

ITALIAN INVESTMENT SHOWCASE 2017

MILAN // APRIL 11 - 12

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www.investmentshowcase.it



ESTABLISHING DATE:

18/04/2005

HEADQUARTERS:

Foro Buonaparte 71 - 20121 Milano, Italy

NUMBER OF EMPLOYEES:

20

2016 TURNOVER:

€ 3.364.907,75

MARKET:

Domestic // International - EMEA

SECTOR:

ICT

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

3rdPLACE is a Digital Intelligence Company founded by former Google Italy's managers, located in Milan and Rome.

3rdPLACE helps Italian and international companies developing digital strategies through a data-driven approach. Among the services provided, there are, Web Analytics Services, Digital Intelligence, Cross Media Analysis and Optimization, Conversion Improvement and Segmentation. The team is composed of Software Architects & Engineers, Data Scientists, Data Analysts, Experience Designers.

3rdPLACE also produces proprietary software for Data Management that supports company businesses, allowing data-driven decision-making application for collecting, filtering and advanced analysis of large amounts of data, read from different non-homogenous sources, all made accessible through a single consultation pane.

FUTURE EXPECTATIONS AND OBJECTIVES:

3rdPLACE will launch in 2017 a new intelligence platform called Finscience; FinScience represents the evolution of the Data Management Platform for the finance sector.

Finscience is a software application for interpreting structured (numeric) and unstructured (conversations) data that aims to broaden the set of information to support financial analysis; The product flow sees two key concepts: Finance and Data Science, which in turn involve highly technical issues that boil down to Big Data and Smart Data.

MAIN CLIENTS:

AGENZIA GIORNALISTICA ITALIA // ALTROCONSUMO EDIZIONI // AMPLIFON // BETSSON SERVICE LIMITED // EURONICS ITALIA // EFFE 2005 GRUPPO // FELTRINELLI // GOOGLE ITALY // INTERNET BOOKSHOP ITALIA // IGPDECAUX // NESTLÈ ITALIANA // SAN PELLEGRINO // SPORT NETWORK // THAI AIRWAYS INTERNATIONAL PUBLIC CO LTD // UNICREDIT // BNP PARIBAS // BORSA ITALIANA // WINGA

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

ESTABLISHING DATE:

2009

HEADQUARTERS:

via per Marco 12/D - 38068 Rovereto (TN), Italy

OFFICE IN MILAN:

via Giuseppe di Savoia 22 (Business Unit for Business dev.)

NUMBER OF EMPLOYEES:

7

2016 TURNOVER:

€ 250.000

MARKET:

Domestic

SECTOR:

ICT

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Airpim work in ICT - Industry 4.0/Big Data with a patented digital platform, **IDaaS** for traceability of products and customer engagement automation through sensors, with a unique dashboard where every identity, information, actions converges.

We work with a graph and semantic database developed in factory by our skilled team, open source languages, cryptography system, advanced and upgraded tools for mobile and web for B2B and B2C solutions.

Multiplatform and Multilanguage.

Server infrastructure scalable setted.

Know-How for integration with 3th part software (API).

FUTURE EXPECTATIONS AND OBJECTIVES:

We want to become partner for digital transformation for Italian firms and organizations.

MAIN CLIENTS:

ALLEGRINI GROUP, VERONA (WINE) // MILA, BOLZANO (MILK AND YOGURT) // GRUPPO CONCORDE, FIORANO (CERAMIC) // ALPE-RIA, BOLZANO (OPTICAL FIBER) // CONFCOOPERATIVE NAZIONALE, ROMA

INTELLECTUAL PROPERTY (IP) OR ASSETS:

US Patent n° 8869302 B2

Italian Patent n° 0001396340

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

SPECIFIC PROPOSAL:

We are looking for an investment in order to scale up and expand our revenues for the growth of airpim in the national and international market.

ESTABLISHING DATE:

2006

HEADQUARTERS:

Turin, Italy

NUMBER OF EMPLOYEES:

40

2016 TURNOVER:

€3.300.000

MARKET:

International - Italy, Latam

SECTOR:

ICT

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Advice focus on Big Data in the field of the Digital Behavioural Marketing and Loyalty using an IT proprietary platform.

Future expectations and objectives:

The company aims to finance the 2016-2020 business plan so to:

- Grow the international and cross country business
- Strengthen the sales force
- Increase the marketing expenditure

Complete the development of the IT platform in order to:

- make the business more scalable
- enhance the profitability of the business
- make it more suitable for the slow-moving consumer goods industries

Advice Group Spa

// COMPANY PROFILE

MAIN CLIENTS:

Advice have 40+ active clients

Fast moving consumer goods:

- Barilla, P&G, Alicorp, Unilever, Parmareggio, Lavazza, Becks, Peroni, Felicetti

Slow moving consumer goods:

- Unipol Sai, Santander, IP, Fiat, Alitalia, ITAS, Chubb

Retail and Special chain:

- Bulgari, TIM, Eataly, Quattroruote, Q8

The company has an average business recurrent rate between 50 and 60%.

INTELLECTUAL PROPERTY (IP) OR ASSETS:

Advice have developed a proprietary platform for the management of digital loyalty activities, whose original software is being registered with SIAE

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

SPECIFIC PROPOSAL:

Advice look for a limited number of investors subscribing for a capital increase.

ESTABLISHING DATE:

26/03/1992

HEADQUARTERS:

via L. Negrelli n. 21/13 - 38015 Lavis (TN), Italy

NUMBER OF EMPLOYEES:

36

2016 TURNOVER:

€ 2.640.000,00

MARKET:

Domestic

SECTOR:

ICT

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Algorab is an ICT company that has achieved a leading position in the field of remote control.

It was founded in 1992 by two business partners, who soon realized the high potential of digital technology applied to remote control.

Algorab designs and implements technological solutions to provide concrete and efficient answers to customers' requirements.

The ability to produce hardware on top of technology and, simultaneously, to develop reliable software allows this company to offer innovative and advanced solutions.

FUTURE EXPECTATIONS AND OBJECTIVES:

The penchant for research and innovation makes Algorab a unique company in the field of remote monitoring technologies. The company's human resources consist of figures with a high technical training, from engineering to mathematical.

Algorab supports different professional backgrounds, making of the interdisciplinary a strategic factor of development and innovation. Passion and expertise are combined in a business context in which ideas, creativity and the ability to look at the future have a strategic role.

Algorab looks with increasing interest to Wireless Sensor Network, which represents the new frontier of telecommunications and promises interesting opportunities for innovation and development. In particular the company faces the challenge of Smart City with expertise, proposing practical and innovative solutions always with openness to future developments.

MAIN CLIENTS:

EWO // TRENTINO TRASPORTI // CR TECHNOLOGY SYSTEM // PHILIPS
// RAI WAY // RAS // EUROSPIN // ERICSSON TELECOMUNICAZIONI // EI
TOWERS // ECM

INTELLECTUAL PROPERTY (IP) OR ASSETS:

Italian patent (number 0001412615, date 03.12.2014)

Italian patent (number 0001411736, date 10.12.2014)

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

ESTABLISHING DATE:

2 September 2013

HEADQUARTERS:

Naples, Italy

NUMBER OF EMPLOYEES:

plus 50

2016 TURNOVER:

A revenue of €2.471.261 and 429 campaigns

MARKET:

International - Buzzoole is currently active in the Italian and UK markets and is in the process of global expansion, starting with the Russian, French and Indian Markets. The platform has users world-wide.

SECTOR:

Digital Marketing (Influencer Marketing)

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Buzzoole is an end-to-end Influencer Marketing platform that connects brands to Influencers who they have great affinity with through Buzzoole's proprietary A.I. algorithm.

Buzzoole Holdings LTD

// COMPANY PROFILE

FUTURE EXPECTATIONS AND OBJECTIVES:

In the next 12 months we plan to launch into the French, Russian, Spanish and Indian Markets and become an effective global Influencer Marketing option for brands.

Through our growth over 2015 and 2016, we have proven that the platform can easily take the weight of additional users and that the positive effect of the campaigns has led to repeat customers.

MAIN CLIENTS:

Buzzoole has worked with over 350 clients including Unilever, Tommy, Audi, Mastercard and Hilton.

INTELLECTUAL PROPERTY (IP) OR ASSETS:

The Buzzoole name and our technology.

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 5 to 10 € million

SPECIFIC PROPOSAL:

We would really appreciate financial investment and industrial investment or a great partnership with an advertising partner.

ESTABLISHING DATE:

1992

HEADQUARTERS:

Via Zeni 8, 38068 Rovereto, Italy

OFFICE IN MILAN:

via Giuseppe di Savoia 22 (Business Unit for Business dev.)

NUMBER OF EMPLOYEES:

9

2016 TURNOVER:

€ 910.000

MARKET:

International - EU, USA, India, Iran, China, Korea, South America and more

SECTOR:

BIOTECH

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Biomat is an engineering company, founded in 1992, focused on surface modified products and surface modifications the IVD and research markets.

Our activities:

- Surface modifications - by plasma, chemistry and biological coating.
- Production of microplates and other articles for Immunoassays, Research, Drug Discovery, TC with modified surfaces.

FUTURE EXPECTATIONS AND OBJECTIVES:

We plan to double our sales in 2017 and to reach 5 M \$ sales of our main products (microplates) within 2020, plus an additional 2/3 M \$ of new lines of products (special reagents) that we are currently introducing in our portfolio.

MAIN CLIENTS:

DIAGNOSTIC KIT MANUFACTURERS // RESEARCH INSTITUTIONS

INTELLECTUAL PROPERTY (IP) OR ASSETS:

Proprietary technologies

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 5 to 10 € million

SPECIFIC PROPOSAL:

We are interested to:

Industrial partner, working in a similar field, interested to exploit Biomat's brand and knowledge both to develop Biomat and its own products.

Private equity interested to develop Biomat.

Current EBDTA is around 30%, target to reach > 40%

Biomat has a relevant position as a supplier of the IVD manufacturers worldwide.

Our Brand is worldwide recognized and can be exploited to enter a conservative and closed market.

With a market share up to 50% in fast growing areas, a world renown brand and a recognized quality, Biomat has a high potential in a market with a current value > 500 M \$ and an estimated growth to >700 M \$ in 2021.

The market of surface modified articles (mainly microplates) has a wide diffusion and is extending into new fields and, despite being commonly underestimated or neglected by investors life sciences it has:

- high margins for an industrial product
- high growth
- a much lower risk for investors
- lower investment need

ESTABLISHING DATE:

2001

HEADQUARTERS:

Milan // Rome, Italy

NUMBER OF EMPLOYEES:

70

2016 TURNOVER:

€ 5,6 million

MARKET:

International - Europe, Latam, USA

SECTOR:

ADVERTISING // MEDIA RELATION // CONTENT CURATON // DIGITL

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Brand Portal is an independent integrated communication agency, counting 70 employees.

The main offices are located in Rome and Milan (<http://www.brandportal.it/>).

Our customers are large companies and institutions based in Italy of international caliber such as Eni, Enel, Telecom, Poste Italiane, Samsung, the Ministry of Economic Development, Unicredit, Hertz, Suzuki, Octo Telematics, Italian Trade Agency, Bianchi Industrial, for which we develop projects ranging from digital (design, content, Social etc.) to Brand Strategy and Reputation, from advertising to media planning and buying, corporate publishing, promotional materials.

For our customers we develop projects that find their development on the Italian area and abroad (USA, Latam, Europe).

MAIN CLIENTS:

ENI // ENEL // TELECOM // POSTE ITALIANE // SAMSUNG // THE MINISTRY OF ECONOMIC DEVELOPMENT // UNICREDIT // HERTZ // SUZUKI // OCTO TELEMATICS // ITALIAN TRADE AGENCY // BIANCHI INDUSTRIAL

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 5 to 10 € million

ESTABLISHING DATE:

1974

LEGAL OFFICE:

Falconara Marittima (AN), Italy

NUMBER OF EMPLOYEES:

113

2016 TURNOVER:

€ 26.223.959,00

MARKET:

Domestic // International (Western and Northern Europe, Germany, Middle East)

SECTOR:

ICT, Internet of Things. Management of data centers and storage systems, Virtualization, Back up archiving and data Security, Unified Communication Disaster recovery and business continuity, Security and professional services Cloud and Out Tasking (IaaS, PaaS, Out Tasking)

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Filippetti S.p.A. has accumulated over 30 years of experience in the market of Information and Communications Technology (ICT) solutions. For more than ten years, it has offered solutions with high value added and technological content nationwide through its offices in Ancona, Bologna, Milano, Padova, Palermo, Roma and Torino. Our datacenter and Network operations center are located at the group's Headquarters in Ancona, offering best in class customer support services.

