

ITALIAN INVESTMENT SHOWCASE 2018

TURIN // APRIL 11 - 12

// COMPANY PROFILES

SMALL/MEDIUM ENTERPRISES

1. ADmantX
2. Advice Group
3. Avanix
4. Chico
5. Dimensione Ingegnerie
6. Era
7. Eurix
8. Eurofork
9. Frieco
10. Is CleanAir
11. Medicaltech
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13. Naxospharma
14. Oc Lab
15. Omica
16. OT
17. P2M
18. Politronica
19. Politecnico
20. Processi Innovativi
21. Route 220
22. SkyRobotics
23. Smart Domotics
24. SSM
25. Trustech
26. Up2go
27. Zemove
28. Desmotec

ESTABLISHING DATE:

2010

HEADQUARTERS:

Via Nuova Poggioreale, 11 – Torre 7 – 80123 Napoli

NUMBER OF EMPLOYEES:

20

2017 TURNOVER:

2 million €

MARKET:

International (ITALY, EU, US, APAC)

SECTOR:

Ict, Tlc

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

ADmantX is a smart data provider for brand planning and targeting within the digital advertising industry.

With the use of Artificial Intelligence methodologies and Cognitive technologies, ADmantX platform has a unique ability to understand content the same way a human would. By using its data the advertising agencies can target and plan their campaigns in a very efficient way.

ADmantX platform also profile and indicate the interests of the online users, and calculate their propensity to act, click or buy something. This boosts the results of digital advertising campaign, while expanding the data managed by enterprises' CRMs.

FUTURE EXPECTATIONS AND OBJECTIVES:

- Business presence and growth in major European Countries and in US
- Widen the activation of online users profiling services with top customers
- Explore the viability of the solution in other digital media (like internet TV)
- Deepen our industrial connections

MAIN CLIENTS:

NBCUniversal, Financial Times, Microsoft, Experian, Fox, Mediamond, Dentsu, Sky, TIM, Ogilvy, Amnet, Simple Agency, Thomson Reuters, WPP, Accuen, RCS Group, Mondadori

REGISTERED INTELLECTUAL PROPERTY (IP)

Patent US and EU on how to identify related content and matching it to serve digital advertising based on users profiles

SOUGHT INVESTOR

Financial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

We would prefer to meet investors able to provide “smart” money, financing the growth of the company while being able to provide connections to the right business counterparts in selected areas.

ESTABLISHING DATE:

March 2006

HEADQUARTERS:

Via A. Riberi,4 – 10124 – Turin

NUMBER OF EMPLOYEES:

32 (Italy) – (the whole Group is made up 40 people)

2017 TURNOVER:

3.627.847,00 €

MARKET:

International (We are currently operating in Italy and in South America. In particular, we have two branches in Lima (Perù) and Bogotá (Colombia). Furthermore, together with some Italian clients, we have exported Progress Marketing programs towards their European foreign markets: Germany and Austria. In the next months we are probably going to also operate in Sweden, Belgium, France, Netherlands, Spain and Portugal.)

SECTOR:

behavioral marketing and digital loyalty (B2B and B2C)

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

With more than 40 brand customers, it develops fully digital behavioral loyalty programs, to engage and retain end-consumers as well as production chains. Advice uses the most innovative behavioral marketing technologies to map users' attitudes in real time, via a proprietary platform DCP (Data Consumer Platform). The platform is a connecting hub for all the brand's touch points. It collects and analyses data in real time, returning behavioral clusters useful for 1to1 communication activities, aiming to customized interaction between brand and user. A marketing intelligence set at the basis of the process ensures results in terms of engagement of the user base, allows to acquire new customers and to support consumer retention. The possibility of a targeted communication, during and after activities, reinforces the rate of purchase and the cross-product buy, with a consequent turnover increase.

FUTURE EXPECTATIONS AND OBJECTIVES:

Over the years Advice Group has worked to be accredited as a Big Players' partner within the first-tier market, working with high standing companies such as Barilla, UnipolSai, Coca Cola, Bvlgari, Unilever, etc.. (See "main clients" box).

MAIN CLIENTS:

Italy: Coca Cola, Heinz – Plasmon, Barilla, Mulino Bianco, Lavazza, Peroni, Beck's, L'Erbolario, ChanteClair, Unilever, Sammontana, Tre Marie, Nestlé, Bulgari, Mukki, Igor, Quattroruote, Casa Modena, Parmareggio, UnipolSai, Santander, Groupama, Chubb Insured, SEA Aeroporti, Fiat, Pitagora, Morganti Assicurazioni, Itas Assicurazioni, Toyota, Kia, Volkswagen

Latam: Grupo Nutresa, Corferias Bogotá, Costa Group, Santa Amália, Molitalia, Splenda, Gloria, Grupo <A>

SOUGHT INVESTOR

Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

Our goal is to secure a € 1.5million investment, even in two separate rounds of € 1million in 2018 an €500K in 2019.

Advice Group's (Spa) company status allows the issuance of convertible bonds.

ESTABLISHING DATE:

15/04/2014

HEADQUARTERS:

via Sporla, 21 – 24020 Scanzorosciate (BG)

NUMBER OF EMPLOYEES:

3

MARKET:

Domestic, International (Europe, United States, China)

SECTOR:

IoT, Digital Manufacturing

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Avanix is a startup that designs and develops wireless and wearable electronic devices. Avanix's mission is to use technology as a tool to improve living care and simplify the interaction among people.

FUTURE EXPECTATIONS AND OBJECTIVES:

Production is planned to start in June 2018

MAIN CLIENTS:

Private Caregivers, Eldercare Homes, Alzheimer's (dementia) associations and organizations, Insurance companies, Pharmacies.

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

Not only financial contribution but also involvement in the management and business processes.

ADDITIONAL PROPOSALS AND SUGGESTIONS

International Vision and Strategy. Global marketing.

ESTABLISHING DATE:

06.07.2015

HEADQUARTERS:

Via di Castel Romano n. 100 - Roma

NUMBER OF EMPLOYEES:

1 - 9

MARKET:

Domestic, International

SECTOR:

Life Science, GreenTech, Ict, Iot

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

C.H.I.CO. Cluster of Health, Innovation and Community, the first Health Cluster of the Lazio Region (Italy), is a private not-for-profit membership organization for Life Science and Healthcare sectors. It was founded as facilitator for the transfer of knowledge and technologies from research to industry to developing innovative projects in the field of health and wellbeing. C.H.I.CO.'s mission is to maximize the global competitiveness of the Cluster members by developing relationships, promoting the cooperation for innovative projects for Life Science and Healthcare sectors to ensure a sustainable economic growth.

