

La competitività del Private Equity Italiano: un confronto internazionale

AIPI annual meeting 2015

20th March 2015

Agenda

- **Private Equity is key to Europe and to European SMEs**

Economic impact of private equity in Europe

Total Capital under
management

€555bn

The Story of Backing Europe:

€346bn

have been invested since 2007 in...

25,000 companies,

which employ about...

7-8 million people.



Private equity's contribution to European economy

€346bn

Invested into European companies since 2007

83%

Invested in SMEs

>50%

Total invested in European companies in 2013 from outside Europe

5,600

New businesses created every year

€350bn

Value of patents granted to PE-backed companies between 2006 and 2011.

12%

Industrial innovation in Europe attributable to PE-backed companies

4.5-8.5%

Improvement in performance in the first three years

50%

Less likely to fail than similar non-PE-backed companies

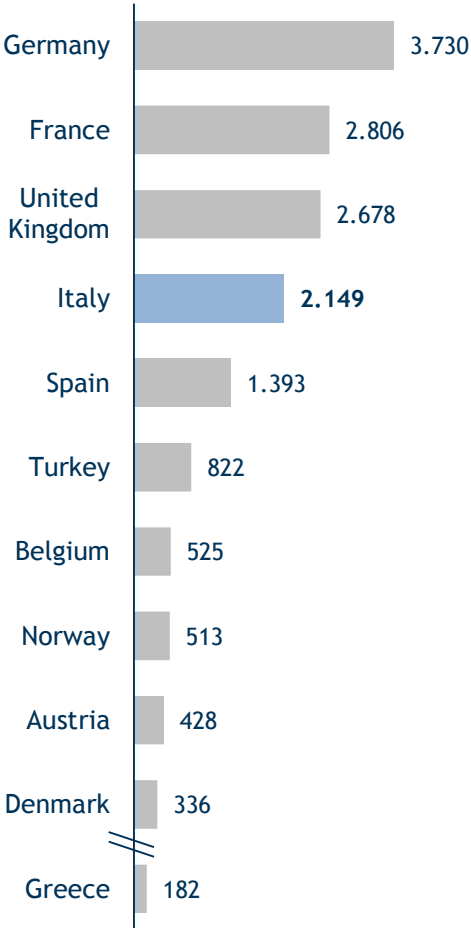


Agenda

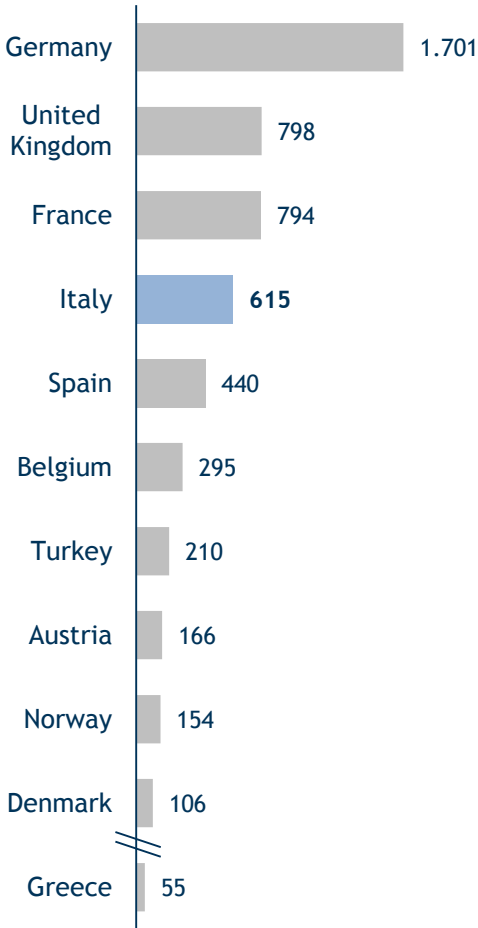
- Private Equity is key to Europe and to European SMEs
- **Italy the land of SMEs Export Champion**