Filippetti S.p.A. offers a holistic range and delivery of solutions, with guaranteed success due to our comprehensive fulfillment framework. The company can therefore meet the demands of every type of organization and vertical, irrespective of size, ownership type and number of locations

A highly motivated, qualified and visionary team, with a strong R & D emphasis on the integration of new technologies, ensures our solutions are innovative, state of the art, agile, complete and of premium quality.

The Group was founded in 1974, by renowned IT innovator, Paolo Filippetti. Specialized skills, research leadership, uncompromising professionalism and fulfillment expertise, have all contributed to the Filippetti Group's status as one of national leader in Information and Communication Technology (ICT). The ongoing need of IT professionals to keep up to date has led the company to initiate a certification process which covers the very latest technologies. The company currently has over 100 professionals, placing a strong emphasis on research of state of the art developments and standards.

FUTURE EXPECTATIONS AND OBJECTIVES:

Filippetti S.p.A aims to continuing its growing and aims to reach the concept of digital enterprise, collecting a common factor the main aspects of technological advice that can already offer its customers.

Filippetti S.p.A. also aims to become a reference point as an incubator of technological innovation, aiming to regroup Research, Development, Training, Prototyping and Scouting (companies and individuals) Filippetti also has the goal of boosting production and marketing of high tech products.

MAIN CLIENTS:

Our main clients are Fiat Group, Tods, Telecom Italia S.p.A, Pastificio RANA, Alliance Medical, Lottomatica, Sara Assicurazioni, Trevalli Coperlat, Metropolitane Milanesi, Provincia di Roma

SOUGHT INVESTOR:

Financial // Industrial

ESTABLISHING DATE:

1989

HEADQUARTERS:

Via Virgilio 56/Q Modena, Italy

NUMBER OF EMPLOYEES:

230

2015 PRODUCTION VALUE:

€ 22.600.000

MARKET:

Domestic // International - Europe, USA, Canada, South America

SECTOR:

ICT

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Expert System is a global company with offices in Europe and North America that develops software based on Artificial Intelligence algorithms able to understand the meaning of words in context.

Expert System offers Government organizations and businesses in any sector cognitive computing solutions, based on semantic technology and Natural Language Processing, to improve text analytics and information intelligence. By finding, understanding and using information more effectively, Expert System supports organizations to enhance insight, make better informed decisions, automate information-intensive processes and mitigate operational risks.

Expert System's text analytics solutions employs Cogito, a patented, multilingual cognitive technology that leverages artificial intelligence to understand text in a way that mimics human comprehension of information. By understanding the meaning of words and all their nuanced expressions in unstructured content and big data, organizations' systems and processes that depend on information can leverage cognitive intelligence to capture all of the information present in content.

FUTURE EXPECTATIONS AND OBJECTIVES:

Expert System aims to strengthen its presence in international markets (Europe and USA). The company will continue to invest in the Cogito technology to seize opportunities offered by new market segments. Moreover, the Group expects the heavy investments made in 2016 to produce significant results in 2017, when the optimization of the different resources, as well as strengthening of the offer, will lead to a better return and bolster the company's international leadership even further.

MAIN CLIENTS:

Enterprises and government organizations including companies such as SHELL // CHEVRON // ELI LILLY // NALCO CHAMPION // BLOOMBERG BNA // SANOFI // THOMSON REUTERS // WILEY // WOLTERS KLUWER // THE U.S. DEPARTMENT OF AGRICULTURE AND THE U.S. DEPARTMENT OF JUSTICE

INTELLECTUAL PROPERTY (IP) OR ASSETS:

Patent "Method and system for automatically extracting relations between concepts included in text" US 7899666 B2

SOUGHT INVESTOR:

Financial

RANGE OF REQUESTED INVESTMENT:

From 5 to 10 € million

SPECIFIC PROPOSAL:

Expert System has reached a relevant position in the Artificial Intelligence (AI), cognitive computing market.

As the AI market is experiencing a period of intense turmoil and attention, the company will continue to focus on strengthening its positioning in the market and on scaling up the business.

The primary objectives include:

- continuing to develop Expert System presence in the USA and consolidating its existing presence in Europe
- continuing Expert System path of innovation and technological differentiation, which is fundamental for maintaining the competitive advantage that has allowed the Company to win the trust of important, international clients, and has led to prestigious recognition.

SUGGESTIONS:

Expert System (EXSY) is listed on **AIM Italia**, the Italian stock exchange for high-growth small and medium sized businesses.

In particular, the company is interested in financial investors such as Institutional Investors, Family Officers, Mutual/Investments Funds, Business Angels.

ESTABLISHING DATE:

14/04/2000

LEGAL OFFICE:

Via Sestri 37 - Genova, Italy

NUMBER OF EMPLOYEES:

103

2016 TURNOVER:

€ 11.500.000

MARKET:

Domestic // International - Europe, USA, Middle East

SECTOR:

ICT

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

ETT S.p.A. is an international digital and creative industry, specialised in technological and cultural innovation, software development and consulting services with a wide-ranging experiences in various fields, notably New Media, Smart Government and Scientific Research.

ETT combines innovative design, storytelling and cutting-edge technologies to create immersive experience for museums, public and corporate spaces using tools such as multi-touch and touchless systems, smartphones, tablets, gesture interfaces, augmented reality and virtual reality to exploit their potential applied to edutainment, culture, tourism, communication and marketing.

FUTURE EXPECTATIONS AND OBJECTIVES:

ETT S.p.A. has developed a broad growth strategy based on the following actions:

- Internationalization (Europe, Middle East, USA, ...); goal: more than 50% of sales by 2020

- Productization: consolidating products derived from the projects:
 - o modular approach
 - o high scalability and configurability
- Adding strength to the private market: corporate visitor centers, retail, gaming, edutainment
- Expansion of business models: from tenders to revenue sharing (through agreements with museums, park authorities, etc.) and sponsorships
- Merger & Acquisition operations

Our aim is to expand our network of contacts both in terms of potential customers, suppliers and investors in order to continue and fasten our growth.

MAIN CLIENTS:

MIBACT – ITALIAN MINISTRY OF CULTURAL HERITAGE AND ACTIVITIES AND TOURISM // VISIT KENT // KING’S COLLEGE LONDON // GALLERIE DELL’ACCADEMIA - VENICE // ABU DHABI TOURISM AND CULTURE AUTHORITY // TEATRO ALLA SCALA MUSEUM - MILAN // SAMSUNG ELECTRONICS // PRICEWATERHOUSECOOPERS // MOLESKINE // PINACOTECA DI BRERA - MILAN // GALLERIE D’ITALIA // NATIONAL MUSEUM OF SCIENCE AND TECHNOLOGY “LEONARDO DA VINCI” - MILAN // AUTOMOBILI LAMBORGHINI // ACQUARIO DI GENOVA // PRADA // MONDADORI // CIVIC MUSEUMS ROME

INTELLECTUAL PROPERTY (IP) OR ASSETS:

ETT s.p.a. Italian patent:

- TO2005A00368 - Device for the analysis of fine movements of the hand

Italian patent pending requests:

- TO2014A000540 - EC 15175583.2 Interactive multimedia showcase
- TO2014A000235 Equipment for virtual holographic vision (shared with UNIVERSITA' DEGLI STUDI DI GENOVA)
- TO2014A001001 in vitro procedure for the diagnosis of demyelinating disorders and related equipment

SOUGHT INVESTOR:

Financial

RANGE OF REQUESTED INVESTMENT:

From 5 to 10 € million

SPECIFIC PROPOSAL:

The investments will be aimed at supporting the company's growth strategy, through the actions described above.

ESTABLISHING DATE:

29/07/2013

HEADQUARTERS:

V.le I Maggio 156, 00046 Grottaferrata, Italy
Via del Politecnico snc, 00133 Rome, Italy

NUMBER OF EMPLOYEES:

19

2016 TURNOVER:

€ 1.325.000,00

MARKET:

Domestic

SECTOR:

AEROSPACE // ICT // BIOTECH

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

The Research Consortium Hypatia is an Italian high-innovation scientific centre that operates at regional, national, and european level.

Placed in the regional context of the Lazio Region, it establishes relations with national scientific realities: ASI, INFN, ESA, CNR, ENEA.

Hypatia Consortium takes part in the Italian development and economic growth carrying out activities in four different areas: renewable energy, innovative materials, biotechnology, accelerators and integrated applications.

There are different laboratories in which all these activities are executed.

FUTURE EXPECTATIONS AND OBJECTIVES:

The aim of Hypatia Consortium is mainly the implementation of industrial research application and technology transfer.

This is why it has a close and permanent link with specialized companies in the construction of devices for: renewable energy's production, precision mechanics, power and microwave electronics, energy storage systems, management and control software, FA system and power plant systems.

Hypatia Consortium business model has been moving from the “stand alone facility” to the “network-based vehicle” for technology transfer.

This is happening through the strengthening of primary links with R&D public organisations. Hypatia aims to be the hub of a “star network” with point-to-point connections for actual and potential industrial, financial and R&D partners. It will centralize and boost their own and others' technology transfer and development activities, with strong scaling-up potential.

MAIN CLIENTS:

Large companies and SMEs, National scientific realities, Public bodies

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

From 5 to 10 € million

SPECIFIC PROPOSAL:

The Research Consortium Hypatia is focused on several research topics in the biomedical field, ranging from tissue engineered biomaterials to diagnostics and 3D printing. The main ready-to-industry activities regard the fabrication and characterization of two- and three-dimensional functional scaffolds made by electrospinning in order to repair failing biological tissues and organs (e.g., heart valve), the fabrication of aptamer-based sensors for both early cancer diagnosis and detection of chemotherapeutic drugs in the blood flow in order to define an ad hoc therapy, the design and production of specific medical devices by means of additive manufacturing and the design and production of specific equipment for geological surveys.

ESTABLISHING DATE:

20/02/1998

HEADQUARTERS:

Rome, Italy

NUMBER OF EMPLOYEES:

13

2016 TURNOVER:

€ 1.300.000

MARKET:

Domestic

SECTOR:

ICT

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

As In Target we have been delivering services on softwares of big American Vendors for many years. In 2010 we created our software Omnia.

Omnia, defined “cool” by Gartner, is a software for enterprises: it is an innovative platform with multi-engine, analytics real time, integrations with IoT and other systems, mobile interface, BPM, Smart Applications etc. to build or innovate any kind of Enterprise applications/systems with a low/zero code approach.

FUTURE EXPECTATIONS AND OBJECTIVES:

Building a channel of system integrators (In Italy and in English speaking countries), able to do services on our Platform in cloud or resell our Smart Applications in cloud and on premise.

Become partner of Microsoft for Azure with the objective to have Microsoft Sales people insert our Apps in their portfolio on Azure.

MAIN CLIENTS:

INWIT // UNICOOP FI // SORGENIA // AERONAUTICA // TECHNIPMFC

INTELLECTUAL PROPERTY (IP) OR ASSETS:

SIAE

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

SPECIFIC PROPOSAL:

Omnia platform was created after years of experience on large enterprise software of big vendors, and aware of the criticalities of these softwares, we created a revolutionary platform to enable enterprises to compete in the digital age. For this reason, we have already sold Omnia since 2009 and it has brought many benefits to our customers, however, we think that in the cloud, with Omnia Application Platform and also with our ready-made Smart Applications, we can increase sales exponentially in Italy and in English speaking countries. We have a strong, technically-perfect software: we just have to change the way we sell it.

ESTABLISHING DATE:

Sept 2012

HEADQUARTERS:

Via Privata Antonio Fontanesi 4 - Milan, Italy

NUMBER OF EMPLOYEES:

15

2016 TURNOVER:

€ 900.000

MARKET:

Domestic // International - in 2016, around 15% of Turnover from UK.
Deals under discussion in France and Spain

SECTOR:

ICT

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Inventia SRL is a leading ISV (Independent Software Vendor) providing the most complete Customer Engagement and Digital Sales Automation solution; an End to End customer relationship and workflows management platform, blending Live Chat features (text/audio/video) with business process capabilities to deliver best in class Customer Experience.

The core proposition is Inventia Customer Engagement Platform, uniquely positioned to guarantee an omni-channel approach to Digital Transformation, and available from up to six touchpoints: Web Widget, Mobile, Social Networks, SMS, Kiosks and SmartGlasses.

