



Corporate Profile



Creating Long-Term Value Through Strategic
and Sustainable Investments

www.coipaitalia.com



In memory of the late President of ZUBARAOIL, His Excellency Sheikh Mohamed bin Abdulla Bin Hamad Al-Khalifa

With deep respect and sincere admiration, I wish to pay tribute to the memory of His Excellency, a man of remarkable nobility, wisdom, and humanity.

His enlightened leadership, exemplary dedication, and moral values have left a lasting mark on the company and in the hearts of all who had the privilege of knowing him.

Kindness, integrity, and respect were his hallmarks. He led with vision and humility, always offering a quiet example of greatness.

He was, without a doubt, a true gentleman and an extraordinary man.

May he rest in peace.



Welcome to COIPA Italia S.p.A

For over **50 years**, I have been involved in the development of **industrial projects in the energy, mining, and communications sectors worldwide**, working with governments and international partners across Africa, the Middle East, Asia, and the Americas.

Our **long-term vision** is based on responsible management of people, resources, communities, and the environment, delivering innovative solutions through talent and technology.

Today, our focus is on the **green energy transition**, contributing to a sustainable future while fostering a culture of trust, innovation, and teamwork, with strong attention to **local communities**.

I am proud of our achievements and confident in our continued growth.

Sincerely,
Vito Favorito Sciammarella
Chief Executive Officer



Driving sustainable industrial development through experience, innovation, and long-term vision — with respect for people, communities, and the environment.

“COIPA ITALIA LEADS NEW DEVELOPMENT PROJECTS IN AFRICA”



European
Export Credit
Agencies

Driving Industrial Growth Across Africa

COIPA Italia is spearheading new energy and infrastructure initiatives in Africa, building on the legacy of COIPA International, Capital, and Energy. The goal is to attract leading Italian and European partners while supporting economic growth and long-term social impact in host countries.

Backed by strong institutional ties and proven expertise, COIPA Italia drives projects from concept to completion.

Integrated Project Development & Investment Platform

- Project Structuring
- Capital Investment
- Technology, equipment and machineries
- Building on local technical expertise and capacity
- Mobilization of capital and public/institutional support
- Business Development and Market Access
- Corporate Governance and Strategic Planning
- Compliance, Standards, and Quality Assurance



For additional information: www.coipaitalia.com/our-mission

OUR Mission



COIPA ITALIA: A Bridge Between Europe And Africa For Sustainable Development

COIPA Italia builds on the legacy of **COIPA International**, **COIPA Capital**, and **COIPA Energy**, focusing on the development of energy and infrastructure projects in Africa **with strong potential for Italian and European partnerships**.

Our objective is to promote initiatives that combine **attractive investment** opportunities, sustainable economic development, and **long-term** social benefits for local communities.

Leveraging the **COIPA Group's experience**, consolidated institutional relationships, and proven management track record, we support **large-scale projects** from conception to implementation, covering technical, business, and financial structuring.

Our focus remains on projects that contribute to the lasting economic, industrial, and social growth of host countries.

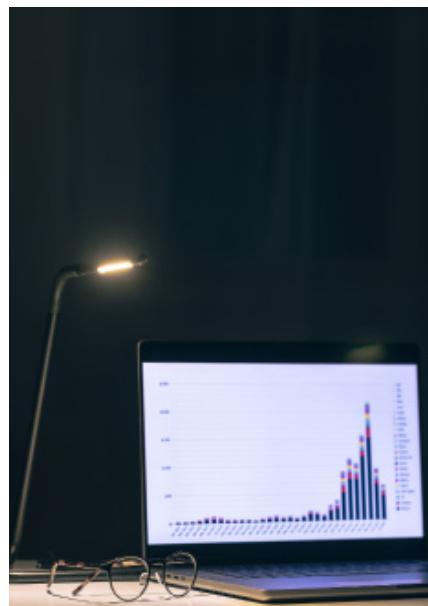
OUR History

The History of Coipa Group has Been Coming along over Several Decades Through the Following Entities:

COIPA International, **founded in 1977**, operates globally in the mining, energy, infrastructure, and communications sectors, delivering industrial, investment, and financial solutions through strong entrepreneurial expertise and strategic partnerships.

With a solid track record in government and international negotiations, COIPA International has led large-scale projects in mining, oil & gas, renewable energy, logistics, and sustainable mobility, supported by a robust international network and top-tier industrial partners.

Our growth model is based on efficient resource management, community engagement, and environmental responsibility, combining technological innovation with a strong commitment to sustainability. Through long-standing partnerships and an experienced team, COIPA International actively contributes to the energy transition and long-term economic development.