EC members ranking based on GDP, Export and Industrial production

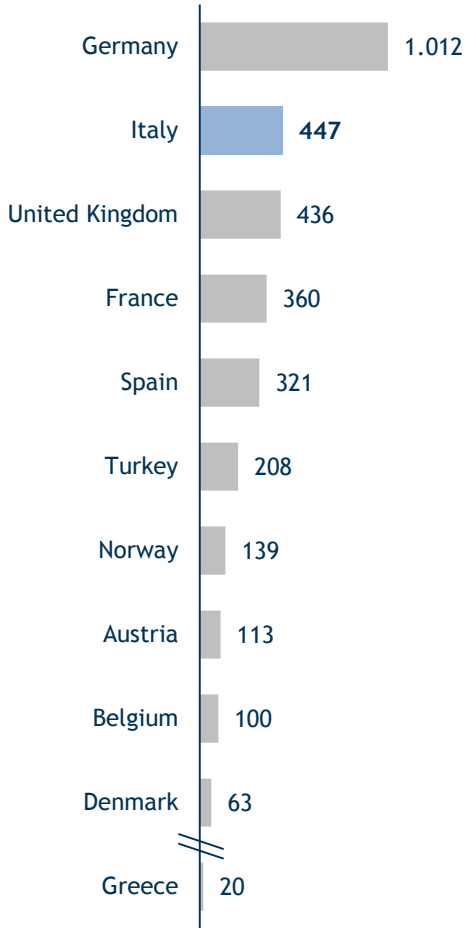
Top EU countries by GDP (\$bn)



Top EU countries by export (\$bn)

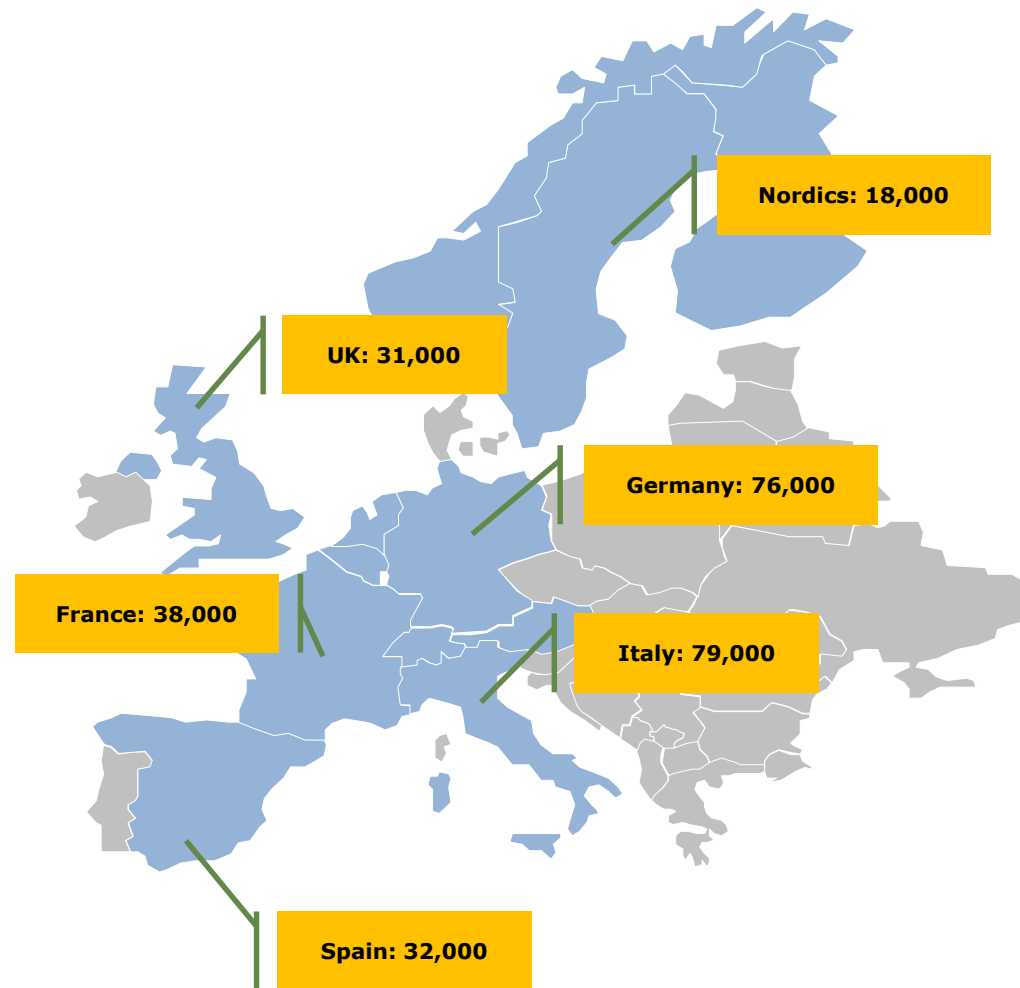


Top EU countries by ind. production (\$bn)