Inventia Platform inserts human experience into digital channels, allowing to streamline and extensively deploy over digital channels all the processes and business interactions previously limited by physical constraints and to improve the commercial process effectiveness and efficiency through a better customer experience, increased sales and conversion rates.

Leveraging on its proprietary technology that supports best in class text, voice & video chat and collaboration tools, Inventia has developed a modular and customizable offering available on premises or in Cloud through a pay-per-use model. Inventia offering stands out from competitors providing a unique integrated solution for End-to-End customer relationship and business workflows management including Onboarding and Digital Identification capabilities:

KEY FACTS 2016

Revenues: 900.000 euro

Over 30 Enterprise Customers in Finance (60%), Telco (20%), Certification Authorities (10%), Retail and others (10%)

Release of Inventia 3.0 on November 9th, 2016 boasting major innovative features such as:

- Smart Console
- Chat fusion
- New Mobile Widget
- Social Onboarding
- Universal API adapter
- Genesys Connector
- HP Sprout App

Release of Inventia 3.5 on February 15th, 2017, with enhanced collaboration features such as conference, consultative call transfer, call join, multiparty.

ACHIEVEMENTS

- Gartner Cool Vendor 2015
- Reported in several Gartner Hype Cycle 2015 and 2016 reports
- Awarded Horizon 2020 - SME instrument phase 1 in 2016
- Special prize of the Jury, Unicredit Startlab 2016:
- Finalist at ScaleIT 2016
- Finalist at Call for Growth (Grow it up) 2016
- Partner of HP: Certified APP for HP Sprout Workstation
- Partner of Genesys: Certified Connector on Genesys AppFoundry

FUTURE EXPECTATIONS AND OBJECTIVES:

Raised 1M euro so far, now opening a Round A at 3,5 Million euro for International expansion and PAAS development.

MAIN CLIENTS:

BANKING: ING DIRECT // CHEBANCA! // WIDIBA // UBI

INSURANCE: GENERALI // CATTOLICA // ALLIANZ

TELCO: VODAFONE // TIM

CERTIFICATION AUTHORITIES: INFOCERT // IN.TE.SA IBM // NAMIRIAL // POSTE ITALIANE

RETAIL AND OTHER: EASYBOX // GRUPPO MSC

SOUGHT INVESTOR:

Financial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

ESTABLISHING DATE:

2009 “innovative Start-up” > 2016 TURNEROUND > 2017 “Innovative PMI”

HEADQUARTERS:

Viale della Regione Veneto 19 - PADOVA, Italy

NUMBER OF EMPLOYEES:

7

2016 TURNOVER:

€ 700.000,00 (planned 2017 > € 1.400.000)

MARKET:

Domestic // International (to be developed)

SECTOR:

BIOTECH // FOOD // NUTRACEUTICS

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Production and sales of “Italy Grown” bio-certified (“organic”) spirulina” for use as

- Pure nutraceutic ingredient (direct consumption and/or in food recipes)
- Pure cosmetic ingredient (direct use as “fresh” treatment / organic cosmetic products)
- Source of high value “green” components for Food & Drug Industry
 - o Proteins
 - o Lipids (omega 3 – 6)
 - o Vitamins
 - o Minerals
 - o Blue Pigment (Phycocianin)

FUTURE EXPECTATIONS AND OBJECTIVES:

Being already

- the first producer of “Italy Grown” bio-certified (“organic”) spirulina” (scaling up to over 4 tons in 2017 and with a plan of exceeding 50 tons in 2020)
- and the only true provider of market tested Italian Spirulina based products (food and cosmetics)

we plan to leverage on the fast growing international market of Spirulina to position our Company as “THE ITALIAN SPIRULINA COMPANY” (i.e.: n° 1 in the market)

- selling high quality spirulina in Italy and in other major developed countries
- with an EBITDA approaching 20% on revenues.

MAIN CLIENTS:

ECOR NATURASI // Various wholesales and retailers in Italy (<http://microlife.bio/pages/dove-ci-trovi-1>) // Own ecommerce website

INTELLECTUAL PROPERTY (IP) OR ASSETS:

Indoor technology to grow fresh spirulina (up to 250 liters growing medium) for direct use during wellness and SPA treatments.

SOUGHT INVESTOR:

Financial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

SPECIFIC PROPOSAL:

Seeking new financial resources to support

- Set-up of a large scale Spirulina production plant in a favourable geographical location (climate, availability of pure water, thermal energy, etc.)
- Launch of an aggressive and comprehensive “missionary marketing” campaign, to educate the market in favour of Spirulina and to feed a much faster growth of adoption at both end-user and industry level.
- Connecting a powerful network of business partners (possibly within the rules of a SME network).

ESTABLISHING DATE:

19/03/2013

HEADQUARTERS:

Via Savona 123 - 20144 Milan, Italy

NUMBER OF EMPLOYEES:

6

2016 TURNOVER:

€ 1.041.200

MARKET:

International

SECTOR:

ICT

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

SID S.R.L. is operating under the brand TravelAge as an offline luxury boutique tour operator and on 8th November 2016 was awarded as n.1 innovative startup in Italy by BTO (btoresearch.com), out of more than 5.000 registered startup.

So far, while running the offline boutique tour operator to self-finance, SID S.R.L. has been pursuing innovation in the travel industry by working on the creation of the first e-commerce platform for tours and holidays.

FUTURE EXPECTATIONS AND OBJECTIVES:

TravelAge aims to be the next disruptive company in the travel industry through: becoming the Netflix of Travel delivering one-stop, one-click, high touch shopping solution for all kind of tailor-made travel experiences; providing travelers with tools to buy original production, buying them immediately or adapting them just-in-time; granting clients the best price, shortening the supply chain and monitoring competitor prices; offering visibility to local entrepreneurs to advertise their offer and to get in contact with potential customers.

MAIN CLIENTS:

TravelAge platform, as most on-line business, is an omnibus-non-segmented product. We offer each type of travels and vacations for each type of budget, preferences or party composition. This will make us one-stop shopping, which is one of the business keys. Having said that, the core is on leisure tours (both individual and groups), and the project targets global markets (even if with a clear and sustainable roadmap).

SOUGHT INVESTOR:

Financial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

SPECIFIC PROPOSAL:

Currently TravelAge is working on platform development to launch a beta-version of the prototype by the end of 2017.

Our current customer base will test it and after fine-tuning the platform will be available on the market.

Therefore, TravelAge is seeking resources to finance mainly the commercialization phase.

ESTABLISHING DATE:

2010

HEADQUARTERS:

Milan, Italy

NUMBER OF EMPLOYEES:

5

2016 TURNOVER:

€ 329.000

MARKET:

Domestic // International

SECTOR:

Novel molecules and technologies within the following field: Biotech, Pharma, Medical devices.

Indications: Oncology and other chronic or genetic diseases such as inflammatory conditions, neurodegenerative diseases.

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

TTFactor is the technology transfer company of the European Institute of Oncology (IEO - www.ieo.it/en) Italy's first ranking private cancer hospital and the FIRC Institute for Molecular Oncology (IFOM - www.ifom.eu/en), a charity funded centre dedicated to outstanding fundamental cancer research with outstations in Milan, Singapore and Bangalore.

Today IFOM counts on 260 researchers of 25 different nationalities, while IEO employs about 250 researchers and almost 400 clinicians.

TTF mission is to support researchers and clinicians in evaluating the commercial potential of their research, facilitating the relation with industry and promoting the development of innovative projects.

The typical activities of TTFactor include: patent filing, licensing, support for the generation of sponsored research and for the creation of spin off.

FUTURE EXPECTATIONS AND OBJECTIVES:

TTFactor is the exclusive licensee of all IEO's and IFOM's IP rights.

TTFactor's objective is focused in finding industrial partners or investors able to help the development of a series of technologies generated by leading scientists and clinicians employed by IFOM, IEO and Monzino.

To promote this process, TTFactor relies in a team of professionals with international academic and industry experience. TTFactor is always searching for potential partners that can contribute bringing to the market its the opportunities present on its project pipeline. Licensing, start-up creation, co-development, sponsored research, are the most used modalities in knowledge transfer.

MAIN CLIENTS:

Since 2010, TTFactor managed to establish more than 200 contracts with biotech, pharma, food companies and selected academic institutions such as: Millipore, Editas, Italfarmaco, Siemens, Heinz, Myriad, Quanticel, Eclon, OncoMed, MD Anderson Cancer Center, Universita' di Pisa, IIT, Gustave Roussy, etc. Considering the above-mentioned agreements, eight of them were executed with European venture capital firms and were aimed at the incorporation of a commercial vehicle.

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

SPECIFIC PROPOSAL:

The target of TTFactor is to keep developing its pipeline of projects bringing them to the next inflection point that usually stands for the completion of pre-IND studies (proof of concept in vivo model of the disease and preliminary toxo plus PK/PD). To do so, TTFactor aims to specifically attract seed found investments (300-700k Euros) to support in a 12/18 months period its proprietary innovative, early-stage technologies until the proof of concept stage. Pre-negotiated terms to incorporate a start-up might be considered case by case.

ESTABLISHING DATE:

28/09/1994

HEADQUARTERS:

Arzano - Naples, Italy

NUMBER OF EMPLOYEES:

27

2016 TURNOVER:

€ 2.000.000

MARKET:

Domestic // International

SECTOR:

AEROSPACE // ICT // BIOTECH

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Enginfo Consulting s.r.l. gathered the skills acquired, since 1981, from Enginfo (formerly IBM Premier Partner) in Information Communication Technology sector. It is on the market today in a dual capacity, both as a supplier of traditional ICT Solutions and Services, both as a provider of specialized software solutions with high innovative contents, related to Consulting Services (“Special Projects”).

Enginfo Consulting has its headquarters in Arzano (Napoli) and other locations in South of Italy (Catania and Bari). The owner of Enginfo Consulting equity stakes in two major national ICT dealers, such as Computer Gross Italia and VAR Group. Computer Gross Italia, is a leading national distributor of ICT products and solutions (IBM, HP, Lenovo, Cisco, Microsoft, etc.); it operates throughout the country with a network of specialist dealers.

VAR Group acts for System Integration and Application Management throughout the national territory through a matrix structure organization, composed of subsidiary companies, each focusing on supply lines.

FUTURE EXPECTATIONS AND OBJECTIVES:

To provide inovative services, cloud-based, for the following business area:

Energy: Monitoring consumption and effective usage of Energy

Agribusiness: Agrifood products' life-cycle trace

both for internal market (Italy) and international, with a focus, mainly, on SMBs.

MAIN CLIENTS:

Leaders Companies in aerospace industry, distribution, public services

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

From 5 to 10 € million

SPECIFIC PROPOSAL:

We are looking for Financial and/or Industrial Partnerships finalised to the distribution of our Products/Services Portfolio (mainly for the Energy and Agri-food Business) in international markets and also reselling Products/Services of International Partners in Italy.

2016 TURNOVER:

€ 198.000.000

MARKET:

Domestic

SECTOR:

E-COMMERCE

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

We are active in the e-Commerce and e-Services retail B2C sales business. ePRICE is the first Italian e-Commerce company. It has a catalogue of more than 1 million different products, thousands of special offers also activated by our 3P Marketplace, with a special focus on high tech products and appliances. We support our clients step by step throughout the buying and installation process, offering a full service platform.

FUTURE EXPECTATIONS AND OBJECTIVES:

Our Mission is to serve the technological evolution of Italian households. Becoming the consolidated of the online market of major domestic appliances and related home services market, thank to a strong 3P Merchant Marketplace.

MAIN CLIENTS:

563.000 B2C Customers in Italy

INTELLECTUAL PROPERTY (IP) OR ASSETS:

ePrice brand and logos, as well as our mobile home service platform

SOUGHT INVESTOR:

Financial

RANGE OF REQUESTED INVESTMENT:

Over 5 to 10 € million

ESTABLISHING DATE:

2008

HEADQUARTERS:

Via Ganapini 5/A, 42035 Felina, Reggio Emilia, Italy

NUMBER OF EMPLOYEES:

4

2016 TURNOVER:

€ 400.000

MARKET:

International (Southern Europe, MENA, America, Australia, Asia)

SECTOR:

Cleantech, Solar Energy

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Sun Gen Srl is a high technology Italian company with 7 years of cumulative experience in R&D, design and manufacturing of solar concentrators for thermal, electric and cogeneration applications.