COIPA Italia develops energy and infrastructure projects in Africa, creating sustainable investment opportunities for Italian and European partners while fostering long-term economic and social growth in host countries.

OUR Role

Fostering Strategic Alliances for Sustainable Development in Africa through Italian and European Engagement

Italy has a long-standing tradition of cooperation with African countries across key economic and industrial sectors. Within this framework, COIPA Italia supports projects in mining, infrastructure, energy, and real estate, promoting sustainable growth in Africa while strengthening the role of Italian and European companies in a strategic and fast-growing region.

COIPA engages with local governments and public institutions from the early stages to structure large-scale projects, covering technical, financial, legal, and operational aspects. In parallel, it mobilizes equity investors, contractors, and suppliers, with a strong focus on Italian and European participation, leveraging support from export credit agencies and institutional partners.

Where applicable, COIPA also promotes the inclusion of projects within strategic cooperation frameworks between Italy and Africa and works with multilateral and development finance institutions to enhance financial robustness, risk mitigation, and long-term value creation.



OUR STRATEGIC Deal Making



COIPA Italia S.p.A. – Integrated Structuring & Financing of Strategic Industrial and Infrastructure Projects

STRATEGIC ADVISORY & PROJECT DEVELOPMENT SUPPORT

COIPA Italia S.p.A. provides integrated advisory and development support for complex public-private projects, from early-stage structuring to implementation.

Our services cover technical, legal, and financial structuring, coordination of project design and business models, bankability analysis, partnership facilitation, and access to financing through investors, ECAs, and institutional partners.

Acting as advisor, developer, and promoter, we manage the full project cycle—from opportunity identification and stakeholder coordination to industrial partnerships and fundraising through equity, debt, and blended finance.

For additional information: www.coipaitalia.com/experience-in-deal-making/



“A STRATEGIC PARTNER FOR HIGH-IMPACT DEVELOPMENT”

With its combination of technical capability, financial structuring expertise, and institutional partnerships, COIPA Italia S.p.A. plays a pivotal role in enabling the realization of strategic, capital-intensive projects across emerging and established markets.

The company supports the full project cycle, ensuring access to Italian excellence, competitive financing solutions, and efficient project delivery mechanisms.



OUR Africa-Europe Vision

Building Africa's Future with Vision and Expertise

The company has been established with the mandate to identify, structure, and promote investment initiatives in the sectors of energy, infrastructure, and real estate across high-potential African countries, working in collaboration with local institutional counterparts such as governments, public entities, and state-owned enterprises.

Our operations focus on developing public-private partnership models and establishing dedicated project companies through which to implement capital-intensive projects with significant technological and industrial content.

A key element of our strategy is the direct involvement of Italian and European industrial operators, selected for their high-level expertise, engineering capabilities, international track record, and financial soundness. These partners are actively engaged both in procurement activities and, where appropriate, in equity participation in the project companies, in a co-investment logic.



Africa: A Strategic Frontier for European Industry

Africa is a strategic frontier for global economic and industrial development, driven by infrastructure needs, energy transition, urbanization, and a growing middle class—creating concrete opportunities for European companies.

For Italian and European players, Africa represents a high-growth market, a key geopolitical area, and a platform for sustainable value creation. In this context, our company acts as an enabler, connecting African development priorities with European industrial excellence through bankable, high-impact projects.

OUR COOPERATION Partners

Support for Italian Investments and Exports through SACE, SIMEST, and European ECAs



For projects involving Italian/European equity investment and the supply of goods and services abroad, COIPA Italia engages investors, contractors, and suppliers to maximize European participation and facilitate access to insurance and guarantees from **SACE** and, where applicable, other European ECAs. SIMEST support may also be considered to stabilize financing costs.

ECA involvement follows OECD rules and country eligibility criteria, providing coverage for political and non-marketable risks related to investments and export credit. Through these instruments, investors can operate in high-growth markets while mitigating political and financing risks and focusing on commercial performance.

For additional information: www.coipaitalia.com/focus-on-sace/

Focus On The Mattei Plan For Africa



EXPLORING THE MATTEI PLAN FOR AFRICA: A STRATEGIC LEVER FOR PROJECT

The **Mattei Plan for Africa** is an initiative of the Italian Government launched in January 2024 to strengthen cooperation with Africa through equal partnerships, combining development aid with economic investments.

Central to Italy's geopolitical strategy in the Mediterranean and Africa, the Plan is governed by a Prime Minister-led Steering Committee, has a four-year horizon, and is supported by €5.5 billion in public resources, complemented by private sector and multilateral financing, including an investment fund promoted by Cassa Depositi e Prestiti.

