Start-Up Initiative - Industrial Cleantech

Frankfurt am Main, May 15 2012

Start-Up Initiative – Industrial Cleantech Investor Arena Meeting

Who

INTESA 🏛 **SANPAOLO**

in collaboration with

GERMANY TRADE & INVEST

When

Tuesday, May 15 2012

Where

Intesa Sanpaolo Frankfurt Branch
Garden Tower
Neue Mainzer Str. 46-50
Frankfurt am Main

RSVP

startup@intesasanpaolo.com

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START
UP
INITIATIVE

Agenda

08.30	**Registration**
09.00	**Welcome speeches**
09.30	**Introduction to the Investor Arena Meeting**
09.45	**Company pitches**
10.45	Recap & discussion
11.15	**Coffee break**
11.30	**Company pitches**
12.30	Recap & discussion
13.00	**Lunch & Networking**

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The Intesa Sanpaolo group at a glance

Leading Banking Group in Italy and one of the top banks in Europe

The Group ranks first in Serbia, second in Croatia and Slovakia, third in Albania, fifth in Egypt and Hungary, sixth in Bosnia and Herzegovina and eighth in Slovenia

11 million customers in Italy through 5,426 branches in Italy

Market Capitalization 24 bn ranking 6th in Eurozone (31/01/2012)

Strategic Operations in Central European market. The bank serves 8.3 million customers through over 1,706 branches