Thanks to many innovations introduced, our solar concentrators are the most efficient ever built, with typical efficiency values in 75% to 90% range. The root of this very high performance is a proprietary optic shape used in the main mirror, and multiple novelties in the dense array receiver, HCPVT secondary optic, thermal receivers.

The FOCUS line of CST (Concentrated Solar Thermal) products is ready for the market and can operate up to 120 °C. This line is composed of two concentrators of different size, 12.5 & 25 m². Both are ISO-9806 certified and qualified with Solar Keymark.

The FOCUS 300 solar thermal concentrator can operate up to 300 °C with diathermic oil as thermal vector: can be used for steam generation and industry high temperature process applications. FOCUS 300 will be ready at end 2017.

We are the winner of a Horizon 2020 Phase 2 Grant with our project "Focalstream".

FUTURE EXPECTATIONS AND OBJECTIVES:

The company is now searching funds to complete the Horizon 2020 project, hire the Salesmen and Commercial Director, start production.

The company sales start from Italy, then Spain, then the other southern Europe countries: France, Portugal, Greece, Austria, Switzerland, Balkan countries. Sales in Italy are boosted by the “Conto Termico” incentive that will benefit also the Focalstream HCPVT cogenerator. MENA countries will follow in sales, we count on “Intersolar Middle East” event participation to establish contacts and potential partnerships for this market.

The size and ramp-up speed of sales will decide next steps. Our current Financial Model sees 3-5-10-15 Million EUR sales in 2018-2019-2020-2021 for Europe and MENA countries. If sales exceeds this level, the company will search industrial alliances to satisfy market request. Our long term strategy sees a productive site in US for the American market and one in Asia.

MAIN CLIENTS:

We started sales in Dec 2016, after obtaining the ISO-9806 and Solar Keymark certification. Our first customer is a metalwork factory. We are selling plant in the agriculture sector and are finalizing a sale in the touristic sector (hotel).

The company will structure its sales in the coming months, so past sale numbers are not significant. We had preliminary contact with utilities such as ENGIE and ESCO companies, finding interest for our products. Energy operators will be our customers in the near future.

INTELLECTUAL PROPERTY (IP) OR ASSETS:

We have an old Utility Model on HCPVT dense array receiver layout. We are presenting a whole set of new patents, the first one already deposited at UIBM in Dec 2016, on the relevant technologies behind our plants.

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

ESTABLISHING DATE:

20/11/2012

HEADQUARTERS:

Livorno Via A. Lampredi, 45, Italy

NUMBER OF EMPLOYEES:

9

2016 TURNOVER:

€ 627.532

MARKET:

Domestic // International (South Africa, USA , UK , EU)

SECTOR:

Energy Managment

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

i-EM designs and develops Business Intelligence solutions for Energy Management: monitoring and predictive software for renewables plants (solar and wind). Nowcast and forecast services for REs plants. Storage management. Grid and micro-grid management.

The technologies involved are:

Machine learning & deep learning

Weather and energy forecast models and data assimilation

Big data approach analytics for predictive and prescriptive models

Satellite and geographic data processing and management for DERs (Distributed Energy Resources)

FUTURE EXPECTATIONS AND OBJECTIVES:

Strengthening of sales and marketing. Internationalization.

MAIN CLIENTS:

EPC contractors and system integrators

Utilities

DSO

Energy Traders

Installers

Public Administrations

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

ESTABLISHING DATE:

2014

HEADQUARTERS:

Piazzola sul Brenta (PD), Italy

NUMBER OF EMPLOYEES:

50

2016 TURNOVER:

€ 3.800.000

MARKET:

Domestic // International (Europe, expanding into the US in the longer run)

SECTOR:

ICT

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Digital Asset Management solution. SaaS enterprise business.

THRON is the Intelligent DAM for marketers. Thron activates content (images, videos, audios, documents, html pages and more) to improve audience engagement by leveraging content data.

- Thron centralize and activate content.
- Deliver content of every system from a unique hub.
- Collect data to discover customers interests.
- Engage audiences by suggesting relevant content.

FUTURE EXPECTATIONS AND OBJECTIVES:

Grow revenue to 6M and EBITDA positive in 2017, and 15M by 2019.

The successful results in Italy and the exceptional metrics, in particular around customers' life time and churn rate, show the distinctiveness of the product and the value it can bring to corporations.

Thron is going to reach a neutral/positive EBITDA during 2017 and is looking for investment to properly expand internationally replicating a model that has shown extremely successful in Italy.

MAIN CLIENTS:

WHIRLPOOL // FERRARI // LASTMINUTE.COM // UEFA // MASERATI // CANON
VALENTINO // BARILLA // FURLA // MSC // RTL 102.5 // UNIEURO

SOUGHT INVESTOR:

Financial // Industrial // Looking for 'smart money': investors that can add value via industrial relationship or via network expansion to conquer a leading position internationally.

RANGE OF REQUESTED INVESTMENT:

Looking for 10M and above

SPECIFIC PROPOSAL:

THRON operates in a very large and growing market (as recently outlined by Forrester), and has been recognised by one of the best twenty players positioned to benefit from the evolution of this segment.

The strong list of top tier customers and amazing metrics show a successful product and a committed team.

Thron's growth has not been achieved through high investment buying market share or selling at a loss, the company has always focused on sustainable growth and will break even during 2017.

Thron is now looking for smart money to expand internationally, with particular focus in EMA Area, replicating the successful Italian results.

ESTABLISHING DATE:

2016

HEADQUARTERS:

Gallarate (VA) Corso Leonardo da Vinci n.48/50, Italy

NUMBER OF EMPLOYEES:

Since March 2017, 1 FTE. Before the end of 2017, 8 FTE

MARKET:

Worldwide

SECTOR:

CLEANTECH // ELETTRIC MOTORCYCLES

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

The company was born from the idea of three visionaries with the aim of creating a luxury top-end product in the electric motorcycles market, with a strong and well recognized Italian style.

Italian Volt's DNA is unique and distinctive.

In today's international scene there are no comparable companies in terms of product positioning.

Italian Volt is developing a digital eco-system to offer an experience centric service that will cover the entire customer experience in a single and harmonized manner, where the e-motorcycle is the center but not the only touch point.

Italian Volt has proprietary technology and patent pending covering a temperature management system to improve batteries life and range.

FUTURE EXPECTATIONS AND OBJECTIVES:

Italian Volt has finished the pre-prototyping phase for the first model called LACA-MA and now has moved on to its prototyping phase.

The new capital injection will be used to give solidity to the company's capital structure. A portion will be invested in CAPEX for the production of the first model.

Another part will be invested in "key people".

Finally, the new equity will be used to launch the marketing strategy and to support the commercial activities.

MAIN CLIENTS:

A globalized elite of like-minded trendsetters that inspires their communities with their early adoption of edge technologies and products.

Unique and tailored journey will be created for 200 bikers per year.

Italian Volt's customer experience is designed to create a sense of belonging and community.

Customer services will constantly engage the customer through all the processes and interactions with a dedicated relation manager.

Lacama is not your average commuter, but rather a hand-built collectible custom motorcycle that Italian Volt addresses as "status symbol."

INTELLECTUAL PROPERTY (IP) OR ASSETS:

The company has a "think tank" that had develop and is developing proprietary technologies in order to be applied to its model and its addressable market.

The company has a patent pending covering a temperature management system to improve batteries life and range. Italian Volt trademark has been registered and it is a company asset.

SOUGHT INVESTOR:

Currently the company is running its round A of financing.

In principal, we are seeking for a Venture Capital interested into a financial minority ticket.

If the financial partner will be also an industrial player we can evaluate some potential synergies.

RANGE OF REQUESTED INVESTMENT:

We are looking for an equity capital injection of 1.5M Eur

ESTABLISHING DATE:

1996

HEADQUARTERS:

Colleretto Giacosa - Turin, Italy

NUMBER OF EMPLOYEES:

25

2016 TURNOVER:

€ 4.200.000

MARKET:

Domestic // International

SECTOR:

BIOTECH

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Bioindustry Park Silvano Fumero is a science and technology park located in Canavese, near Turin in the north of Italy.

The Park promotes and develops research in Life Sciences, hosting companies of the chemical, pharmaceutical, diagnostic, bioengineering and information science fields.

It has acted as system integrator for the development of Life Sciences in Piemonte since its creation in 1998.

FUTURE EXPECTATIONS AND OBJECTIVES:

- 1 launch of Acceleration program
- 2 completion of the science parks area with 2 new buildings

MAIN CLIENTS:

BRACCO IMAGING // MERCK AG // ADVANCED ACCELERATOR APPLICATIONS

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million
From 5 to 10 € million

SPECIFIC PROPOSAL:

- 1) Acceleration program with possibility to take shares from companies supported
- 2) Buildings investment (new service center) and new building for company investments (4500 sqm)

ESTABLISHING DATE:

2014

HEADQUARTERS:

Via Lecco, 61 - 20871 Vimercate (MB), Italy

NUMBER OF EMPLOYEES:

4

2016 TURNOVER:

€ 72.226

MARKET:

Domestic

SECTOR:

AEROSPACE // ICT // BIOTECH // SMART CITIES // INTERNET OF THINGS

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Energy efficiency and environmental sustainability (Smart meters, Automation, Domotics, Efficient home, Telecommunications and wireless sensors connections, microgrids, GIS and WebGIS Smart grids, Statistical modelling of energy demand, Optical and Thermal aerial surveillance, 3D city models, Virtual Power Plants, storage systems, public lighting in low-power)

Security and territorial monitoring (Forecasting models, Product security folder, Energy harvesting, early-warning systems, risk management systems)

Mobility (Decision Support systems, City logistics, Energy devices, Integration of booking and payment mobility services, real-time open data platforms)

Health – disease (Robots for care and rehabilitation, Systems, devices and telemedicine services, Knowledge extraction, Transmission/sharing/integration of systems for the treatment of clinical data to support primary/secondary/tertiary, families, patients, caregivers).

Health – Lifestyle (Humane machine interaction, virtual coaching, life long logging algorithms, sensors/personal devices, data privacy and security protocols).

Fondazione Cluster Tecnologie Smart Cities&Communities

// COMPANY PROFILE

FUTURE EXPECTATIONS AND OBJECTIVES:

Growing in influencing regional and national policies toward Smart Cities infrastructure implementation. Create a sound environment for SME's/ Multi-nationals/Research Centers and University cooperation to finalize common projects to reinforce and grow the industrial ecosystem

SOUGHT INVESTOR:

Industrial

SPECIFIC PROPOSAL:

Internet of Things solutions as key application to be developed in order to generate cross fertilization among different industrial sectors (including not hi tech ones) and possibly generate new industrial initiative leveraging on cross fertilization activities to take advantage of the existing Lombardy eco-system to generate major evolution.

ESTABLISHING DATE:

1863

HEADQUARTERS:

Piazza Leonardo 32, Milano 20133, Italy

MARKET:

International - Politecnico di Milano Collaborates with Universities, Research Centers and Companies worldwide

SECTOR:

AEROSPACE // ICT // BIOTECH // ENVIRONMENT AND ENERGY

INDUSTRIAL MANUFACTURING

INFORMATION & COMMUNICATION TECHNOLOGIES (ICT)

LIFE SCIENCE // MICRO & NANO TECHNOLOGIES

SMART PRODUCTS // DESIGN // ARCHITECTURE

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

is one of the most outstanding universities in Europe. According to the QS World University Ranking – Engineering & Technology 2016-, Politecnico is ranked 24th in the World, 7th in Europe and 1st in Italy among technical universities.

Founded in 1863, Politecnico di Milano is organized into 4 schools, responsible for the organization of education. Among these, 2 schools cater for the different fields of engineering and 2 schools for the fields of architecture and industrial design. It is the largest school for these disciplines in the Country, with three main campuses located in Milan, the heart of fashion and design industries and venue of Expo 2015, and five more premises around the Lombardy region.

Many important scientists and architects studied and taught here; among them Achille Castiglioni, Gio Ponti, Renzo Piano and Aldo Rossi, both Pritzker Prize in 1990 and 1998 respectively, and Giulio Natta, Nobel Prize in Chemistry in 1963.

MAIN CLIENTS:

Industrial

INTELLECTUAL PROPERTY (IP) OR ASSETS:

Politecnico di Milano innovation Portfolio

Politecnico di Milano has achieved important results in terms of both management of intellectual property, with a portfolio of over 1400 patents, and spin-off companies, with 42 companies spin-off activated and more than 90 innovative start-ups launched. These numbers underscore the importance of the role of the Politecnico di Milano in view of the protection of Intellectual Property Rights (IPR).