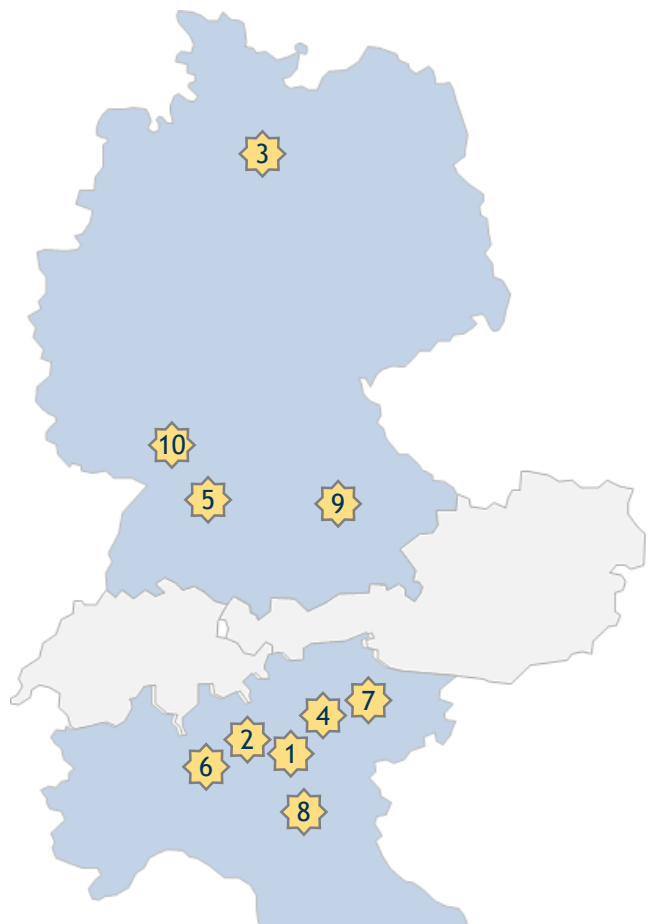


Source: World Bank (December 2014); European Commission - Economic and Financial Affairs

Number of SMEs (€10-250ml annual turnover) in the manufacturing sector



Top 10 manufacturing districts in Europe



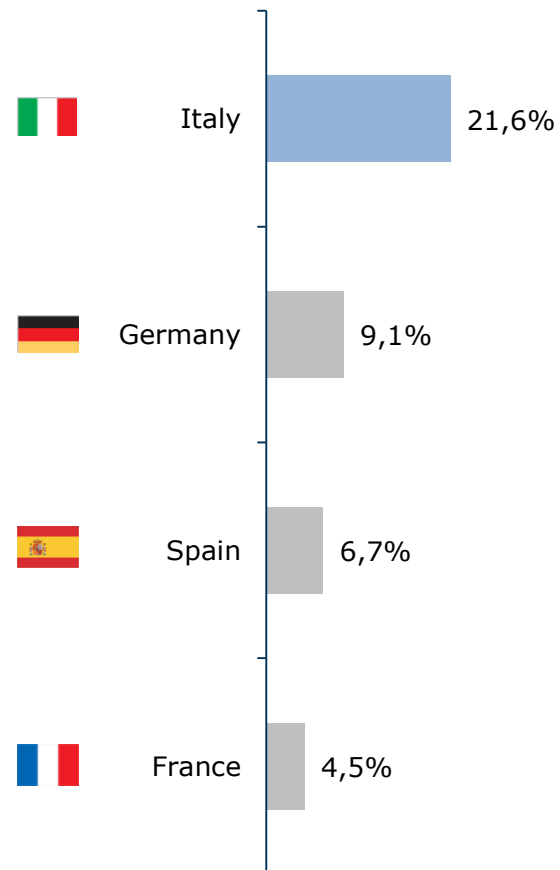
#	Country	Total value added in the industry (€bn)	% of value added of the industry	% of employees who work in the industry
1	Brescia	10,1	30,7%	31,1%
2	Bergamo	9,7	34,1%	34,3%
3	Wolfsburg, Kreisfreie Stadt	8,6	73,2%	47,8%
4	Vicenza	8,6	35,4%	38,3%
5	Boblingen	7,7	50,2%	34,1%
6	Monza e della Brianza	7,5	32,1%	32,6%
7	Treviso	7,2	30,7%	34,0%
8	Modena	7,0	33,7%	34,2%
9	Ingolstadt, Kreisfreie Stadt	7,0	67,6%	38,9%
10	Ludwigshafen am Rhein	6,9	67,9%	37,6%