C.H.I.CO. Cluster involves over 100 industrial partners.

FUTURE EXPECTATIONS AND OBJECTIVES:

Create a scientific advanced Centre to stimulate innovation and transfer technology to the industrial system of the territory. Create and stimulate a dynamic cooperation between the academic and the commercial world through the Research and Development in the fields of special medical research, medical devices and biotechnology.

MAIN CLIENTS:

Health Authorities, Universities, Research Institutions, Hospitals and Pharmaceutical, Biomedical, Information Technology, Functional Food, Agribusiness Companies

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

We are interested in Life Science and Health projects to develop them in CHI-CO network's companies and to find financial partner.

ESTABLISHING DATE:

01 April 1992

HEADQUARTERS:

Corso Orbassano 416/10 Torino

NUMBER OF EMPLOYEES:

12

2017 TURNOVER:

1.900.000 €

MARKET:

Domestic, International

SECTOR:

Urban mobility

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Cable Cars design and innovative urban transportation systems development.

Dimensione Ingegnerie

// COMPANY PROFILE

FUTURE EXPECTATIONS AND OBJECTIVES:

Developing a working full scale prototype

MAIN CLIENTS:

Funivie Monte Bianco, Courmayeur Mont Blanc Funivie, Agenzia per i XX Giochi Olimpici di Torino, Pila, LST

REGISTERED INTELLECTUAL PROPERTY (IP)

- PCT IB2015/051234 and European, India, USA, and Italy “A continuously moving cableway”
- PCT IB2013/061131 and European Chinese and Italy “A clamping device for cableways”
- PCT IB2016/056836 “A clamping device for cableways”
- PCT IB2015/055486 “Roller unit for cable transport systems”

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

ESTABLISHING DATE:

2004

HEADQUARTERS:

Via Boccioni 1 (PI)

NUMBER OF EMPLOYEES:

5

2017 TURNOVER:

1500000 €

MARKET:

Domestic, International

SECTOR:

Life Science

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Era Endoscopy S.r.l. is a company focused on the discovery, development and commercialization of soft robotic with excellent performance.

Its first ground-breaking product is the Endotics® System, the first and unique disposable robotic colonoscope allowing a

- Painless (no sedation)
- Safer (no cross contamination risk , no perforation risk, no sedation risk, no working related injuries)
- Easier (Shorter learning curve)

MAIN CLIENTS:

Private and public Hospital

REGISTERED INTELLECTUAL PROPERTY (IP)

Era endoscopy own 5 patents.

SOUGHT INVESTOR

Financial

RANGE OF REQUESTED INVESTMENT

Over 10 € million

ESTABLISHING DATE:

1990

HEADQUARTERS:

Cso Vittorio Emanuele II, 61 - Torino

NUMBER OF EMPLOYEES:

30

2017 TURNOVER:

2.000.000€

MARKET:

Domestic

SECTOR:

ICT, IoT, Energy Efficiency

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

EURIX is a company strongly focused on designing and developing software solutions based on innovative information technologies. Our mission is the creation of “know-how” portfolios in the IT market. Since the beginnings of its activities, EURIX offers to its costumers a wide range of services, always paying attention to innovative technologies:

- Digital Media through the development, distribution and preservation of multimedia contents.
- Network Management together with a range of technology services such as monitoring and management of customer’s platform, Risk Vulnerability, System & Network Securitization, Auditing and Process Assessment.
- Energy Efficiency with the specific application of the ICT knowledge to energy and environmental issues.

FUTURE EXPECTATIONS AND OBJECTIVES:

We would like to expand our market with an industrial partner involved in the heating and cooling market with a large installed base. In Italy and North Europe.

MAIN CLIENTS:

TelecomItalia, IntesaSanPaolo, RAI Radio Televisione Italiana, Public Administration (both Central in Rome and Local in Turin).

SOUGHT INVESTOR

Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

The investor must be interested to present to the customers a competitive solution providing the same heating comfort level as before but reducing the amount of energy required.

ESTABLISHING DATE:

2000

HEADQUARTERS:

VIA BATTITORI 19, 10060 MACELLO (TO)

NUMBER OF EMPLOYEES:

50

2017 TURNOVER:

13.300.000,00 €

MARKET:

Domestic, International (China, Taiwan, Thailand, India, Korea, Europe, USA, Turkey)

SECTOR:

Intralogistics, logistic automation.

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Design and manufacturing of telescopic forks, handling devices and ESMARTSHUTTLE, which is a shuttle systems for multi depth automated warehouses.

FUTURE EXPECTATIONS AND OBJECTIVES:

- Market shares' increase
- Research and development activities aimed to anticipate market trends.

MAIN CLIENTS:

Beijing Research Institute of Automation for Machinery Industry co. (RIAMB)
Shanghai Dianba New Energy Technology Co. Ltd
Mecalux
Dematic
Toyota Material Handling

REGISTERED INTELLECTUAL PROPERTY (IP)

For telescopic forks we have registered:

European patent no. 2261168 type extended in Italy, Germany, Romania and
Invention patent no. 201010208717,7 in China.

European patent no. 2463226 extended in Italy, Germany, Romania and in-
vention patent no. 01110407524,9 in China, and no. 10-1780826 in Korea.

For Esmartshuttle we have registered:

PCT patent no. 2014800017922 extended in Italy, Austria, Romania, UK,
France, Germany, Portugal, Spain, Swiss, Turkey and China

European patent 2889233 extended in Italy, Spain, Germany, France

Eurofork trade mark registered in Italy, Korea, China, Japan, India, USA, Eu-
rope

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 5 to 10 € million

ESTABLISHING DATE:

1980

HEADQUARTERS:

via vovera 145 - Torino

NUMBER OF EMPLOYEES:

15

2017 TURNOVER:

500.000€

MARKET:

Domestic

SECTOR:

GreenTech

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Our goal is to develop innovative appliances for volume reduction of inorganic waste, useful to the welfare of people and society.

Frieco is an innovative appliance, capable of reducing by 95% the volume of all types of inorganic waste, transforming them into small flakes.

Thanks to a patented cutting system, in 30 seconds can reduce the volume of plastic containers, aluminum, glass, paper, cardboard and cotton tablecloths; The material is reduced to small flakes that will be channeled into a practical removable collection basket 25 Lt.

It 'easy to use by all with 4 simple steps thus saving space and effort.

It is entirely the product of our operational headquarters in Bruino (TO).