SOUGHT INVESTOR:

Financial // Industrial

Politecnico di Milano Technology Transfer Office search for partners interested in research cooperation and/or licensing of intellectual property

SPECIFIC PROPOSAL:

By taking part at the Investment Showcase 2017 event, the Technology Transfer Office of Politecnico di Milano would like to give an overview on the Intellectual Property portfolio, licensing activities and innovation potential of the University. We will highlight Politecnico's competitive technologies and research that could be of value for investors and strategic partnerships.

In particular Politecnico di Milano would like to introduce the following 3 high innovative technologies and seek investors interested in their development and commercialization:

1. UBeat – Heart on Chip
2. GreenValve - Energy Recovering control Valve
3. Amphiphilic magnetic nanoparticles for hydrocarbons and metals removal

ESTABLISHING DATE:

2005

HEADQUARTERS:

Lodi, Italy

NUMBER OF EMPLOYEES:

38

2016 TURNOVER:

€ 3,500.000

MARKET:

International

SECTOR:

AEROSPACE // ICT // BIOTECH WITH APPLICATION IN LIFE SCIENCES, AGRIFOOD AND INDUSTRIAL

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

PTP-Science Park is the nucleus and the engine of the Research and Innovation Cluster of Lodi, which is based in an excellent logistical location, also given its proximity to Milan, and in the heart of the Lombardy and Emilia Romagna food macro district, conveniently close to major agribusiness companies.

Lombardy is the most prosperous region in Italy, representing one fifth of the whole national economy. It is also the leading region in the Italian economy as measured by total production and exports.

Since its creation, PTP has rapidly grown into a reference point inside Lombardy region and at the international level for agro-food and agro-biotech sectors. It is now the coordinator of the recently established “CAT.AL - Lombardy High Tech Agrofood Cluster” (Regional Decree No 5981 07.05.2012) which currently involves about 500 partners among research centres, SMEs, large enterprises, private and public stakeholders. The mission of the cluster is to foster the sustainable economic growth of the agri-food sector of Lombardy and to contribute to the development of regional smart specialization strategies, not least in view of Expo 2015, to be held in Milan on the theme of Food Security & Quality.

Parco Tecnologico Padano was also the coordinator of the “Feeding the Planet: EU Bio Food Clusters on the World Stage” (3/G/ENT/CIP/11/C/N04C011 GA n.SI2.628449) funded by European Commission under the European Cluster Collaboration Platform. Aim of the project is to give international visibility to 3 top EU clusters in the food sector (Lodi-Lombardy, Food Valley-Wageningen and Agropolis International-Montpellier). The project is started the 1st of November of 2012 and will provide tools or internationalisation and organising trade missions to BRIC countries.

ASSETS

1. BUILDING

The laboratory building “center for research and development” is a 9.000 SMQ fully equipped multitenant building and is the headquarter of PTP-Science park.

Actually is fully occupied by PTP_LAB, business accelerator Alimenta and by different companies.

Total value with external evaluation : 16.100.000 Euro

2. RESEARCH & SERVICES PORTFOLIO

PTP Core Facilities and Research Units offer services to companies to promote innovation and create value to increase competitiveness.

PTP research centre has won more than 90 national and international research projects, has participated in 11 genome projects and has created a network of more than 500 institutions and 650 companies in over 40 countries.

PTP has active research groups and is providing with core facilities for high throughput sequencing and genomics, bioinformatics, biochemistry and flow cytometry. The bioinformatics and genomics core facilities, in particular, have a long-track record with next generation sequencing technologies and data analysis being PTP an Illumina Certified Service Provider.

Biomedical

PTP is operating as a technology hub in the Lombardy region and Milan area, collaborating with the main hospitals, clinics and companies to enable the use of -omics technologies in the field of personalised medicine and to improve the technology transfer from the research world to the industry.

The role of PTP is to provide Next Generation Sequencing technologies and advanced expertise in bioinformatics, statistical interpretation and data integration, to enhance the diagnostic and research potential of private and public hospitals and biomedical industries.

Bridging data integration and system biology results with application of novel diagnostic methods, PTP is partner in a number of initiatives involving the analysis of the microbiome and the transcriptome with targeting infectious diseases, metabolic disorders and neurodegenerative syndromes.

Livestock

PTP srl is responsible for developing the Lodi agri-food innovation Cluster, which brings together several institutions of excellence and innovation, including the Faculties of Veterinary Medicine and of Agriculture of the University of Milan, laboratories of the Italian National Research Council and the Istituto Zooprofilattico.

PTP srl has a Research Centre with working groups and Service Technological Platforms on Genomics, Bioinformatics and Chemistry. Beside a wide portfolio of projects funded from national, regional and industrial sources, PTP srl participates in 12 European projects and partner and WP coordinator in 6 EU FP7 projects dealing with genetics and breeding in livestock (Gene2Farm, Ruminomics, Fecund, Nextgen, 3SR).

Bioinfo

The PTP srl research Center develops studies on plant and animal molecular genetics, molecular biology and bioinformatics. The research centre includes three well-equipped Service Core Facilities (Genomics, Bioinformatics, Chemistry,) and a brand new state of the art Flow Cytometry & FACS Facility. PTP also operates an incubator facility with about 20 start-up companies.

The Bioinformatics core facility at PTP includes a high performance computing cluster dedicated to NGS data analyses, with 700 CPUs and 3.5 TB of RAM and 200 TB of data storage for archiving and backup, in addition to a private cloud system for provisioning of virtual machines and virtual servers for database and web applications hosting.

The actual annual revenues are :

Research: 1.500.000 Euro // Services: 1

3. ALIMENTA BUSINESS INCUBATOR AND ALIMENTA ITALIA

The business incubator, Alimenta founded in 2006, was devised for high-tech start-up companies in the Life Sciences and Agro-Food sector. The bio-incubator, managed by FPTP, is aimed at fostering the creation of start-ups and spin-offs to develop the enabling factors needed to promote research and support the creation of new innovative enterprises and technology transfer. In this context the incubator offers over 2,400 square meters of laboratories and offices, as well as specialist services to support start-ups.

The services offered to companies by FPTP include both know-how and technology; they are comprised of a platform for technological services (genomics services and studies, chemistry, proteomics, bioinformatics) and specialized business services (grants advisory, advisory seed capital, venture capital advisory, business planning, corporate and business training). Specific training modules are set in place in order to respond to the needs of regional/national industry for the enhancement of innovative entrepreneurial capacities.

To transfer the results of the research carried out at FPTP through the supply of specialized studies and services in terms of both technology and business.

Alimenta offers the availability of:

1. Technology services;
2. Equipped space;
3. Soft-landing services;
4. Business development and access to European opportunities funding schemes.

Alimenta Incubator staff has skills in international promotion activities, to demonstrating a natural aptitude for internationalization.

FPTP has signed cross-incubation agreements with foreign Incubators:

- France: Agglomeration de Montpellier (Cap Alpha e Omega incubators) – 11/2007
- Holland: Wageningen University and Research Centre – 03/2008
- Israel: Volcani Center – 07/2009
- Business Accelerator of Politecnico di Milano – 10/2010
- Canada: St. Hyacinthe- 05/2011

With Alimenta Incubator, FPTP is a member of the APSTI, the Italian Scientific and Technological Parks Association, as coordinator of the technical committee of Agro Food.

Recently, two infrastructural projects have been developed with the Alimenta business incubator, “Alimenta2Talent” and “Welcome2Alimenta”, to foster a brain gain of Italian talents and to develop Alimenta International accelerator, respectively.

The International Call for attracting national and foreign “talents” in the Agri-food and Life Sciences sectors, was launched launch in the first half of January 2013.

After the selection of the business ideas, the winner young entrepreneurs followed the “Alimenta Accelerating program” in order to devise a business plan and be ready to present their business idea to an international Venture Capital road show.

In 2010 a new spin off project, Alimenta Italia (www.alimentaitalia.org) , started its activities as a “Italian Academy of culinary art”. The facilities of around 700 SQM (4 laboratories and kitchens) are fully equipped with state of the art Italian machinery for giving to the practitioners a total experience in the Italian food cooking art. In the premises training courses, demonstrations, show cookings are organised with Italian masters in food and cooking.

Alimenta Italia is addressed to professionals, to new beginners who want to find a new job or would like to create a new business with Italian food .It is an International showcase for the most excellent and outstanding Italian companies operating in such field. Its facilities consist of 4 large laboratories provided with state-of-the-art machinery and technical equipment produced by Italian world-leading companies active in the field. About 1.000 square meters of specialized laboratories for theoretical and practical training. Classes hosting from 30 to 300 people for meetings, demonstrations and technical practices. Potential training capacity for about 2.000 students per year. Educational services and advanced technological support.

The actual annual revenues are :
Business Accelerator 600.000 Euro

SOUGHT INVESTOR:

Financial

RANGE OF REQUESTED INVESTMENT:

From 5 to 10 € million

SPECIFIC PROPOSAL:

PTP-Science park is looking for professional investors for entering into a phase 2. The business idea is to create a new.co for the management of the Business Accelerator (ALIMENTA).

PTP-Science Park has already involved an institutional investor for at least 6ME for the creation of the company and for the investment in companies.

At this stage the proposal is to have a private investor, that with the logic of the pari-passu, will coinvest in the same project

ESTABLISHING DATE:

24/04/2015

HEADQUARTERS:

Polihub Milano - Via Durando 39, Italy

MARKET:

International

SECTOR:

REAL ESTATE

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Home3D is a Cloud platform for creating interactive 3D floor plans and virtual tour Home3D Editor is the easiest and fastest way to create, customize and share plans.

Without the need for specific technical knowledge, create and decorate environments 3D becomes easy and fast browsing environment becomes real and engaging.

Through simple and intuitive interface you can create, directly from the browser, detailed designs and exciting design.

Home3D Mobile Viewer is an APP created to view, navigate, live and take with if the projects with Home3D platform Editor. Through the app you can view the projects shared by others, or via a link on social networks, thus establishing a direct contact between people interested.

The choice of the Tracing Service as the only paid service has been implemented in a wide service proposition of a consumer and belonging to different nationalities. The standardization, simplicity and speed of the proposition of this service will allow to exploit the advantage of having a totally FREE platforms and therefore with a high number of potential users.

FUTURE EXPECTATIONS AND OBJECTIVES:

Expansion furniture catalog

Partnership furniture manufacturing and furniture companies

MAIN CLIENTS:

INTESA SAN PAOLO CASA // REAL ESTATE // ASTERE

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

ESTABLISHING DATE:

01/12/2014

HEADQUARTERS:

Genoa, piazza della Vittoria 9/3, Italy

2016 TURNOVER:

€ 48.088,73 (provisional)

MARKET:

Domestic

SECTOR:

ICT

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Artys - Advanced enviRonmental moniToring and analYsis Systems - is an innovative start-up, also recognized as a spin-off of the University of Genoa, founded in November 2014, by **Darts Engineering** along with some professors and researchers of the department **DITEN** of the **University of Genoa**, focused on research, design, development and consultancy in environmental monitoring, performed by models and innovative technologies.

The Artys' Vision is to become the European leading company in the DSS - Decision Support System sector for monitoring and operative management of natural risks.

The Mission is to develop and offer, to both public and private entities, innovative solutions, based on dynamic risk analysis, able to show rainfall state in real-time and anticipate its consequences, for the management of extreme weather events and related hydrological risks. A key point of strength, in this context, is that Artys uniquely owes the rights of Smart Rainfall System – SRS, a patented environmental monitoring system estimating rainfall in real-time, by means of the analysis of satellite television's signals (received by commercial parabolic antennas), able to define high-resolution rainfall maps.

Since its foundation, Artys is thus working on the industrialization of SRS, and its integration with other innovative ICT-based sensors monitoring (for instance, rivers' level and landslides), to bring on the global market a brand-new DSS tool, based on the use of the SRS technology, for disaster management and resilience, in case of natural hazards such as floods and storms: an added value service, able to timely and exhaustively inform customers on the risks context, helping them to take decisions, based on evidences.

FUTURE EXPECTATIONS AND OBJECTIVES:

The innovation introduced by Smart Rainfall System (and its interoperability with the currently used instruments, in input – weather-radars, rain gauges etc. – and in output – hydrologic models, risk maps etc.) will enable a new paradigm for emergency management.

Timely intervention processes will allow to save lives and to ensure the continuity of basic functions and services, also integrating and addressing human and social dynamics in crisis and disaster situations, including the role of the population, the media, and the rescuers.

