. ICG may have issued, and may in the future issue, other communications that are inconsistent with, and reach different conclusions from, the information contained herein. This document reflects the different assumptions, views and analytical methods of the analysts who prepared them and ICG is under no obligation to ensure that such communications are brought to the attention of any recipient of this document. Past performance should not be taken as an indication or guarantee regarding future performance, and no representation or warranty, express or implied is made regarding future performance. Moreover, certain information contained herein constitute “forward-looking statements,” which may be identified by the use of forward-looking terminology such as “may,” “will”, “should,” “expect,” “anticipate,” “target,” “project,” “forecast,” “estimate,” “intend,” “continue” or “believe,” or the negatives thereof or other variations thereon or comparable terminology. Any forward-looking statements or results in this presentation are based upon current assumptions, may be simplified and may depend on events outside ICG’s control. Due to various risks and uncertainties actual events or results or the actual performance of the fund may differ materially from those reflected or contemplated in such forward-looking statements. Statements herein are made as of the date hereof unless stated otherwise herein.

This document has been issued and approved for distribution where relevant by ICG Europe SARL, which is authorised and regulated by the Commission de Surveillance du Secteur Financier (CSSF). It is not intended for retail clients; it is intended only for institutional investors and may not, therefore, be redistributed to other classes of investors. This document is not intended to provide, and should not be relied upon, for accounting, legal, tax advice or investment recommendations. You should consult your tax, legal, accounting or other advisors about the issues discussed herein.

For the avoidance of doubt, this document will not be issued to or directed at, and any investment in an ICG Fund will not be available to, persons in any country where such actions would be contrary to local laws or regulations in that relevant country. This document is not intended for distribution to, or use by any person or entity in any jurisdiction or country where such distribution or use would be contrary to local law or regulation.