Frieco (Saldometal)

// COMPANY PROFILE

FUTURE EXPECTATIONS AND OBJECTIVES:

development of new versions with new features for various sectors.
Distribution UE and extra UE

MAIN CLIENTS:

B2B, B2C

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

ESTABLISHING DATE:

2015

HEADQUARTERS:

Piazza della Manifattura 1, Rovereto (TN)

NUMBER OF EMPLOYEES:

10

2017 TURNOVER:

>1M €

MARKET:

Domestic, International

SECTOR:

Greentech, IoT, Digital Manufacturing, Green Startup, Clean Technology, Smart City, Ecosustainability, Urban And Industrial Redesign, Environment Protection And Management, Innovation Technology, Natural Resources Management

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

IsCleanAir rethinks and redesigns the space we live, work and breathe in for a safe, healthy, sustainable smart and better “clean air” future.

We have created APA (Air Pollution Abatement) technology, disruptive patented solution, the first one filter-less in the world for the air cleaning and environmental control and remediation, water based, operating at surface level. Intelligent and smart multi-services platform, integrated with sensor and monitoring features, Internet of Things and energy efficiency solutions, at the service of industrial, urban and domestic needs, indoor and outdoor, both for public and private sector.

APA has created the first Smart Clean Air city in the world at L'Aquila in Italy (AQ) and it is recognised as a Key Enabling Technology (UE policies “Cities of Tomorrow”), a BAT - Best Available Technology (EU IPPC Directive 2008/1 / CE) certified with the Grant Agreement after the Seal of Excellence (EC - Horizon 2020) and an impressive track record of awards, citations, grants and peers' recognitions globally.

Is CLEAN AIR Italia

// COMPANY PROFILE

FUTURE EXPECTATIONS AND OBJECTIVES:

R&D FOR VERTICAL MARKET, INDUSTRIALIZATION AND COMMERCIALIZATION AT GLOBAL LEVEL THROUGH NEW INVESTMENTS, TRANSFER KNOWHOW AND JV WITH INTERNATIONAL BUSINESS PARTNERS

MAIN CLIENTS:

PUBLIC AND PRIVATE INDUSTRIAL COMPANIES: offices, plants, labs, production lines in fields like building and construction, ceramic, chemical, coloring, fiberglass - metal -marble - paper - wood manufacturing, incinerators and biodigestors, waste management.

URBAN AREAS: streets, pedestrian bridges, parks, cycle lanes, metro stations, airports, piers and highway, retail and shopping centers, schools, hospitals, cinemas, theatres and museums.

RESIDENTIAL AND DOMESTIC SPACES

SMART CITY PROJECTS

TECHNOLOGY ALLIANCES

MULTI-UTILITIES AND CONSORTIUM

GOVERNMENT AND MUNICIPALITIES

REGISTERED INTELLECTUAL PROPERTY (IP)

12 patents, 25 inventions

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

From 5 to 10 € million

ADDITIONAL PROPOSALS AND SUGGESTIONS

We have a flexible and scalable business model, Partner accordingly

ESTABLISHING DATE:

27/02/2013

HEADQUARTERS:

via F. Zeni, 8 Polo Tecnologico - TN

NUMBER OF EMPLOYEES:

6

MARKET:

Domestic

SECTOR:

health care

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Medicaltech is characterized in providing innovative and multifunctional diagnostic systems for the study and examination of cardiovascular diseases, realizing telemedicine systems for remote monitoring of cardiac activity and other physiological parameters, to which are associated remote monitoring services, remote rehabilitation, remote consulting and online reporting.

FUTURE EXPECTATIONS AND OBJECTIVES:

Need to increase the range of services dedicated to outpatient and home rehabilitation.

MAIN CLIENTS:

Pharmacies and other professionals:

Generating a further stream of customers not intercepted today.

Patients:

Able to perform exams and monitor their parameters without waiting months, supporting a cost comparable to the ticket required by the National Health System.

REGISTERED INTELLECTUAL PROPERTY (IP)

Patents:

- Connector for electromedical equipment
- Electromedical equipment for detecting cardiac signals
- Equipment for detecting cardiac signals

SOUGHT INVESTOR

Financial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

After obtaining all the necessary certifications, we are ready to sell our services.

We have reached the marketing pending of the products / services developed during these years, to do it we need funds necessary to start the communication plan for generating the expected revenues.

ESTABLISHING DATE:

2004

HEADQUARTERS:

Via Livorno 60, 10144, Torino

NUMBER OF EMPLOYEES:

5

2017 TURNOVER:

265.000 €

MARKET:

Domestic, International (Germany, USA)

SECTOR:

Ict,lot, Digital Manufacturing, Automotive

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Modelway is a software engineering company which is expert in developing innovative “virtual sensors” based on Artificial Intelligence technologies.

The “Virtual Sensors” (VS) are smart products designed using AI to estimate high-level critical information in an industrial system (vehicle, process or environment), exploiting the data available on it. The VS can be delivered as a “software tool” product, or an hardware device based on microcontroller.

The industry technological progress is requiring a huge amount of information and data.

In such a scenario, the VS represents a low cost solution that makes information available on-board a system, allowing to improve its performance in terms of control, diagnostic and prognostic.

Modelway have developed a proprietary Virtual Sensing technology, named Direct Virtual Sensor (DVS®). Presently the DVS® applications allowed to solve several industrial problems in many field as automotive, factory 4.0, energy and environment.

The company has been founded as spin-off of the “Politecnico di Torino”.

FUTURE EXPECTATIONS AND OBJECTIVES:

The development of innovative industrial products based on AI is our mission. We want to achieve the following goals:

1. Sales & marketing: enhance our presence in USA, Europe and China.
2. IP: to improve the present assets and protect the future developments
3. Partnership: with established industry players to execute technology development plans
4. Personnel: to improve the management capabilities and be flexible to new projects
5. Equipments & R&D: to enhance the efficiency and develop new industrial applications to scale up our outreach

MAIN CLIENTS:

- Automotive: General Motors, FCA, Bosch, STmicroelectronics, IMQgroup, Aizoon USA
- Industry 4.0: QVIgroup USA
- Energy: IREN

REGISTERED INTELLECTUAL PROPERTY (IP)

Patents, Trademarks, Trade Secrets

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

Modelway is looking for investment in order to improve the market presence of its products and speed the development of new industrial solutions in two directions:

1. DVS as a software tool dedicated to specific families of sensors (i.e. OBD sensors for automotive)
2. DVS as a stand-alone hardware device based on microcontroller

ESTABLISHING DATE:

17-04-2003

HEADQUARTERS:

via G. Di Vittorio, 70 - 20026 Novate Milanese (MI)

NUMBER OF EMPLOYEES:

2

2017 TURNOVER:

100k

MARKET:

International (Pharmas and clinical stage Biotechs)

SECTOR:

Life Science

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

NAXOSPHARMA is committed to develop a proprietary innovative platform for generating “best-in-class” and “first-in-class” anticancer compounds, structurally related to the plant alkaloid berberine (a mainstay of Traditional Chinese Medicine), allowing to address diseases with high unmet medical need.