Thus, the introduction on the market of Artys' DSS will have substantial impacts both on safety and on economic aspects, allowing the public sector to be more efficient in intervening, but also private stakeholders to preserve and protect their activities, goods, production, employees and customers: with timely evidence on the context, they will only take care to make the right decisions.

Artys objective is to introduce on the market intrinsically “safety related data”, giving real-time information on rainfall localization and intensity and facilitating the identification of areas where consequences of heavy rain might take place, supporting in fact the decisions on where and when to intervene to protect people, activities and infrastructures.

MAIN CLIENTS:

Our target customers are both public and private:

MUNICIPALITIES AND METROPOLITAN AREAS // CIVIL PROTECTION // WEATHER SERVICES // AGRICULTURAL INDUSTRY // INDUSTRIAL SYSTEM // ROADS AND HIGHWAYS // AIRPORTS // AQUEDUCTS & WATERWAYS // MINES // DUMPS // INSURANCES.

To understand the potential market of our services, we directly interviewed more than 50 potential customers (mainly entities directly involved in rainfall monitoring) about their requirements and expectations:

1) Public and private entities involved in rainfall monitoring need to receive information allowing them to enable more efficient interventions and communication in case of extreme weather conditions, in order to make people know what risk level of the different inhabited (and commercial) areas and roads, to protect their lives, goods and activities.

2) Farmers and agricultures need to receive rain information to optimise irrigation and the use of pesticides and possibly to receive early warning about storms and hailstorm.

3) Water management and landfills organisations need to get rain information to receive early warning about storms and hailstorm.

4) Industrial plant need to gather rain information to receive early warning about storms and hailstorm.

5) Insurance companies could be strategic partners for Artys, with a transversal impact on several market segments. In fact, a growing trend is to propose lower insurance prices to customers in SRS monitored areas (SRS, allowing dynamic risk analysis and early warning, is seen as a technological solution reducing rainfall related risks).

Considering the economic global condition, they all need to meet this needs with low-cost solution, possibly exploiting already done investments.

Confirming the potential of our proposal, during our first year of activity, without even investing in structured commercial initiatives, we already signed contracts with our first early adopters: AMIU (Genoese operator, working in the field of environmental and public utilities) - landfill of Scarpino (Liguria, Italy); Union of Municipalities “Golfo Paradiso” (Liguria, Italy); Union of Municipalities of “Valle del Tempo” (Liguria, Italy); Union of Municipalities of “Embrunais” (Hautes-Alpes - France);

ENEA (Italian National Agency for new technologies, energy and sustainable economic development) - Casaccia site (Rome, Italy). We're currently signing a contract with the Union of Municipalities of "Empolese-Valdelsa" (Tuscany, Italy).

INTELLECTUAL PROPERTY (IP) OR ASSETS:

Artys uniquely owes the rights of Smart Rainfall System – SRS, a patented (IT granted, n. 0001412786 - Sistema e metodo di monitoraggio di un territorio; EU pending, n. EP2688223 - System and method for monitoring a territory) environmental monitoring system estimating rainfall in real-time, by means of the analysis of satellite television's signals (received by commercial parabolic antennas), able to define high-resolution rainfall maps.

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

SPECIFIC PROPOSAL:

For industrial investors.

In the scenario of environmental risk prevention and early warning, Artys is interested in cooperating with:

- Companies (and professionals) suppliers of smart environmental solutions for Public Administrations, to establish a technical / commercial collaboration.
- Multinational System Integrator companies, able to integrate Artys' solutions in their offer and introducing it in the global market.
- Satellite television providers, that could integrate an SRS plugin.
- Insurances, that could adopt Artys' services as a risk mitigation tool.

ESTABLISHING DATE:

30/07/2014

HEADQUARTERS:

Via E. Petrella 4 - 35132 Padova, Italy

NUMBER OF EMPLOYEES:

1

2016 TURNOVER:

€ 3.780€

MARKET:

International

SECTOR:

BIOTECH

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Biocompatibility Innovation (hereinafter referred to as BCI) is focused on the research and development of technologies that improve the biocompatibility of both bioprotheses, for surgical use, and foods for human consumption.

Specifically, BCI developed innovative processes able to inactivate the antigenic component alpha-Gal, present in every animal tissues (except human), responsible for the triggering of hyper-acute and acute rejection when the xenogeneic prosthesis is used with surgical aim as substitute or repair material into human. Such treatments, especially applied to bioprosthetic heart valve, allow a significant decrement of the in-vitro calcification of such devices with, as well, a significant prolongation of their lifespan. In reference to food industry, BCI developed an industrial treatment that, by inactivating the alpha-Gal epitope especially from milk, limits alpha-Gal related allergies insurgence, and host immune-mediated reaction and chronic inflammation to this component of mammal origin.

MAIN CLIENTS:

Bioprostheses:

BCI main clients are companies producing heart valve biological substitutes.

BCI is

already in touch with multinational players who are interested and wait for the data coming from the preclinical trials above mentioned.

Foods: BCI main potential customer are milk producers and dairy product producers.

INTELLECTUAL PROPERTY (IP) OR ASSETS:

Tissues biocompatibility:

BCI was granted two patents; the first one is about a quality test to quantify the amount of alpha-Gal in soft mammalian tissues; the second regards the inactivation of the alpha-Gal molecule in soft mammalian tissues adopted as construction material for the manufacture of surgical medical devices such as heart valve bioprostheses.

Food biocompatibility: BCI holds a patent that describes: (A) a test for the identification of the reactive molecule alpha-Gal in food of mammalian animal origin for human consumption; (B) an industrial innovative treatment for the inactivation of alpha-Gal from milk.

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

SPECIFIC PROPOSAL:

Business plans are available for both Tissue and Foods biocompatibility markets.

ESTABLISHING DATE:

2014

HEADQUARTERS:

Faenza (RA), Italy

NUMBER OF EMPLOYEES:

7

MARKET:

International

SECTOR:

AEROSPACE // ICT // BIOTECH // MEDTECH FOR TISSUE REGENERATION
MEDICINE IN THE FIELD OF BONE REGENERATION

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Bone regeneration in large bone defects is an important and unsolved problem in trauma and orthopaedic practice with high economic impact on healthcare system and serious social costs.

GreenBone Ortho srl develops the strongest bone regenerative material ever, suitable for today unsolved non-loaded and load-bearing extensive bone damage: non-union fractures, trauma cancer and infection induced bone loss, spinal fusion and others. Our patented innovative Rattan-derived (a Bamboo related tree), bone regenerative & load-bearing implant (medical device) is a bioactive - biomimetic scaffold engineered to reflect anatomical and physiological bone hierarchical structures.

GB scaffold is made of new generation bioactive nano-crystal size hydroxyapatite +/- tricalcium phosphate and micro minerals, endowed with micro and nano interconnected porosity plus very high mechanical strength.

GB resorbable and regenerative properties have been clearly demonstrated. A load bearing large bone loss sheep study has been successfully performed (As-saf-Harofeh Medical Center Israel and Rizzoli Orthopedic Institute Italy): complete physiological healing and regeneration achieved in 6 months showing cell-free GB equal or better than transplanted bone.

Scaled-up manufacturing completed. The international clinical study in load bearing long bone large bone loss (higher than 2cm) planned in 2017.

Greenbone Ortho Srl

// COMPANY PROFILE

Follow product development in spinal application. GB can be easily functionalized/loaded with biologics and therapeutics. GB has an estimated annual sales >500M€. Seed round of 3,0M€ early 2015 (ZernikeMeta Venture, IAG and private investors). Round A 7M€ by 2Q17, half committed.

GreenBone presented at TEDxBinnenhof 2016 as top 10 EU ideas (www.youtube.com/watch?v=fCuB7ymTLHE).

FUTURE EXPECTATIONS AND OBJECTIVES:

GreenBone product is a class III medical device in EU and 510K in USA. Exit strategy after getting CE mark and completion of clinical development is the current target of GreenBone. Exit is planned for 2020. IPO, M&A with market leading players and high-value license deals able to properly remunerate return expectations of GreenBone investors and give our product the fastest market access potential represent our target to achieve.

MAIN CLIENTS:

The orthopaedic biomaterials market sees leading global players such as J&J // MEDTRONIC // SMITH&NEPHEW AND ZIMMER, and many mead-size companies with strong need of product portfolio implementation. All of them our potential candidate for GreenBone exit.

INTELLECTUAL PROPERTY (IP) OR ASSETS:

- First patent WO2012063201 has been granted in USA, EU, Russia, China, Hong-Kong, Turkey and Australia so far.
- A new PCT patent WO2017/021894 has been submitted on Aug 2016.
- Both patents protect product and process.

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 5 to 10 € million

SPECIFIC PROPOSAL:

GreenBone is targeting a Round A of 7M EURO. Half already committed by Helsinn Investment Fund (Term Sheet signed) and current shareholders.

ESTABLISHING DATE:

04/05/2016

HEADQUARTERS:

Lodi, Italy

2017 TURNOVER ESTIMATE:

€ 0,5 million

MARKET:

Domestic // International - Europe, India, Brasil, Russia

SECTOR:

MECHATRONICS (HYDROGEN)

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Hydep is active in the design of industrial components such as electrolyzers and related system components, design of complete integrated systems for the production of hydrogen gas, in supporting the final design and implementation of these systems and / or components, testing and maintenance and any other related activities.

FUTURE EXPECTATIONS AND OBJECTIVES:

Building integrated plants prototypes and integrated systems for the production of hydrogen, for its storage and use, and for the distribution of mixtures of innovative fuels; achievements and launch of trade.

MAIN CLIENTS:

MATERIAL HANDLING COMPANIES // LIGHT VEHICLES
BIOGAS COMPANIES // RESEARCH CENTRES

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 5 to 10 € million

SPECIFIC PROPOSAL:

- 1) small-scale and low-cost hydrogen supply infrastructure designed for 35 MPa and 70 MPa
- 2) Hydrogen Fuel Cell Range Extender (2-10 kW) for multiple applications (both designed and close to market).

ESTABLISHING DATE:

19/12/2013

HEADQUARTERS:

Via Kufstein 4, 38121 Trento, Italy

NUMBER OF EMPLOYEES:

1

2016 TURNOVER:

€ 40.000,00

MARKET:

International - Our product can be sold worldwide.

We are currently building the sales network starting from Italy and EU Countries, such as France, Austria and Germany.

SECTOR:

ICT // AGRIFOOD // PRECISION FARMING

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Melixa is an innovative startup that has designed and developed a revolutionary commercial solution, called “Melixa System”, to allow a complete remote monitoring of beehives and apiaries, also providing precious information to beekeepers about the health status of colonies and environmental pollution.

The technology involved is patented and provides real-time data about the weather condition and the activity and health of the bees. Beekeepers can access the information through a cloud platform, where diagrams and schematics are automatically generated to help the understanding of collected data.

FUTURE EXPECTATIONS AND OBJECTIVES:

Melixa System has been sold in Italy and Europe, encountering many interested and enthusiastic beekeepers. However the sales network need to be further expanded, to enable a larger diffusion of the product. As a matter of fact, the more Melixa Systems will be installed on beehives around the world, the more data will be available in our cloud platform. Such “big data” could provide to Melixa the ability of extracting reports about the distribution of environmental pollution and bees’ diseases as well as creating maps regarding flowering and bees’ health status. Such reports are of great interests for municipalities, governmental bodies, insurance companies, and research centers.

MAIN CLIENTS:

Our main customers are professional beekeepers and researchers. Our product has been sold to many hobbyist beekeepers as well, that consider Melixa System a great support to improve their ability and knowledges.

INTELLECTUAL PROPERTY (IP) OR ASSETS:

The innovative architecture behind Melixa System has been protected by a PCT patent and the unique design of the system is protected as well.

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

SPECIFIC PROPOSAL:

In order to reach our objectives and increase the distribution of Melixa Systems worldwide, we have planned to improve our sales network and at the same time work on the development of the second generation of the system, that will include several features requested by beekeepers now using our system.

To this end we are looking for both financial and industrial support.

Regarding the financial support, we recently launched an equity crowdfunding campaign (www.starsup.it/project/melixa-srl) ending on June 8, 2017. In addition, industrial partnership will be of great help to reduce the production costs of the device.