Total assets of €667bn, customers loans of € 381bn and customers deposits of € 395bn
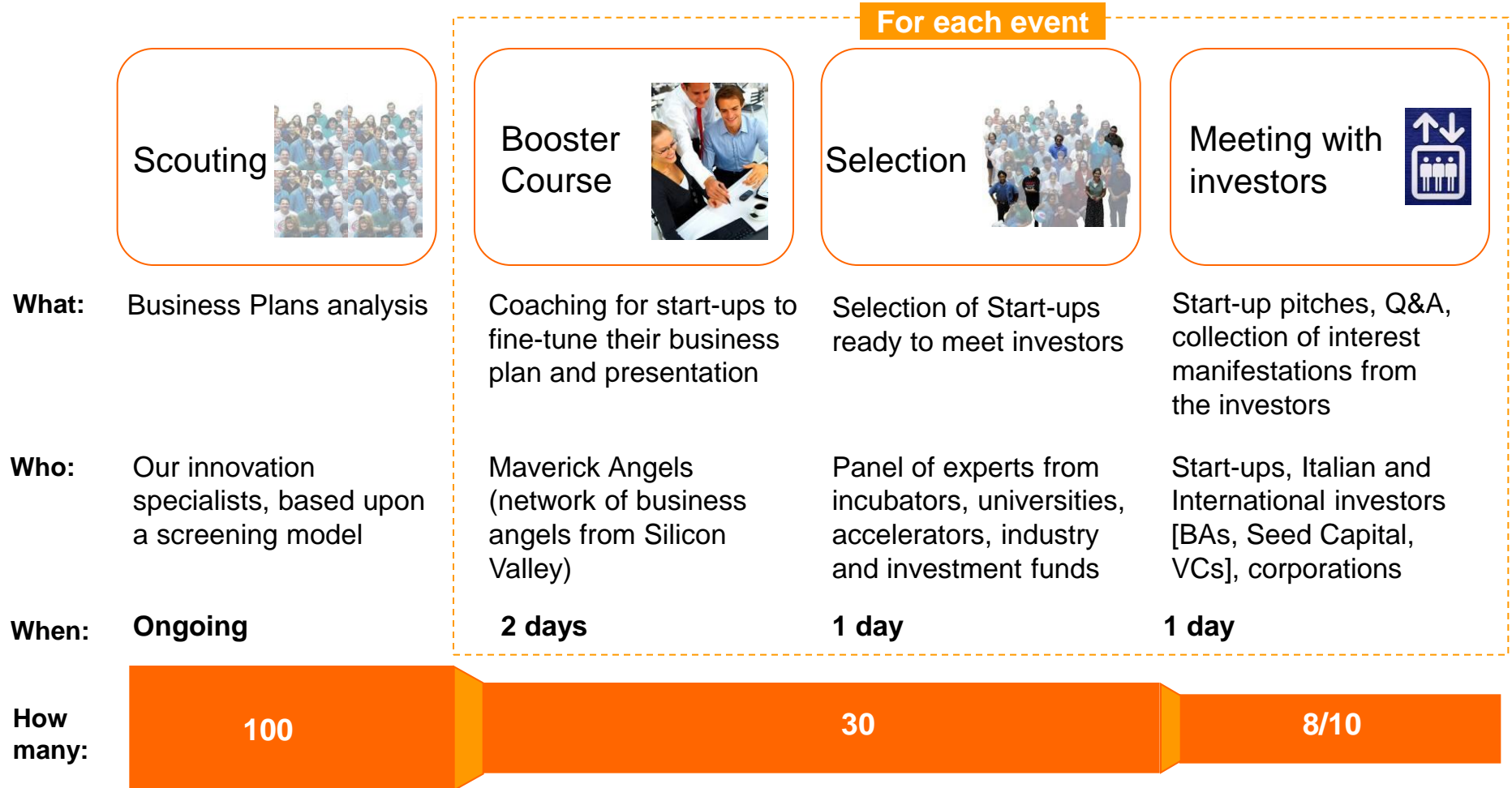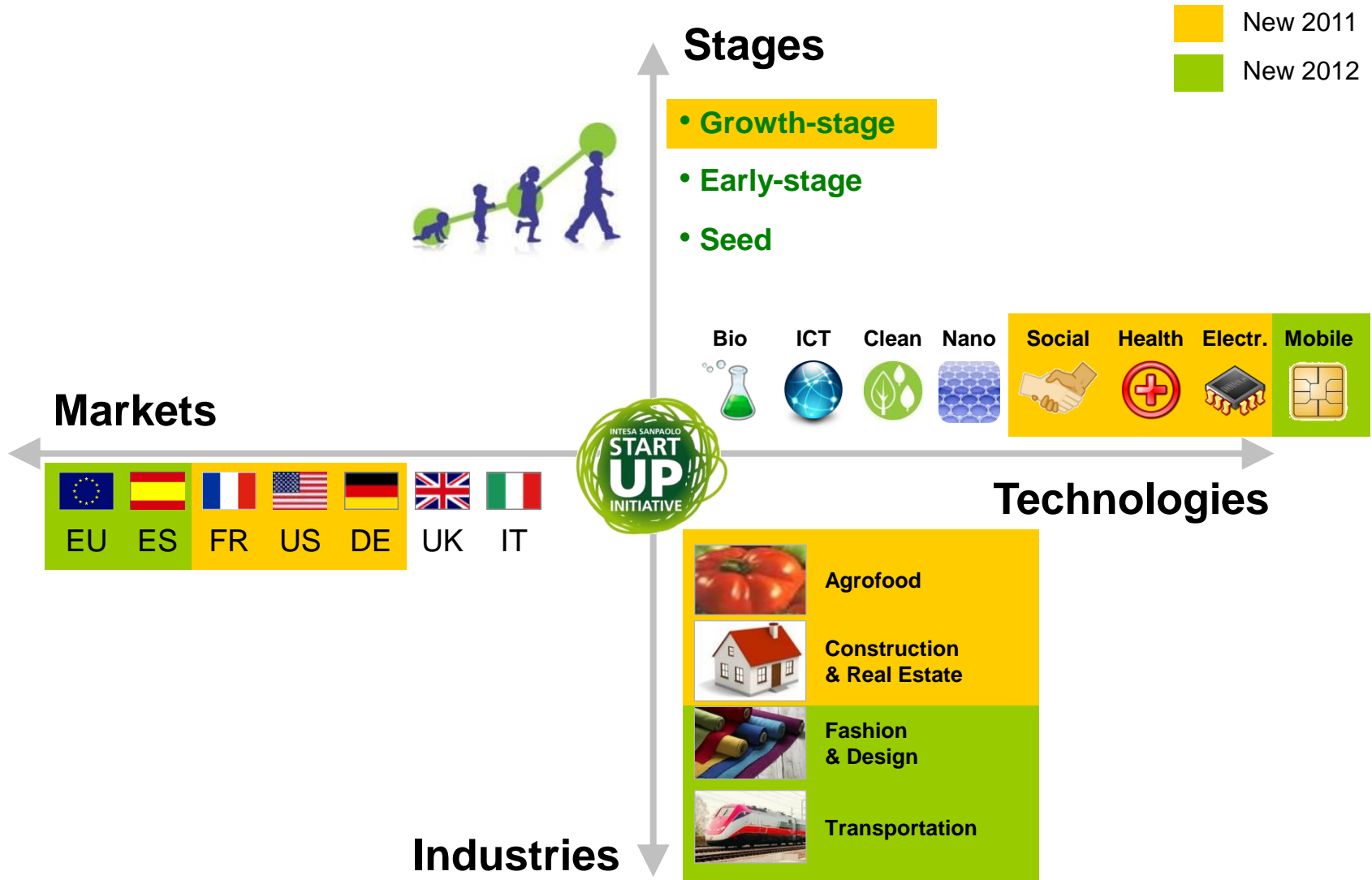
Figures as at 30/09/2011