Two orally available drug candidates have reached Proof of Principle in relevant animal models. First candidate addresses malignant mesotheliomas (MT), fatal asbestos-exposure-associated cancers where very few therapeutic options, if any, are available; second candidate addresses HER2-positive breast cancer, a poor prognosis mammary metastasizing tumour where incidence and mortality remain high in the global burden of women’s cancers.

Current anticancer targeted therapies are based on the neutralization and/or inhibition of function of tumour-relevant proteins (a.k.a. oncoproteins), but substantially do not deplete the abnormally higher cellular levels of the protein responsible for the tumour growth, cancer cell self-renewal and propagation. In contrast and advantageously, the proposed candidates suppress nascent protein synthesis resulting in substantial depletion of protein levels in vitro and in vivo.

FUTURE EXPECTATIONS AND OBJECTIVES:

To engage partners' attention, investments/partnerships are needed in the next 3 years:

- to allow completion of the ongoing non-regulatory pre-clinical studies for selected drug candidates;
- to complete the pre-clinical regulatory development studies required for IND/IMPd submission to evaluate the drug candidates in man;
- to perform Phase I clinical single agent study, with Phase Ib extension in disease-specific patients settings.

MAIN CLIENTS:

The initial "target market" is represented by pharma or biotech Companies in the business of late stage development and commercialisation, through either in house R&D or, as relevant here, by licensing-in.

REGISTERED INTELLECTUAL PROPERTY (IP)

Relevant to the current project:

US8188109B2, JP5778145B2, AU2010275640A1, CA2767463A1, EP2456770B1 (granted in major EU Countries) to Naxospharma.

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

Naxospharma is interested to discuss her proposals with

- venture capitalists/business angels;
- clinically oriented biotechs in search of new drug candidates to implement their pipeline;
- pharma companies wishing to finance and partner early stage projects in view of licensing-in.

ESTABLISHING DATE:

august 2014

HEADQUARTERS:

Via Zeni 8, I-38068 Rovereto (TN)

NUMBER OF EMPLOYEES:

4 associates + 1 employee

2017 TURNOVER:

120.000 €

MARKET:

International (potentially global market but we sold just in some EU countries: Switzerland, Spain, Italy, Germany)

SECTOR:

lot, Digital Manufacturing

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

1. Teleservice application integrated with LMS, applicable with smartglasses and any Android device
2. Hologram Projector QuVi for technology display
3. Contents production related to the above mentioned technologies

FUTURE EXPECTATIONS AND OBJECTIVES:

Market expansion (we need an investor)

MAIN CLIENTS:

Companies involved in industrial automation

REGISTERED INTELLECTUAL PROPERTY (IP)

The design of our hologram projector QuVi

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

We finished our preseries (product are real, and with first sales done), we need investments to push marketing and further development.

ESTABLISHING DATE:

2014

HEADQUARTERS:

Via F. T. Marinetti 221A - Roma

MARKET:

International (OMICAFARM is a scalable solution applicable to European and extra-European market)

SECTOR:

Agri-Tech.

OMICAFARM is a technology platform developed with an “open” approach with respect to technologies needed to implement Precision Agriculture (i.e.: Internet of Things, Satellite Remote Sensing, ICT, Cloud Computing)

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

OMICA is an innovative startup founded by experts in the Space & Defence sector with the mission to develop high-tech products and services based on innovative technologies: Internet of Things, Remote Sensing and Cloud Computing. With this approach, OMICA is developing and commercializing OMICAFARM®, a technology platform or Precision Farming able to collect and analyse data from different sources (smart sensors, satellites, drones) providing a Georeferenced Decision Support System able to increase the profitability of farmers. Thanks to OMICAFARM®, growers can monitor in real time agro-environmental parameters, check their spatial variability during the season and take the best decision at the right time.

FUTURE EXPECTATIONS AND OBJECTIVES:

OMICAFARM® is a modular and scalable solution that can be applied both to arable crops (e.g. corn, wheat, rice) and permanent crops (e.g. vineyards, orchards) worldwide. The first objective is to validate the business model over a national and European scale demonstrating the economical sustainability of the business and the feasibility of a scale up over international markets. In this context, OMICA is already active participating to the European Programme “Low Carbon Business Action in Brazil” focused on development of low carbon technologies (Precision Agriculture in our case) in the Brazilian market.

MAIN CLIENTS:

utilized agricultural area greater than 10 hectares), to consortium, co-operatives and farmers association which are evolving towards Precision Farming.

REGISTERED INTELLECTUAL PROPERTY (IP)

OMICAFARM® is a trade mark registered since 2015

SOUGHT INVESTOR

Financial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

Funds are requested in three different stage to achieve following objectives over a three years plan: - 1st round (0.5 Meuro): Validation of Business Model on Reference Market - 2nd round (1.0 Meuro): Consolidated Revenue Generation - 3rd round (1.5 Meuro): Profitability over international markets

ESTABLISHING DATE:

13/02/2007

HEADQUARTERS:

Via Lancia 62 – 10141 Torino

NUMBER OF EMPLOYEES:

9

2017 TURNOVER:

1.100.000 €

MARKET:

International (Mainly Europe - USA - Canada - Japan)

SECTOR:

Health - Research

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

The firm OT Bioelettronica was established in February 2007. It is located in Turin, its specific activity is related to Research & Development in electronic field.

OT Bioelettronica company has a detailed specialization in small series development and production related to biomedical equipments (detection of bioelectrical signals with high specialization in multichannel EMG detection). The property described before born thanks to the experience and competence of its designers, that for several years operated in the international research field and made several publications.

OT Bioelettronica customers are mainly Universities and Research Centers of the world.

OT Bioelettronica company works also in the industrial electronic design that include different sector like automotive and home care, the main topics of our company is to transform the customer ideas in commercial products.

(also single product development).