ESTABLISHING DATE:

31/03/2015

HEADQUARTERS:

Rovereto (TN), Italy

MARKET:

Domestic // International

SECTOR:

AEROSPACE // ICT BIOTECH // LIFE SCIENCE // NATURAL PRODUCTS //
AGRI-FOOD // PHARMA

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

We have discovered and patented plant microRNAs as a new class of micronutrients with a potent immune-modulatory efficacy in human and animal models.

We have developed a proprietary industrial process for the extraction, purification and formulation of microRNAs from a variety of plant sources.

FUTURE EXPECTATIONS AND OBJECTIVES:

We are the first company worldwide to produce and commercialise plant-based microRNA extracts for use in the nutraceutical, cosmeceutical and pharmaceutical sectors. The purified extracts will be used as food and feed supplements, to develop novel functional foods and beverages and new products for the cosmeceuticals and cosmetics industry. As a new class of natural anti-inflammatory molecules, plant microRNAs will lead to the development of novel pharmacological applications.

MAIN CLIENTS:

B2B:

Pharmaceutical, Food & beverage, Biomedical, Animal feed, Cosmetics, Medical Device.

B2C:

All End-Users, with starting attention for any kind of Consumers with specific profiles as sportspeople, vegans, vegetarians and people affected by Non Communicable Diseases, skin problems, etc.

INTELLECTUAL PROPERTY (IP) OR ASSETS:

We have acquired worldwide exclusive licence for 2 patent applications filed in 2014 on the use of plant microRNAs as immunomodulants and in 2015 we have filed our own patent application on industrial process for extraction, purification and formulation of microRNAs from plants and mushrooms.

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 5 to 10 € million

ESTABLISHING DATE:

June 2016

HEADQUARTERS:

L'Aquila, Italy

NUMBER OF EMPLOYEES:

3 (growing soon)

MARKET:

1st phase Domestic // 2st phase International

SECTOR:

ICT // E-HEALTH

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Design, development and deployment of ICT solutions (based on CRM / BIG DATA / AI / IoT / CLOUD technologies and platforms) underpinning and empowering the growth of a one-to-one (potentially) lifelong dialogue between caregivers (i.e.: hospitals etc.) and their actual and/or prospected patients, before, during and after any care episode (to be therefore better viewed as “citizens” during their normal life).

Such a “dialogue” aimed at a substantial change in the current behaviour of both individuals and healthcare organisations, who usually “switch on” a direct (and usually intense) relationship only when a care episode happens, to “switch it off” as soon as the single episode comes an end.

The value proposition of such an “ongoing dialogue approach” is due to include issues as

- “4 P” healthcare strategy (Predictive / Preventive / Personalized / Participatory)
- Healthcare marketing (expecially for private players)
- Home Care vs Hospital Care
- Healthcare cost/efficiency/effectiveness planning and management
- Patient Care Management / Enabling and Supporting the “Patient Journey Concept”
- Chronic diseases and health promotion
- Long term therapy adherence and monitoring

FUTURE EXPECTATIONS AND OBJECTIVES:

Leveraging on the ongoing digital transformation of the entire “healthcare ecosystem” to achieve a leading position in the domestic market (first) and in the international one (especially Developing Countries) as an ICT Solution Provider paving the way towards a more mature approach to individual’s health management from all sides of the game: citizens (and their families), caregivers, payers, planners, pharma, and any other stakeholders.

Expected business opportunities and revenues coming first from private owned healthcare providers, and gradually thereafter from most prominent gov. players.

This entrepreneurial initiative to be included in the framework of the forthcoming creation of l’AIF, (“Abruzzo Innovation Factory”), a technology and innovation incubator jointly promoted by UNIVAQ (Università dell’Aquila) and Gunpowder itself, due to receive support by a number of prospected (national and international) high tech Providers and Users.

MAIN CLIENTS:

(initially) Medium and Large private caregivers (hospitals and so on)

(then) major government caregivers, healthcare planners, healthcare public and private payers (insurances, ...)

SOUGHT INVESTOR:

Financial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

ESTABLISHING DATE:

29/09/2015

LEGAL OFFICE:

Via Puegnago 7, 25087 Salò (BS), Italy

NUMBER OF EMPLOYEES:

2

2016 TURNOVER:

€ 135.299,80

MARKET:

International - South Korea, UK, Japan, Italy

SECTOR:

AEROSPACE // ICT // BIOTECH Machine learning software and service platform applied to energy related data

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Our software solution comprises 8 fully developed and tested modules that are complementary but can also be sold separately. The modules are distributed into 2 different platforms according to their functions.

FUTURE EXPECTATIONS AND OBJECTIVES:

To ensure the expansion in the Italian market, The Energy Audit plans to build partnerships with ESCO (Energy Service Companies) and energy consultants that can both use our solution for their analyses (TEY platform) and propose our monitoring system (TEM platform) to their customers.

MAIN CLIENTS:

We have already sold the modules of our TEY platform to several ESCO and consultants in Italy (e.g. IREN Group, Nuove Soluzioni, Nomisma Energia, AB Service..) and South Korea (e.g. KEA-Korean Energy Agency, Ganeum Consulting); we have installation of TEM in Italy (Fiumicino Airport in Rome, Rimini Hospital), South Korea (OSG Corporation, Moorim SP, FeelingK) and Japan (Hitachi, INES Corporation). Both platforms are available in Italian, English, Japanese and Korean.

INTELLECTUAL PROPERTY (IP) OR ASSETS:

We are preparing patent applications for our methodology in several countries in Europe and Asia. We aim at patenting 4 processes: 1) HW and SW combination for optimization and functioning of boilers; 2) HW and SW combination to intercept maintenance failures in chillers; 3) HW and predictive models to intercept leaks in water systems; 4) optimization of gas-fed cogeneration plants.

SOUGHT INVESTOR:

Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

SPECIFIC PROPOSAL:

We would like to get in touch with investors that are familiar with our industry and can contribute not only financially to our development but also bring added value to our Board and be our advisors. We have already started some initial discussions with investors in Europe and South Korea.

ESTABLISHING DATE:

11/02/2016

HEADQUARTERS:

CORSO GARIBALDI 33, SALERNO, Italy

NUMBER OF EMPLOYEES:

5

MARKET:

Domestic // International

SECTOR:

ICT

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Sense Square has been developing a technology based on sensors of air pollutants to collect and process data in real time in a wide area. This equipment allows a high resolution of air quality measurement (PM 10, PM 2.5, ozone, NO₂, CO). In detail, dense networks of sensors which able to provide both the data in real-time and also with a high definition will be realized.

FUTURE EXPECTATIONS AND OBJECTIVES:

Future developments of the Sense Square's technology consist in the technological improvement of equipment for monitoring air quality at low cost. In order to reduce energy consumption and improve the performance of the individual sensors, looking to lower costs. Furthermore, Sense Square will realize a monitoring data management model. After realization of the first air quality monitoring networks with high spatial and temporal resolution, Sense Square will process data from monitoring carried out thanks to the expertise of Sense Square's members. This experience and know-how acquired will improve the data management model in a feedback mode.

Thanks to this, in the medium to long term Sense Square will provide services and software regarding the management of the air quality monitoring data in sectors and places that are particularly complex to manage with owned networks, as the metropolises, this in a perspective of development of smart cities.

MAIN CLIENTS:

Public administrations who aim to optimize the management of urban pollution.

Companies having industrial plants with a big problem.

All citizens who, by APP and web portal, will can check in real time and 24 / 24h the pollutant levels in the air they breathe every moment.

Municipalities and territories making of health a brand.

INTELLECTUAL PROPERTY (IP) OR ASSETS:

"Sense Square" is depositing the patent application these days.

SOUGHT INVESTOR:

Financial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

SPECIFIC PROPOSAL:

"Sense Square" is considering the proposal of a Chinese investment fund in order to cede 10% of the company for 200'000 €.

ESTABLISHING DATE:

24/02/2017

HEADQUARTERS:

Tolentino - Marche, Italy

NUMBER OF EMPLOYEES:

5 founders

MARKET:

Domestic // International

SECTOR:

AEROSPACE // ICT // BIOTECH

INNOVATIVE SOFTWARE FOR BROADCASTERS, MEDIA INDUSTRY,
NEWS AND COMMUNICATION

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Our team has a large experience in cutting-edge development of enterprise class software solutions focused on Media Asset Management, News and Playout for the media industry.

We want to give everyone the ability to create and manage news, information, multimedia contents, as easy and quickly as never before through a cloud platform.

We will break the technological and economic barriers that limit and relegate the production of news and information to just a few players.

We will create a platform that allow:

- professionals being more productive, efficient, fast and incisive
- everyone being a reporter or convey information without a dedicated expertise
- everyone managing information at all levels and to drive communication 360° for any purpose

We will change the traditional business model of the industry from Capex to Opex and/or Saas.

As for technologies we are focused on the Microsoft stack: Visual Studio, SQL Server and Azure; mostly web platform and cloud native.

FUTURE EXPECTATIONS AND OBJECTIVES:

We are looking for a partner (financial or industrial) that helps us to develop the program for unveiling our solution to global markets at beginning of 2018.

We plan to reach the following turnover and ebitda:

2019 - 3.5 Mln euro – 16% ebitda

2020 - 8.3 Mln euro – 41% ebitda

2021 - 17.0 Mln euro – 56% ebitda

MAIN CLIENTS:

Sibylnet is a brand-new company but our team has a deep knowledge on the field and a large number of contacts. Our main targets are:

- Media companies of any kind and size and media professionals (broadcasters, editors, magazines, journalists, communications managers)
- Corporations, authorities, schools, communities and private (single or associations)

Some of the founders know some potential clients and have had experiences with: Viacom, Mediaset, Rai trade, DigitAlb, Persidera, Gruppo l'Espresso, De Agostini, and many others.

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

ESTABLISHING DATE:

09/02/2016

LEGAL OFFICE:

Piazzale Giovanni dalle Bande Nere 9 - 20146 Milan, Italy

NUMBER OF EMPLOYEES:

2

2016 TURNOVER:

€ 14.640

MARKET:

Domestic // International

SECTOR:

AEROSPACE // ICT // BIOTECH // SECURITY

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Swascan is the first Cloud Suite Security Platform that offers to its users:
Flexibility - Cost cutting - Scalability - Accessibility - Background to audit
Compliance to regulations and OWASP best practices

There are three main products:

Web Application Scan - Network Scan - Code Review

Swascan Web APP SCAN basically allows:

- To provide automated security testing and security scan of web applications to identify vulnerabilities
- To verify the weaknesses of third-parties applications that could generate loss of data or undesired accesses to private data
- To verify and guarantee the compliance to OWASP best practices and current regulations, identifying security issues of the applications
- To customize the length of the service (monthly, per year) and the number of targets to be analyzed

Network Scan aims to Scan networks and devices and suggests you how they can be fixed. Network Scan allows:

- To Analyse the security level of company networks
- To Verify the compliance to current regulations
- To Check the company policies and internal procedures framework
- To Offer a security service customizable by number of targets

Code Review has been created to provide a source code analysis to identify and resolve security weaknesses and vulnerabilities

- To Test the vulnerability of source codes
- To Assess leaks and inefficiencies of source codes
- To Highlight the areas to intervene on

MAIN CLIENTS:

FINANCIAL // BANKING // TELCO

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

ESTABLISHING DATE:

28/11/2014

HEADQUARTERS:

Via del Caravaggio 5 - Milan, Italy

NUMBER OF EMPLOYEES:

1

2017 ESTIMATED TURNOVER:

€ 100.000

MARKET:

International - web services provided WW

SECTOR:

ICT: FinTech / RoboTrader-Advisor

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

FinTech / RoboTrader-Advisor: proprietary SW “Umanot” developed on innovative Physical Analysis methodology (vs traditional Technical Analysis) delivers trading decisions via email and SMS from the web site www.umanot.com

Technologies involved are: proprietary SW (in PowerLanguage and in C++), Plo-
ne-based web-site for delivering trading information / alerts, streaming for real-
time tracking of Umanot decisions (see: <http://www.umanot.com/it/servizi/osserva-umanot>).

FUTURE EXPECTATIONS AND OBJECTIVES:

Based on today 70% SW and Service development level (with track-record over 7 Italian stocks / 4-year data) we target:

- SW development completion with “intelligence” functions (with track-record over 40 Italian FTSE-MIB stocks / 10-year data);
- Service development completion with email/SMS trade alerts of Italian diversified stocks and / or Portfolio (see <http://www.umanot.com/it/real-time-portfolio>)
- NEW Service development with email/SMS trade alerts of international diversified stocks and / or Portfolio (India, US, Germany, UK....).