The Start-Up Initiative process

An end-to end platform for start-ups aiming at facilitating both equity financing and business relationships. The start-ups receive training, go through a selection and meet equity investors.

For each event

	Scouting	Booster Course	Selection	Meeting with investors
What:	Business Plans analysis	Coaching for start-ups to fine-tune their business plan and presentation	Selection of Start-ups ready to meet investors	Start-up pitches, Q&A, collection of interest manifestations from the investors
Who:	Our innovation specialists, based upon a screening model	Maverick Angels (network of business angels from Silicon Valley)	Panel of experts from incubators, universities, accelerators, industry and investment funds	Start-ups, Italian and International investors [BAs, Seed Capital, VCs], corporations
When:	**Ongoing**	**2 days**	**1 day**	**1 day**
How many:	**100**	**30**		**8/10**

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Key development directions

Stages

- **Growth-stage**
- **Early-stage**
- **Seed**

New 2011
New 2012

Markets

Bio   ICT   Clean   Nano   Social   Health   Electr.   Mobile

EU   ES   FR   US   DE   UK   IT

Technologies

Agrofood

Construction & Real Estate

Fashion & Design

Transportation

Industries

START UP INITIATIVE
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Key figures

since September 2009:

18 **Italian** investment forms

14 **International** investment forums

1.000 **Screened** submissions

250 **Trained** start-ups

165 **Finalist** start-ups

2.900 Investor & corporate **attendees**

1.500 **Follow-ups** with the start-ups

TECHNOLOGIES	EDITIONS				PARTNERS
Generalist	2 🇮🇹	4 🇺🇸			ITALIAN INNOVATION DAY / Why Italy Matters to the World
Biotech	2 🇮🇹	1 🇬🇧	1 🇩🇪		BioInItaly Investment Forum by Assobiotec
Healthcare	1 🇮🇹	1 🇬🇧	1 🇩🇪		
ICT	2 🇮🇹	2 🇬🇧	1 🇩🇪	1 🇫🇷	International Venture Club
Electronics	1 🇮🇹	1 🇫🇷			
Cleantech	3 🇮🇹	1 🇬🇧	1 🇩🇪	1 🇫🇷	International Venture Club
Nanotech	2 🇮🇹	1 🇬🇧	1 🇩🇪		NANOchallenge and POLYMERchallenge
Social	2 🇮🇹				GLOBAL SOCIAL VENTURE COMPETITION
Verticals	3 🇮🇹				

40+ success cases