FUTURE EXPECTATIONS AND OBJECTIVES:

Increase the market in new countries like Russia- Arabic area and Australia

REGISTERED INTELLECTUAL PROPERTY (IP)

Our company devices are used in many research protocol in the best research labs in the world that work on neuromuscular system. So many papers referred to our devices. More thne 300 papers has been done with our device we listed here only two with high iompect facto really new:

“Man/machine interface based on the disharge timings of spinal motor neurons after targeted muscle reinnervation”, 2017 NATURE BIOMEDICAL ENGINEERING

“Increased HCN channel driven inward rectification in benign cramp fasciculation syndrome” 2015 BRAIN

SOUGHT INVESTOR

Financial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

We are looking for new investor that would like to invest in our company for its grow (in management, production and quality certifications) or that believe only in one of our products.

ADDITIONAL PROPOSALS AND SUGGESTIONS

One of our devices called bruxoff www.bruxoff.com looks to be introduced in the international market.

ESTABLISHING DATE:

Febbruay the 1st 2012

HEADQUARTERS:

Via Sommacampagna 63/h 37069 Verona

NUMBER OF EMPLOYEES:

3

MARKET:

International (Germany, Israel, Abu Dhabi, Swiss)

SECTOR:

GreenTech, Aerospace

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Revolutionary engines destined to change the face of aviation and multiplying the opportunities. The company's core business is developing diesel engines that are adapted to the specific use for general aviation and ultralight aircraft, and which are then assembled with innovative electric motors creating advanced hybrid propulsion systems.

FUTURE EXPECTATIONS AND OBJECTIVES:

The next step for P2M is to get the EASA certification for the diesel-hybrid system, which will open up new and interesting market prospects.

MAIN CLIENTS:

The P2M project targets a global market, ranging from manufacturers to private pilots, both in Europe and in the rest of the world, for ultralight aircraft and airplanes for both corporate and commercial use, as well as for the replacement of standard engines or the development of new models of helicopters and aircraft. The company has already raised the interest of several companies and is considering partnerships for the research & development of innovative solutions.

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

P2M is currently raising Series A Financing whereby we seek to raise €2 Million in financing.

P2M's existing investors will participate in the financing and we also have access to government grants.

ESTABLISHING DATE:

2008

HEADQUARTERS:

Via Principe Tommaso 36, 10125 Torino

NUMBER OF EMPLOYEES:

15

2017 TURNOVER:

150k€

MARKET:

Domestic, International

SECTOR:

Plastic manufactory

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

We operate in the plastic manufactory by means of 3D FDM printing technology

Politronica Inkjet Printing

// COMPANY PROFILE

FUTURE EXPECTATIONS AND OBJECTIVES:

growth of our printing network from 35 to 1000 printing centers by 2020, all over the Europe

MAIN CLIENTS:

large companies operating in the electronics sector, startups, professional customers.

SOUGHT INVESTOR

Financial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

ESTABLISHING DATE:

1863

HEADQUARTERS:

Piazza Leonardo 32, Milano 20133

MARKET:

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

SECTOR:

Life Science GreenTech Ict, Tlc Iot, Digital Manufacturing, Aerospace

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Established in 1863, Politecnico di Milano is one of the most outstanding technical universities in Europe, and it is the largest and first school in Engineering, Architecture and Industrial Design in Italy. Politecnico di Milano is organized in 12 Departments and in a network of 4 Schools of Engineering, Architecture and Industrial Design; and consists of 7 Campuses with a central administration and management. Schools take care of education, whereas Departments are devoted to research. Politecnico di Milano offers innovative programmes at all academic levels, attracting an ever-increasing number of talented foreign students.

POLITECNICO DI MILANO WILL PRESENTS THE FOLLOWING PROJECTS:

AEROSPACE AND GREEN TECH

1. PhononicVibes : The increased demand for transportation (by cars and rails), especially in urban areas, has significant implications in terms of increased vibration, causing: a. structural damage to buildings and cultural heritage; b. increased noises and relative lowering of the quality of life in the living environment. To address the problem, a group of researchers from the Department of Civil and Environmental Engineering who developed Phononic Vibes: a new technology able to limit the propagation of vibrations, both elastic and acoustic, generated by traffic, machinery and industrial plants.

Type of investment/partnership sought: We are looking for either financial and industrial partners, railway and aerospace sector, to develop the technology further and get it ready for the market. We seek an initial investment of 100K€ for field tests and industrialization. It would be great to find connections with aerospace industrial players interested in solving the vibro-acoustic problem.

LIFE SCIENCE

2. Mag Shell : Mag Shell is a prospective new start-up of the Politecnico di Milano in the ophthalmological field for the treatment of degenerative diseases of the macula, avoiding risks and complications associated to the current clinical practice. Its ultimate purpose concerns the development of a medical device in Health & Wellness field for the treatment of chronic macular diseases.

The idea proposed by Mag Shell aims at an intraocular and bioresorbable device, able to release pre-set amounts of drug, at specific time steps.

Type of investment/partnership sought: The current team is working on the foundation of the start-up “Mag Shell” and it’s composed by Marco Ferroni (PhD student at Polimi), Federica Boschetti (Associate Professor at Polimi) and Matteo Giuseppe Cereda (MD, ophthalmologist, freelance). The team has already patented the novelty of its research and is highly and strongly convinced to found a start-up in the short term. We are looking for either financial or industrial partners, and we seek an initial investment of 50-100K€ Startup establishment and proof of concept in-vitro tests.

3. MOAB

An accessible Device to Test Drugs on Cells & Tissues which consists in an innovative modular perfused bioreactor, developed for long-term cultivation of cells, tissue constructs, ex-vivo tissues and human organotypic models. The MOAB design is optimised for fabrication in series with low-cost injection moulding and assembly techniques; it can be sterilised and commercialised as an affordable, disposable device. The first MOAB prototypes have already been used and tested in relevant environment: a) In Cancer Research by the Columbia University for testing of chemotherapy drugs on metastatic tissue. b) for Neuro Degenerative diseases by Mrio Negri Institute, for Mesenchymal stem cell therapy for Parkinson's c) for Neuromuscular diseases by Fondazione IRCCS CA'GRANDA, for Gene therapy for Dystrophy d) for Toxicity of nanoparticles by UIC department of bioengineering, for Particulate released by orthopedic biomaterials The end user of MOAB technology are Pharma Companies, Contract Research organizations, Research Centers and Hospitals.

Type of investment/partnership sought: The team has already patented the technology and is now looking for either financial or industrial partners, to invest 300k€ in the product industrialization and commercialization.