MAIN CLIENTS:

Target:

- Retail traders and investors
- Institutional investors / advisors

INTELLECTUAL PROPERTY (IP) OR ASSETS:

TradeMarks: Analisi Fisica, Umanot

SW: source code registered at SIAE

BOOK published (in Italian): La Finanza sull’Orlo del Caos – Elementi di Analisi Fisica

SOUGHT INVESTOR:

Financial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

SPECIFIC PROPOSAL:

We are looking for a financial Partner able to support both the completion of SW and Service developments and the MarComm promotion of innovative “Analisi Fisica / Physical Analysis” methodology (vs traditional Technical Analysis one) and related email / SMS alert services for several Countries / over the Web.

ESTABLISHING DATE:

July 2014

HEADQUARTERS:

BIC Trentino Sviluppo - Via F. Zeni 8 - 38068 Rovereto (TN), Italy

NUMBER OF EMPLOYEES:

5

2017 ESTIMATED TURNOVER:

€ 120.000

MARKET:

Domestic // International

SECTOR:

ICT

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

OC Lab is an Industry 4.0 solutions provider in the field of media content management software for corporates, especially for technical after sales service with new devices (tablets, smartphones, smartglasses, 4k displays, holograms).

We create software to manage simplified augmented reality where customer can produce IMMEDIATELY USEFUL contents at REASONABLE COST.

Our management experience in content production, with our 1st class customer network references, gave us an ideal environment to create the needed services and software solutions.

Our everyday activity is to merge competence and customer dedication to find the best way to use media for training, after sales service, and marketing.

OC solutions are the best tools to explain+instruct+support personnel and customers. Brain+eye catching, easy to use augmented reality and multimedia tools.

FUTURE EXPECTATIONS AND OBJECTIVES:

To establish an important market positioning in Europe as an innovative after sales solution provider.

We must be ready to adapt future technology standards to our customer needs.

We work on multimedia with unique passion and commitment.

MAIN CLIENTS:

Sacmi, BCC, CT Pack, Baxter, Ferrari (luxury sport cars), and many others.

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

SPECIFIC PROPOSAL:

OC Lab applied in 2014 to enter the Mechatronic Center in Rovereto (TN-Italy) as a startup. We were between the accepted startups and we are incubated since Sep 2014.

The first seed investment phase was supported by the associate with 58k Euros.

We started then to develop, and won the Call1 of CreatiFI, with a 50.000 Eur funding. A further development of QuVi special for museums gave us thru Creative Challenge Cup an extra 25.000 Eur this 2016 year.

We are seeking for a late seed investor to reach our mid term goal (3,5 mil Euro yearly revenue). The investment required is around 500k Euro, and will be invested in sales, marketing and development activities.

ESTABLISHING DATE:

26/02/2016

HEADQUARTERS:

Sospiro (CR) - Via Giuseppina 5, Italy

NUMBER OF EMPLOYEES:

11

2017 ESTIMATED TURNOVER:

€ 660.000

MARKET:

Domestic // International

SECTOR:

CIRCULAR ECONOMY // WASTE RECYCLED // COMPOSTABLE BIODEGRADABLE

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

WE HAVE THE KNOW-HOW TO REUSE PACKAGING WASTE ORIGINATED FROM SELECTIVE WASTE COLLECTION, CONVERT IT INTO NEW POLYMERS AND EXTRUDE THEM IN BLOWN-FILM WITH A VERY SHORT PRODUCTION CYCLE: THE PRODUCTION OF OUR DRAWATAPE BAGS CAN GRANT ENERGY SAVINGS AND LOWER CO2 EMISSION (ACCORDING TO THE ETHIC RULES OF CIRCULAR ECONOMY)

WE ALSO PRODUCE BIODEGRADABLE COMPOSTABLE BAGS STARTING FROM FIRST QUALITY GERMAN RAW MATERIAL: THANKS TO OUR KNOW-HOW WE CAN SPARE UP TO A 32% IN THE COST OF THE FORMULA OUR BAG MAKER SYSTEM ALLOWS US TO PRODUCE WATERLEAK BAGS.

FUTURE EXPECTATIONS AND OBJECTIVES:

We want to reach in a few years a 10.000.000 € Turnover with a 1.000.000 € Investment in new production equipments.

MAIN CLIENTS:

RETAIL CHAINS – WHOLESALERS – HO.RE.CA. DISTRIBUTORS – B2B – B2C (ONLINE SALES).

EXPORT MARKET: WHOLESALERS

INTELLECTUAL PROPERTY (IP) OR ASSETS:

PATENT PENDING

SOUGHT INVESTOR:

Financial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

SUGGESTIONS:

We would like to have a meeting to explain in details our product and process innovation

ESTABLISHING DATE:

25/06/2015

HEADQUARTERS:

Trento, Italy

NUMBER OF EMPLOYEES:

13

2017 ESTIMATED TURNOVER:

€ 130.000

MARKET:

Domestic // International

SECTOR:

ITS (Intelligent Transport Systems) - Smart City, Smart Road, Smart mobility

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Skilled and motivated team members.

FUTURE EXPECTATIONS AND OBJECTIVES:

Turnong the modern trends of ITC technology into the best ITS practies and transferring the knowlwge of ITS standards into the business of Smart Mobility.

MAIN CLIENTS:

Mobility Managers and Agencies responsible for ITS road mobility infra-structure planning

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

ESTABLISHING DATE:

9 December 1997

HEADQUARTERS:

Milano, Italy

NUMBER OF EMPLOYEES:

5

MARKET:

International

SECTOR:

Consumer

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Creation of the worldwide network for Italics.

Italics are not only the Italian citizens living inside and outside of Italy, but also and especially the Ticinese, Sammarinese, Dalmatians, the descendants of Italians, the Italo-Americans or Italo-Argentiniens, the Italophones and anyone that has embraced the values, lifestyle and models of that Italian way of life that has spread throughout the world. This essentially refers to an anthropological-cultural affiliation, and is the result of the many migratory and mobility phenomena that have characterised our history, from the epic diaspora and migrations of the XIX century to those of the new mobilities.

The Italic community numbers around 250 million people. These include emigrants, their descendants, and all those who “feel” Italic because they value and share the “Italian world” (values and interests of the Italian way of life) through contact with people, things (Italy’s exports) and “signs” (information, art, cinema, etc).

The network will be made up by people with any sort of affinity with the italics way of feeling and businesses interested in that space technologies involved: API based software development technologies, cloud based infrastructure technologies, digital marketing technologies

Globus et Locus/Italic Network

// COMPANY PROFILE

FUTURE EXPECTATIONS AND OBJECTIVES:

To grow an international social media network of Italics with the objective to 2 million people in 3 years, over the 250 million of people identified worldwide.

MAIN CLIENTS:

We don't have clients. We are targeting the italics worldwide community and the network of all italian related business through the Rete delle Camere di Commercio all'Estero

SOUGHT INVESTOR:

Financial // Media Partnership

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

SPECIFIC PROPOSAL:

We are really in the early stage of the development and we:

- have just finished the User Experience design study of the digital platform
- are in the process of releasing a video teaser of the project will soon launch the English version of the Piero Bassetti book: Svegliamoci Italici, already available in Italian and Spanish
- are building the design&development&community management team

ESTABLISHING DATE:

April 2016

HEADQUARTERS:

Via Alberto Marvelli, 36 - 00132 - Roma

NUMBER OF EMPLOYEES:

5

MARKET:

Domestic // International

SECTOR:

Aerospace

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

ARCA Dynamics performs R&D of Space robotics technology (Hardware and Software) in the fields of guidance, navigation and control systems and attitude and orbital determination and control systems of small satellites.

The company offers products and services for Flight and Ground apparatuses such as Software- and Hardware-in-the-loop simulators, design and development of autonomous GNC systems, sensors firmware, optimisation software, data analysis and post-processing.

FUTURE EXPECTATIONS AND OBJECTIVES:

Our R&D activity is aimed at commercialisation of innovative, reliable, low-cost and ready-to-use Space technology, in particular for the growing CubeSat market, essential to widen Space access to a higher number of users.

MAIN CLIENTS:

Space system integrators, academic and private R&D centres, government Space agencies and institutions, and private industry

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

SPECIFIC PROPOSAL:

Coming from a strong academic background, we are looking for partners to exploit our research and know-how. Our main project is an innovative electromagnetic device for the attitude control system of small satellites.

A breakthrough technology that will widen the range of performable missions (those involving long life, high rotating speed and reactivity), thus supporting new mission concepts for Earth Observation and Space Exploration.

ESTABLISHING DATE:

15 marzo 2015

HEADQUARTERS:

Milan

NUMBER OF EMPLOYEES:

6

2016 TURNOVER:

50K

MARKET:

Domestic

SECTOR:

ICT

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Viveat is the IoT platform that turns dumb objects into smart assets by connecting them to the web. Every item provided with our ProductPassport is interactive with mobile devices and offers services for numerous user's purposes. Relevant info about its details and life cycle is recorded and will be protected on blockchain with a secure data scripting proprietary program.

With Viveat products are smarter, more transparent and trustworthy enabling a consumer experience that will never be the same again.

FUTURE EXPECTATIONS AND OBJECTIVES:

Consumers are increasingly demanding transparency, moreover the assumption that products are more useful and desirable when they come with personalized digital services that augment the customer experience is spreading across all industries while the cost for companies to provide smart connected products has significantly shrank. We see a great market opportunity where hundreds of thousands of manufacturers are seeking a way to be more trustworthy, engaging and innovative.

This means millions of Items linked to our service, generating data about users, markets, distribution and much more. An extraordinary opportunity to extract value from a totally new data set.

MAIN CLIENTS:

Zanotta
Early Morning
+Watt
Tenuta San Leonardo
Marchesi Mazzei
Principe Corsini
MGM Mondo del vino

INTELLECTUAL PROPERTY (IP) OR ASSETS:

Our trademark VIVEAT

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

ESTABLISHING DATE:

27/02/2015

HEADQUARTERS:

VIA AURELIO SALICETI N10 00153 ROMA (RM)

NUMBER OF EMPLOYEES:

4

MARKET:

International

SECTOR:

ICT

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Edo is a multi-platform software for desktop computers and mobile devices which gather email, instant messaging and digital content in a single interface. Edo provides users with a service to organize, manage and share their digital content through an innovative UI and organizational structure, irrespective of where the files are saved, either on user's local storage or on other third-party services (Dropbox, Drive, OneDrive etc...).

FUTURE EXPECTATIONS AND OBJECTIVES:

b2b market

MAIN CLIENTS:

Teams, professionals, freelancers and students

SOUGHT INVESTOR:

Financial // Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

ESTABLISHING DATE:

10/08/2012

HEADQUARTERS:

ROME, VIA GIACOMO PERONI 444

NUMBER OF EMPLOYEES:

5

2016 TURNOVER:

150K€

MARKET:

Domestic // International

SECTOR:

Aerospace, Ict, Biotech, IoT, Smart Cities

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Smart-I is the innovative Start-Up Company which produces SmartEye, the new intelligent system to reduce the energy consumption for public lighting and to provide interactive services for Smart City.

Our business proposition is based on the family of SmartEye products, a distributed system of optical sensors which are installed on street lamps to provide different services by means of an automatic urban scene analysis. SmartEye is the smart solution for adaptive, predictive, and on-demand control of public lighting, as well as for intelligent mobility services, and advanced surveillance to increase the city security.

SmartEye can provide a wide set of services with just a single installation: from public lighting to traffic monitoring, from smart parking to traffic lights control, up to smart video surveillance, plate identification and face recognition.

FUTURE EXPECTATIONS AND OBJECTIVES:

We have developed also a stand-alone software version of SmartEye that can be used with traditional ip-cameras already installed around the city. Moreover, we are already working on a B2C business proposition, which moves from Smart Cities to Smart Home. We have defined a new system, called Priya, to increase the people safety directly into the house, by providing automatic detection of dangerous domestic events, such as fire, a person felt down, help request, baby crying and some more.

MAIN CLIENTS:

Enel, Enea, EDF, Municipality of Rome, Municipality of L'Aquila

INTELLECTUAL PROPERTY (IP) OR ASSETS:

Patent registered in Europe, USA, Canada, Israel

SOUGHT INVESTOR:

Industrial

RANGE OF REQUESTED INVESTMENT:

From 1 to 5 € million

SPECIFIC PROPOSAL:

We need a senior CCO and an industrial production specialist that can help on optimizing the production process and reduce the costs. The ideal investor that we are looking for would give us the chance to be in touch with the market in Europe.