Global niche leaders and succession concerns

Global niche leaders (by number of product categories)

# ranking	Country	First Places	Second Places	Third Places	Total
1	Germany	828	638	521	1987
2	China	1108	533	343	1984
3	USA	592	579	609	1780
4	Italy	288	382	352	1022
5	Japan	230	217	253	700
6	France	139	234	305	678
7	India	136	163	131	430
8	UK	95	120	184	399
9	Indonesia	111	93	89	293
10	Canada	76	74	101	251
11	Mexico	67	66	101	234
12	South Korea	53	80	79	212
13	Turkey	35	63	62	160
14	Brazil	41	44	45	130
15	Russia	36	50	41	127

% of entrepreneurs over 65 years old



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- Italy the land of SMEs Export Champion
- **The dilemma of Italian PE**

European fundraising – geography

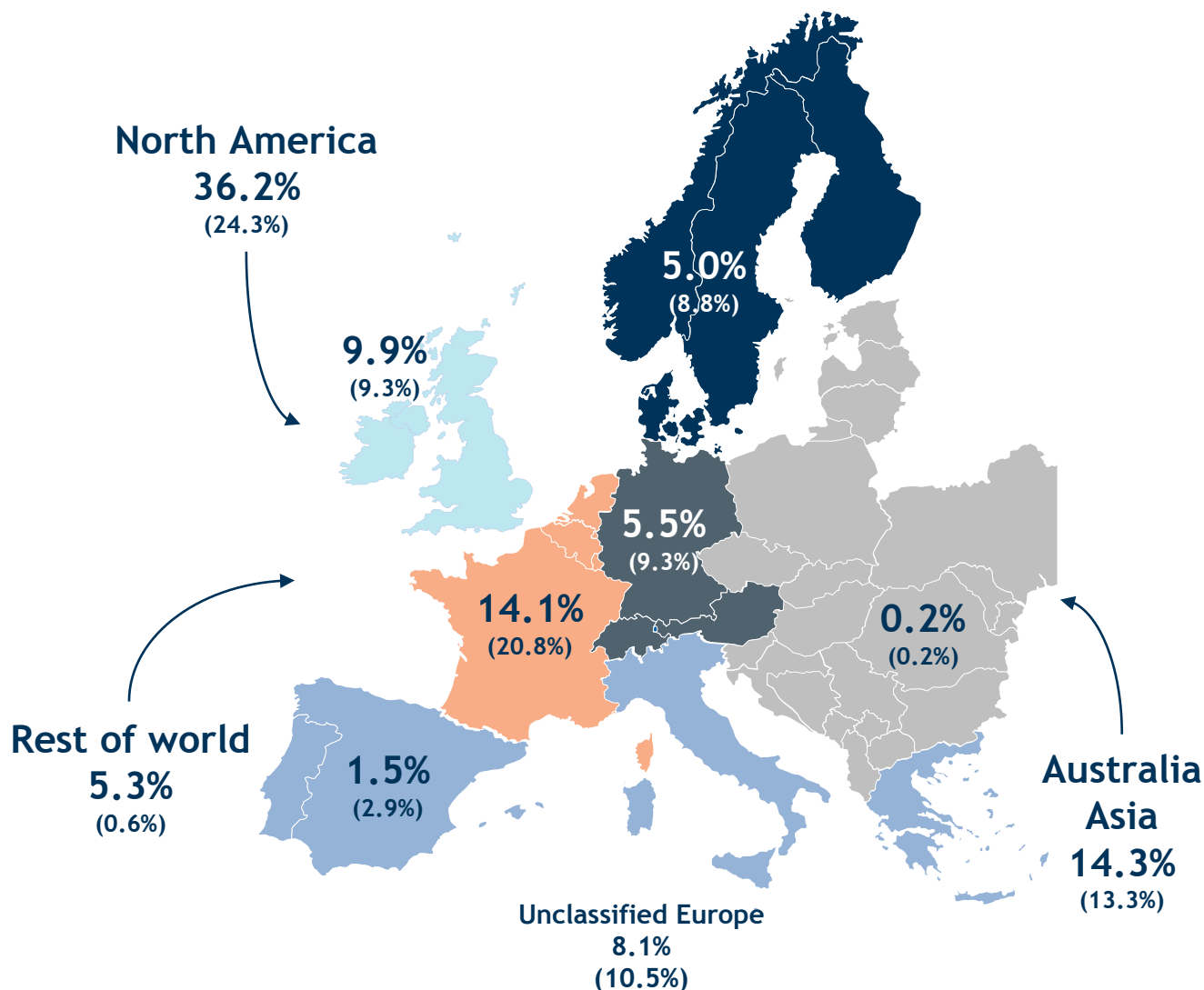
2013 (2012) - Source of funds - % of total amount