For additional information: www.coipaitalia.com/focus-on-sace/



OUR PROJETS

Energy

Mauritania NTHree Production Plant

COIPA ENERGY – GREEN HYDROGEN AND AMMONIA PROJECT IN MAURITANIA

COIPA Energy is proud to lead the development of a groundbreaking green hydrogen and ammonia production plant in Mauritania. This initiative represents a strategic commitment to advancing sustainable energy solutions in West Africa and contributing to the global energy transition.

Below is an overview of the project's current components and future outlook. Further updates will be provided as the initiative progresses.

To learn more about the broader vision and the organizations supporting this initiative, we invite you to visit the dedicated project website: www.coipaenergy.com

For additional information: www.coipaitalia.com/mauritania/



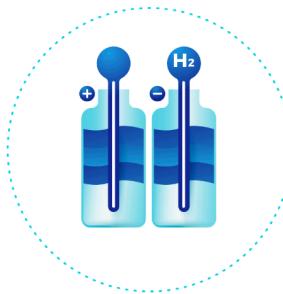
SECTION 1: RENEWABLE POWER GENERATION

The project combines solar and wind power to generate clean electricity, mainly for green hydrogen production. It may also provide electricity and fresh water to nearby communities.



SECTION 2: GREEN HYDROGEN PRODUCTION

Hydrogen can be produced in several ways, but this project focuses on green hydrogen—made via electrolysis using renewable energy, with zero emissions. It's key to a carbon-neutral future.



SECTION 3: GREEN AMMONIA PRODUCTION

Green ammonia is produced from hydrogen and nitrogen, then exported via Nouakchott. In Italy, it's cracked back into hydrogen to support a clean energy supply chain.

STRATEGIC INVESTMENT

The project involves an **investment of approximately €2.5 billion**, underscoring its strategic relevance for regional green energy development. The scale of the initiative reflects the growing importance of sustainable infrastructure in supporting economic growth, accelerating the transition to renewable energy, and reducing carbon emissions, while strengthening long-term energy independence.

Beyond its environmental impact, the project is expected to generate thousands of jobs during both the construction and operational phases, stimulate innovation across the clean energy value chain, and deliver lasting economic benefits. Overall, it represents a forward-looking investment that aligns industrial development with environmental responsibility and positions the region as a key contributor to Europe's green transition.





OUR PROJETS

Railways

COIPA SUPPORTS ERC IN MANAGING THE ERC MAINTENANCE WORKSHOP FOR RAILWAY MAINTENANCE

COIPA has partnered with the **Ethiopian Railways Corporation (ERC)**, Ethiopia's national railway operator, to support key infrastructure projects aimed at improving the country's freight and passenger rail services. A major focus of this collaboration is the development and operation of the ERC Maintenance Workshop, a strategic facility responsible for maintaining ERC's rolling stock.

The project involves the refurbishment, modernization, and capacity expansion of the existing maintenance facility, which will be carried out through a joint venture company (JVC) formed by ERC, COIPA, and leading European partners in rail maintenance.

For additional information: www.coipaitalia.com/maintenance-workshop/



OUR PROJECTS

Railways

Modjo Port City:

Driving Ethiopia's Emergence as a Regional Trade And Logistics Hub

The Ethiopian Railway Corporation (ERC) is spearheading the Modjo Integrated Small-Scale Port City Project, strategically located adjacent to the operational Modjo Freight Station, 76 km southeast of Addis Ababa. The project aims to capitalize on the existing Addis Ababa–Djibouti Railway and future cross-border railway links with Kenya, Sudan, and Somalia, enhancing Ethiopia's position as a regional logistics and trade hub.

For additional information: www.coipaitalia.com/ethiopia-3/



STRATEGIC LOCATION & CONNECTIVITY

Situated near key infrastructure — railways, expressways, and the Modjo Dry Port — the project site offers unparalleled access to both domestic and international markets.

The site is directly connected to Addis Ababa and Djibouti via rail and to Adama, Zeway, and Hawassa through the expressway. Its proximity to the Geda City mega project adds further strategic value through potential urban synergies and sustainable development opportunities.