GREEN TECH AND IoT

4. Dirty Sensing

A network of innovative patented sensors for the measurement of fouling and deposits in pipes and tanks, consisting of high precision and reliable interdigitated microelectrodes. The formation of inorganic deposits and bacterial biofilms in water distribution systems has a double relevance: the reduction of the internal diameter of the tube and the continuous release in water of microorganisms, some of which are potentially pathogenic. Dirty Sensing address these problems by monitoring the thickness of the deposit layer, and at the same time, discriminating between its inorganic or biological nature.

Type of investment/partnership sought: The team has already patented the technology and is now looking for either financial or industrial partners, to invest in field tests and industrialization.

IoT AND DIGITAL MAUFACTURING

5. MOI

MOI is a design, engineering and production on-demand service for small series and tailor made, high performances objects. MOI uses a property additive manufacturing technology capable to 3D print high performances thermosetting composites parts combining robotics intelligence with digital fabrication. The key factors of MOI's technology, in the production of not only prototypes, but employable parts, especially in small series or tailor made objects, are: a) Continuous fiber composite materials. Using our technology it is possible to change the fiber direction in accurate way creating smart customizable products and structures hitherto unobtainable, very interesting for application fields where high performance and lightweight products are required. b) The absence of any mold. That cuts the costs and removes the break-even point for numbers of produced parts that now can be different from each other, opening the way for tailor made objects. c) Scalable and customizable process.

Type of investment/partnership sought: The team has already patented the technology and has recently established a start-up. We are looking for either financial or industrial partners, and we seek an initial investment of 300K-5M€ based on machine size, to set-up the industrial equipment needed to launch the Startup.

6. HYPNOSIS

In the panorama of contemporary architecture, the creation of unique and personalized architectural elements is increasingly required to meet the geometric complexities of new expressive languages. Hypnosis, a technology patented by the Politecnico di Milano, fits in this context with an innovative and advanced method for the rapid manufacture of elements for hi-tech architectural coatings. This method is based on a production process that combines the robotic cut of polystyrene through hot tools with thermoforming techniques, allowing the creation of moulds for the production of architectural elements with complex geometries at advantageous costs compared to traditional methods. Thanks to this production method, it is possible to manage the continuous and systematic variation of the elements and implement the so-called mass-customization process of the components for architecture and design.

Type of investment/partnership sought: The team has already patented the technology and is now looking for either financial or industrial partners, to invest in the technology industrialization and commercialization.

FUTURE EXPECTATIONS AND OBJECTIVES:

The valorisation and exploitation of the research results, it is done , not only by granting licenses to third parties, but also in other different ways, ranging from the direct relationships with companies and investors, to the promotion of technologies through new communication channels (www.polilink.polimi.it) and the creation of new companies. This approach led to the valorisation of about 50% of patents in the portfolio and the establishment of 48 spin-off companies.

MAIN CLIENTS:

Industrial

REGISTERED INTELLECTUAL PROPERTY (IP)

Politecnico di Milano has achieved important results in terms of both management of intellectual property, with a portfolio of over 1600 patents and 48 companies spin-off activated. 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.

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

By taking part at the Investment Showcase 2018, the Technology Transfer Office of Politecnico di Milano will give an overview on the Intellectual Property portfolio, licensing activities and innovation potential of the University. We will highlight Politecnico competitive technologies and research that could be of value for investors and strategic partnerships.

ESTABLISHING DATE:

3.08.2005

HEADQUARTERS:

via di Vannina n.88, Roma

NUMBER OF EMPLOYEES:

12

2017 TURNOVER:

940.000 €

MARKET:

Domestic, International (EU and non EU)

SECTOR:

GreenTech

Renewable energy exploitation

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Company is active in the field of green technology and renewable energy exploitation. Particular effort was dedicated to the field of waste conversion for green chemical production. On this regard innovative process schemes for waste conversion (RDF/plastic waste) into valuable green product such methanol, ethanol, hydrogen and bio-methane were developed. Through a high temperature gasification technology a high calorific syngas suitable for chemical synthesis is produced from waste.

The latter is a real example of circular economy allowing also for a sustainable waste management system with a consistent reduction of carbon dioxide emission.

Technical and economic feasibility has been widely investigated. Considering the negative cost paid for waste management, the resulting cost of production for green chemicals (methanol/ethanol, hydrogen, methane) is very attractive and competitive with the market price thus resulting in reasonable return of investment.

Processi Innovativi

// COMPANY PROFILE

FUTURE EXPECTATIONS AND OBJECTIVES:

Find industrial/financial partner interested in investing on this technology.

MAIN CLIENTS:

Private company working in the field of green technology
Research center interest in developing new technology

REGISTERED INTELLECTUAL PROPERTY (IP)

4 patent application around the process scheme for waste (RDF) gasification and consequent synthesis of green chemicals (ammonia/urea/H₂)

SOUGHT INVESTOR

Financial, Industrial, Partners for Research&Development Project

RANGE OF REQUESTED INVESTMENT

- From 1 to 5 € million
- From 5 to 10 € million
- Over

SPECIFIC REQUEST TO INVESTORS

Range of requested investment depends from selected product in terms of green chemicals and plant capacity.

ADDITIONAL PROPOSALS AND SUGGESTIONS

The main objective is to find investors otherwise an industrial partnership interested in realizing a plant based on this technology. Considering concern for the growing production of municipal solid waste as well as the criticism related to plastic waste management, the proposed technology is a feasible solution from technical and environmental point of view.

ESTABLISHING DATE:

26-04-14

HEADQUARTERS:

Via Carducci, 12 – 20123 Milano

NUMBER OF EMPLOYEES:

6

2017 TURNOVER:

190.000 €

MARKET:

Domestic, International

SECTOR:

AUTOMOTIVE – ELECTRIC MOBILITY AND DIGITAL PROMOTION

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

A platform that allows interoperable charging services for electric services. We are the sole provider of charging services in Turin, enabling proximity marketing, completely interoperable with European partners. Our total network is about 150 charging points in Italy.