€54bn

raised in 2013
compared to €25bn in
2012

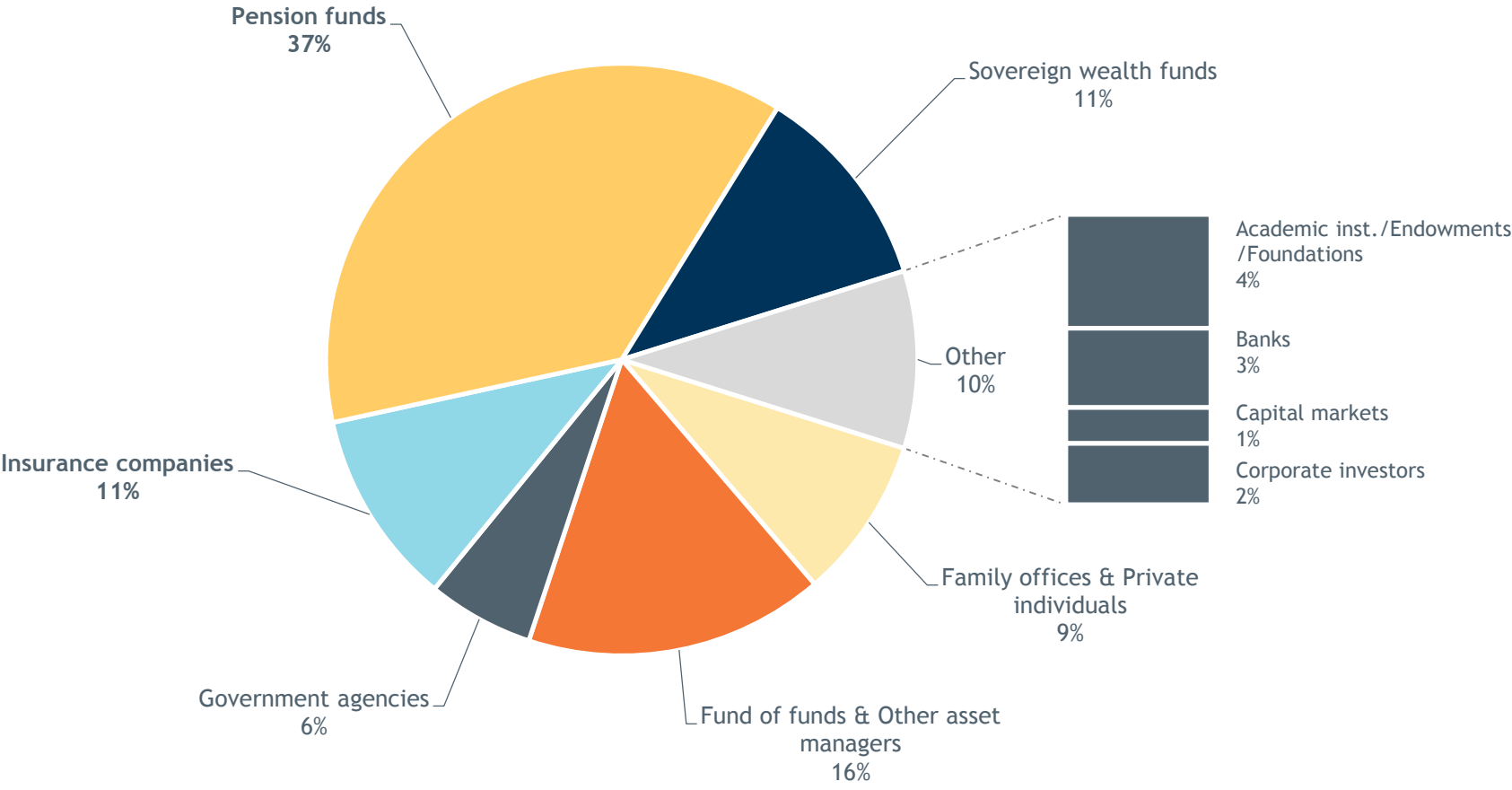
56%

of funds raised
from outside
Europe



European fundraising – investor type

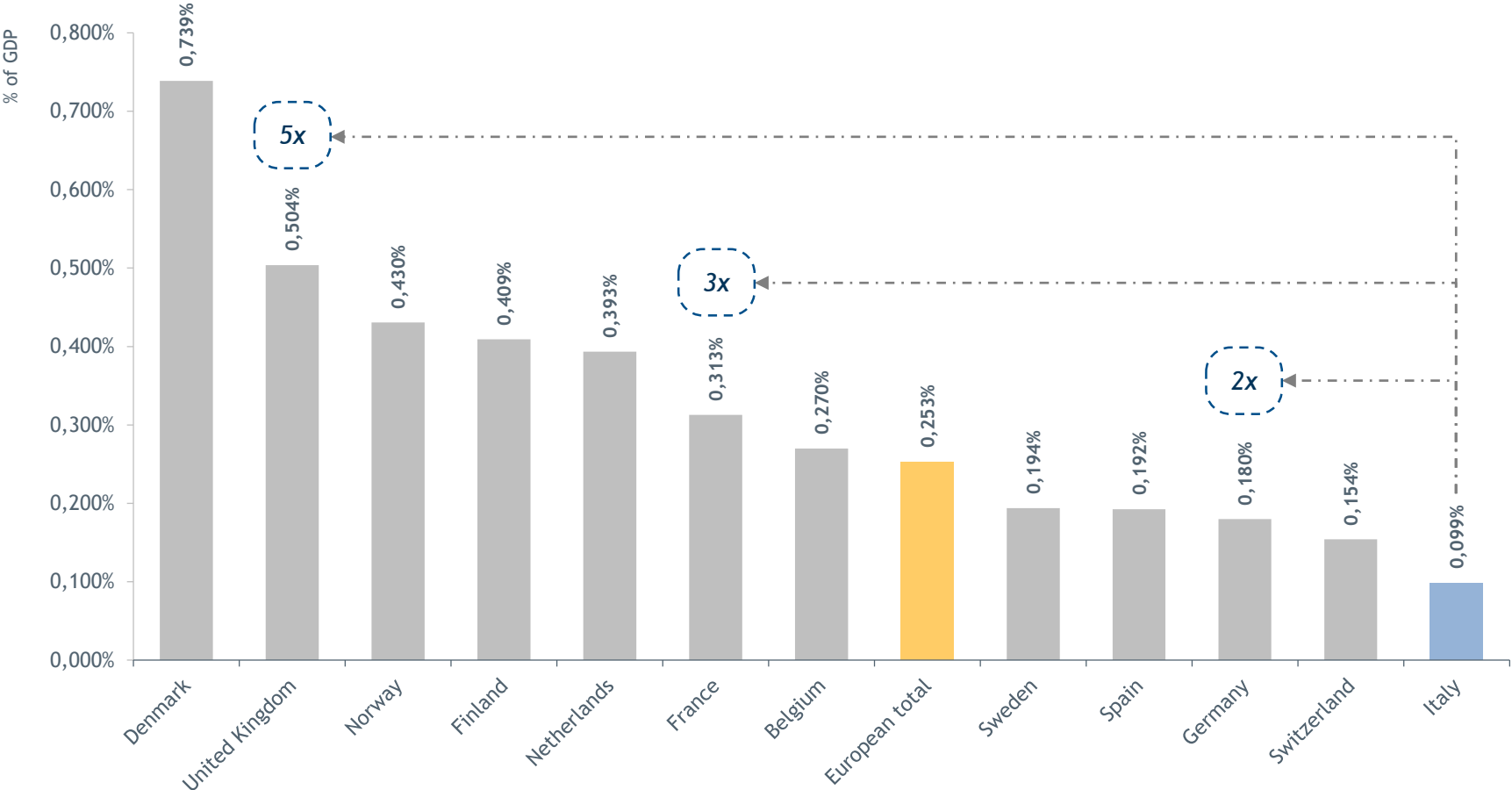
2013 - % of total amount



Source: EVCA / PEREP_Analytics

Investments as % of GDP

2013 - Market statistics



Source: Thomson Reuters Datastream (GDP) / EVCA / PEREP_Analytics