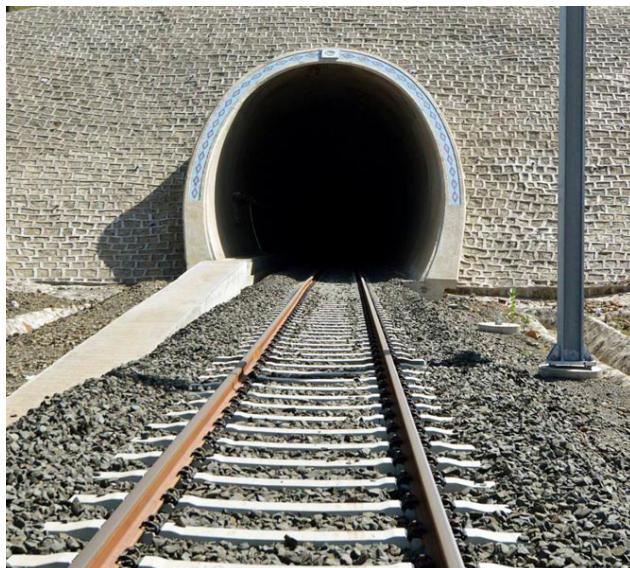


INFRASTRUCTURE TO SUPPORT DEVELOPMENT

The new railway will serve as the essential transport corridor between this inland basin and international markets. It will ensure the efficient, safe, and continuous flow of energy, mineral commodities, agriculture, and livestock.

This railway offers a vital alternative to road and pipeline transport, significantly enhancing the logistics capacity of the entire region

For additional information: www.coipaitalia.com/ethiopia-5/



PROJECT OVERVIEW

The Awash–Kombolcha–Hara Gebeya Railway Project is a strategic 391.7 km single-track railway line designed to connect northern Ethiopia (Hara Gebeya) with the central region (Awash).

Also known as the Awash–Weldiya Railway, this electrified line is a vital component of Ethiopia's broader infrastructure development agenda.

For additional information: www.coipaitalia.com/ethiopia-4/

OUR PROJETS

Real Estate

Erc Headquarters and Multifunctional Complex: an Integrated Urban Development in the Heart of Addis Ababa

MULTIFUNCTIONAL REAL ESTATE COMPLEX

The proposed HQ and mixed-use complex will be developed within the existing ERC-owned compound in central Addis Ababa (Kirkos – Meshualekiya), approximately 8 km from Bole International Airport and less than 1 km from Meskel Square. The site covers 71,843 m² and requires no additional land acquisition.

The project includes a 35-storey headquarters tower with commercial spaces, a 21-storey hotel tower, low-rise commercial buildings, and a large residential development occupying over half of the site. The masterplan also integrates internal access roads, leisure areas, and landscaped green spaces, enhancing connectivity and urban quality.

For additional information: www.coipaitalia.com/ethiopia-2/

Gallery: www.coipaitalia.com/gallery-erc/



STRATEGIC LOCATION & IMPACT

Centrally located in Addis Ababa, the project strengthens urban connectivity, supports economic activity, and enhances the city's skyline through a high-quality, multifunctional development aligned with long-term urban growth objectives.

OUR PROJETS

Oil & Gas

ZUBARAOIL:
A STRATEGIC OIL & ENERGY PARTNERSHIP



ZUBARAOIL

At **ZUBARAOIL**, a strategic partner managed by **COIPA Italia**, we are proud to contribute to the development of clean and sustainable energy across the countries where we operate. Our projects deliver reliable energy solutions while generating tangible social and economic benefits, supporting local development, fostering prosperity, and improving the quality of life within the communities we serve.

ZUBARAOIL, together with its international partners, is committed to delivering sustainable value to local communities through responsible and impactful initiatives. The company promotes economic and social development while enhancing quality of life in the areas where it operates. ZUBARAOIL combines operational excellence with an ethical, collaborative approach to foster long-term shared prosperity.



Upstream



Midstream



Downstream



Maintenance



SUSTAINABLE VALUE

ZUBARAOIL operates with a long-term vision that balances energy development with social responsibility. Through strong partnerships and local engagement, the company supports sustainable growth, value creation, and resilient communities in the regions where it operates.

OUR PROJETS

Mining

COIPA Mining: Global Mining Development & Operations

GLOBAL EXPERTISE IN MINING PROJECT DEVELOPMENT, STRUCTURING, AND EXECUTION

COIPA Mining is part of the COIPA International Group and operates globally in the mining sector, leveraging decades of entrepreneurial experience and strong international expertise. The company focuses on the development, structuring, and execution of mining projects across different geographies, combining industrial know-how with strategic financial and institutional partnerships.

COIPA Mining is committed to innovation, modernization, and responsible resource development, supporting projects throughout the entire value chain—from exploration and feasibility to construction, operation, and commercialization.

With a strong track record in collaboration with governments, public institutions, and private partners, the company delivers scalable, bankable, and sustainable mining solutions aligned with international standards, environmental responsibility, and long-term economic growth.





Energy. Vision. Responsibility.



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