FUTURE EXPECTATIONS AND OBJECTIVES:

Be one of the main European platform for customer experience and promotion of territories related to electric mobility

MAIN CLIENTS:

Public Administration
Hospitality Businesses
Energy Vendors
Final EV Customers

REGISTERED INTELLECTUAL PROPERTY (IP)

Trademarks registered
European patent pending on Charging device
Italian patent pending on Charging station and App for Light vehicles

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

ESTABLISHING DATE:

20/12/2013

HEADQUARTERS:

STRADA DELLO STABILIMENTO 1, NARNI (TR)

NUMBER OF EMPLOYEES:

8

2017 TURNOVER:

365.000 €

MARKET:

Domestic

SECTOR:

Aerospace

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

SKYROBOTIC IS ACTIVE IN THE PRODUCTION OF ROTARY-WING DRO-
NES OF A WEIGHT UNDER 5 KG, WITH A CONSTANT FOCUS ON INNO-
VATION. WE TAKE CARE OF THE WHOLE INDUSTRIAL CHAIN, FROM
DESIGN TO SYSTEM INTEGRATION, RIGHT THROUGH TO PRODUCTION
OF TURNKEY PLATFORMS FOR REMOTE SENSING OF PROXIMITY THAT
ARE ROBUST, PRACTICAL AND EFFECTIVE.

FUTURE EXPECTATIONS AND OBJECTIVES:

THE COMPANY AIMS TO ACHIEVE A LEADERSHIP IN THE FIELD OF CIVIL DRONES FOR COMMERCIAL AND PUBLIC USE IN ITALY, WITH THE EXPECTATION TO EXPAND ITS ACTIVITY IN EUROPE AND AROUND THE WORLD.

MAIN CLIENTS:

VITROCISSET S.P.A. LEONARDO S.P.A. ITALIAN PUBLIC FORCES PRIVATE DRONE SERVICE OPERATORS

REGISTERED INTELLECTUAL PROPERTY (IP)

SKYROBOTIC LOGO

SOUGHT INVESTOR

Financial, Industrial, International

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

WE ARE LOOKING FOR PARTNERS WITH A STRUCTURED NETWORK OF RELATION TO COOPERATE IN THE DEVELOPMENT OF A EUROPEAN AND GLOBAL BUSINESS.

ADDITIONAL PROPOSALS AND SUGGESTIONS

TO A NEW PARTNER, WE CAN OFFER THE ENTRANCE IN AN INNOVATIVE MARKET WITH HIGH MARGIN OF GROWTH AND THE CHANCE TO DIVERSIFY ITS PORTFOLIO OF INVESTMENT ALSO IN GEOGRAPHICAL WAY.

ESTABLISHING DATE:

2013

HEADQUARTERS:

Via Einstein, 6 – Faenza 48018 (RA)

NUMBER OF EMPLOYEES:

3

2017 TURNOVER:

100,000 €

MARKET:

Domestic, International (Europa & UK)

SECTOR:

GreenTech, IoT, Digital Manufacturing, Digital Energy, Energy Efficiency, Big Data, Smart Grid & Mobility.

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Smart Domotics designs, develops and commercializes Smart-Dom: a made in Italy solutions 4.0 targeting Energy and Process Efficiency market. Our solution is based on hardware and software. Hardware is a commodity; flexible, scalable, completed, very cheap, installable without interruption in the electrical panel or in an external panel, in all buildings, retrofit or ex-novo. With hardware we monitor consumption (single and total), environmental factors; we take all data; and we can make automation. Software is a web-based platform, customizable, for energy and process efficiency. Our platform is open; it can take data from other devices (PLC, SCADA, BMS already installed), or from ERP, MES, OEE.

Smart Domotics

// COMPANY PROFILE

FUTURE EXPECTATIONS AND OBJECTIVES:

In Italy, our market is about 10,000,000 installations. Horeca, GDO, banks, retail, offices, but also PMI and industry. Revenue 2017: 100,000€. Our target is ebitda 100,000 in 2018, and ebitda 1,500,000 in 3 years. Our market is energy efficiency, big data, process efficiency, industry 4.0, smart grid, smart mobility, smart cities.

MAIN CLIENTS:

banks, energy provider, hotels, GDO, moda(BCC , Ali Energia, Hotel Baglioni, Max Mara, Coop Reno)

REGISTERED INTELLECTUAL PROPERTY (IP)

Software, Patent, Siae.

SOUGHT INVESTOR

Industrial, Partners: utilities and energy provider

SPECIFIC REQUEST TO INVESTORS

We are looking for partners:

–technology for bundle (elevator, led, heat pump, electric charge, electrical panels)–commercial partner (distributors, big installers)–utilities (our solution rent in bills)–energy providers–insurance (box for predictive insurance for buildings)–telecom (box)

ADDITIONAL PROPOSALS AND SUGGESTIONS

We are profitable from 2016, and we are the most awarded clean tech start up (Unicredit, BMW, Aruba, Marzotto-IngDan) . We are overfunded in crowd-funding in 2 weeks in febr. 2018(CrowdFundMe), we have cloud & software strong partner (Onit), and we are looking for partner to scale. Our solutions isn't a tech. disruptive solution, but a market disruptive solution: completed, low cost, flexible, scalable, easy to install & use.

ESTABLISHING DATE:

14/07/2006

HEADQUARTERS:

POMIGLIANO D'ARCO (NA)

NUMBER OF EMPLOYEES:

82

2017 TURNOVER:

4.382.656,85 €

MARKET:

Domestic, International (Brasil, Germany, Slovak)

SECTOR:

lot, Digital Manufacturing, Automotive

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

SSM is strongly committed to integrating product development related to phases in the development of simulation skills and optimization of production processes. In defining the new developed methodologies, in Digital Factory/Virtual Manufacturing, the following skills have been developed:

- Virtual Assembly simulations, in 3D, and Definition of the assembly macroscopic, equipment and time;
- Process Definition and line Dimensioning
- Ergonomic checks and macro-cycle in virtual environment 3D
- Workplace/postural definition (Golden Zone)
- Definition and dimensioning of the process (layouts, stations, equipment, etc.)
- 3D Construction of a virtual line and kinematic process simulations and SOP extraction

FUTURE EXPECTATIONS AND OBJECTIVES:

Our future expectations are focused on the development of new manufacturing solution:

- SW platform to build an automatic 3D process line. The software can predict the cost of the solutions and automatically create the list of components
- SW and HW platform to develop new functionalities concerning the smart and automated process quality monitoring

MAIN CLIENTS:

FCA, CNH, Electrolux, UFI Filters, Brembo, E&Y

SOUGHT INVESTOR

Financial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

Financing for the development of two suites about:

- SW platform to build an automatic 3D process line
- SW and HW platform to automated process quality monitoring

ESTABLISHING DATE:

2008

HEADQUARTERS:

loc. baraggino snc, Chivasso (TO)

NUMBER OF EMPLOYEES:

5

2017 TURNOVER:

400 K€

MARKET:

International (EU, Australia, USA, Canada)

SECTOR:

IoT for Agri-food

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

We identified a market opportunity that is represented by the need to execute portable, reliable and rapid tests of Aflatoxin M1 in milk, even by not-technician people. Aflatoxin M1(AM1) is an hepatotoxic and carcinogenic molecule in human. For this reason it is very important to check the presence of AM1 in milk below the law limit.

FUTURE EXPECTATIONS AND OBJECTIVES:

Our aim is to achieve a predominant position in the market of agri-food field test for quality and safety control. The platform created could be then implemented for other applications like Antibiotics in milk, Aflatoxin B1 in cereals and Ochratoxin A in coffee.

MAIN CLIENTS:

diary companies, farmers, food safety institution and laboratories.

An easy to use, reliable and portable device able to detect the presence of aflatoxin M1 in milk is today missing. For these reasons our aim is to give an instrument able to satisfy this need and detect the presence of Aflatoxin M1 in samples of raw milk anywhere is needed and even by unskilled people.

REGISTERED INTELLECTUAL PROPERTY (IP)

Italian patent application: nr.102017000083692

PCT extension: N. PCT/IB2017/054437

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

We are seeking a first investment of 500 k€ in order to complete the engineering phase and a second investment of 1M€ in order to complete the industrialization phase and start the commercialization.

ADDITIONAL PROPOSALS AND SUGGESTIONS

This product is a diagnostic platform that, in the future, can be applied also to Veterinary and Human Healthcare markets to measure biomarkers and pathogens.

ESTABLISHING DATE:

21/09/2013

HEADQUARTERS:

Via Antonio Gramsci, 20, 42020 San Polo d'Enza (RE)

NUMBER OF EMPLOYEES:

6

MARKET:

Domestic

SECTOR:

GreenTech (Sustainable Mobility)

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

UP2GO is a start-up offering solutions for sustainable mobility. The product is a carpooling platform to share rides, on short and medium routes, between people belonging to the same Community (Companies, Public Administration and Associations).

The mission is to support the transition to green mobility with a new cultural approach. While preserving a simple, safe and pleasant way of travelling, carpooling is a way to improve environmental and economic sustainability of transportation.

FUTURE EXPECTATIONS AND OBJECTIVES:

UP2GO has 9 active customers and a solid pipeline with around 15 potential clients with an high % of redemption in the first half of 2018.

MAIN CLIENTS:

UP2GO target clients are the Communities: Corporates, PA and Associations.

REGISTERED INTELLECTUAL PROPERTY (IP)

Registration of name and logo at the MISE Patent and Trademark Office:

name: n. registration 0001618871 of 12/01/2015

logo: n. registration 0001618872 of 12/01/2015

SOUGHT INVESTOR

Financial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

UP2GO is evaluating mixed sources of funding including professional investors, equity crowdfunding campaigns and government funds.

ESTABLISHING DATE:

2014

HEADQUARTERS:

Via Colonnello Costadura, 29 - Lecce

NUMBER OF EMPLOYEES:

4

MARKET:

Domestic, International (After o pilot project in our region we plan to scale first in EU country like Germany, France, Spain or UK)

SECTOR:

GreenTech, Ict, Tlc, Automotive and smart mobility

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Zemove is a mobility ecosystem of shared and connected vehicles.

The “Zemovers”, registered users on the platform, will be able to choose the optimal transportation solution based on the destination to be reached, in order to save money, socialize and have fun. The service is offered by our partners to whom we give brand and technology, holding a license fee for the use and revenue shares. Our technology enables significant operating cost reduction for our partners through big data management and predictive analysis. Moreover our customer, choosing between several solutions like bike-sharing, bus, car-sharing and so on, will reduce carbon footprint and the cost of personal urban mobility.

FUTURE EXPECTATIONS AND OBJECTIVES:

We are ready to start with some pilot cities in the South of Italy like Lecce and Bari, the main cities of our region (Apulia). Car-sharing and taxi features are ready for these cities and we are closing commercial agreements with car, taxi and other limousine services. Meanwhile we are testing the market and trying the technology on the field with a demo car in car-sharing. Last April (2017) we won “Wind Green Award” a special prize to the best sustainable Italian idea.

MAIN CLIENTS:

Our business model is a two-sided market B2B2C. We collect money from users and we transfer them towards partners that offer physical assets, keeping a percentage or applying an overcharge. As regards B2C side, our early adopters will be people that belong to Generation Y, which are tech enthusiast citizens or city users. While from a B2B point of view our first customers will be players in the transportation market like dial-a-ride service, car dealers, car rentals, other transportation service providers and new players in smart mobility market.

SOUGHT INVESTOR

Financial, Industrial

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million

SPECIFIC REQUEST TO INVESTORS

We are looking for financial partners who support us in the validation of the business model and in technological and commercial development. We also look for industrial partners interested in providing us with material assets such as cars or buses, or a transport distribution network already active in the cities and we offer our technology and digital marketing in return.

ESTABLISHING DATE:

27/02/2012

HEADQUARTERS:

VIA ALDO MORO 3/A – 13900- BIELLA

NUMBER OF EMPLOYEES:

7

MARKET:

Domestic, International (France-Netherland-Uk-Usa)

SECTOR:

Life Science, Sport Training, Rehab, Fitness

FIELD OF ACTIVITY AND TECHNOLOGIES INVOLVED:

Desmotec is a leading Italian company operating in the fields of training technologies, athletics coaching, training and rehabilitation. DESMOTEC was established on the basis of a long-lasting association between world-level trainers (mainly F.I.S.I.), professional athletes, doctors, physiotherapists and entrepreneurs who believe in the sector. The fundamental idea was to introduce to the market an element that is innovative but with strong scientific foundations, that can control the parameters of the work conducted in training, rehabilitation and prevention contexts: desmodromic technology.

FUTURE EXPECTATIONS AND OBJECTIVES:

Expand world wide distribution (reach 20m€ in 2022), Creating an innovative solution for training professional and normal people adding IoT applications.

MAIN CLIENTS:

Aspire Academy-Juventus F.C.- J-Medical Center- Tottenham F.C.- Roma F.C.- University Of Dublin- U.S.S.A. Sky Team- Lokomotiv Moscow F.C.-Spartak Moscow F.C.- PSG F.C.- Miami Dolphins- Washington Nationals-Brooklyn Nets

REGISTERED INTELLECTUAL PROPERTY (IP)

2 Patent Solutions Internationally Registered

SOUGHT INVESTOR

Financial, Industrial, Helping In World Wide Distribution Expansion Or In Software And IoT Solutions.

RANGE OF REQUESTED INVESTMENT

From 1 to 5 € million