



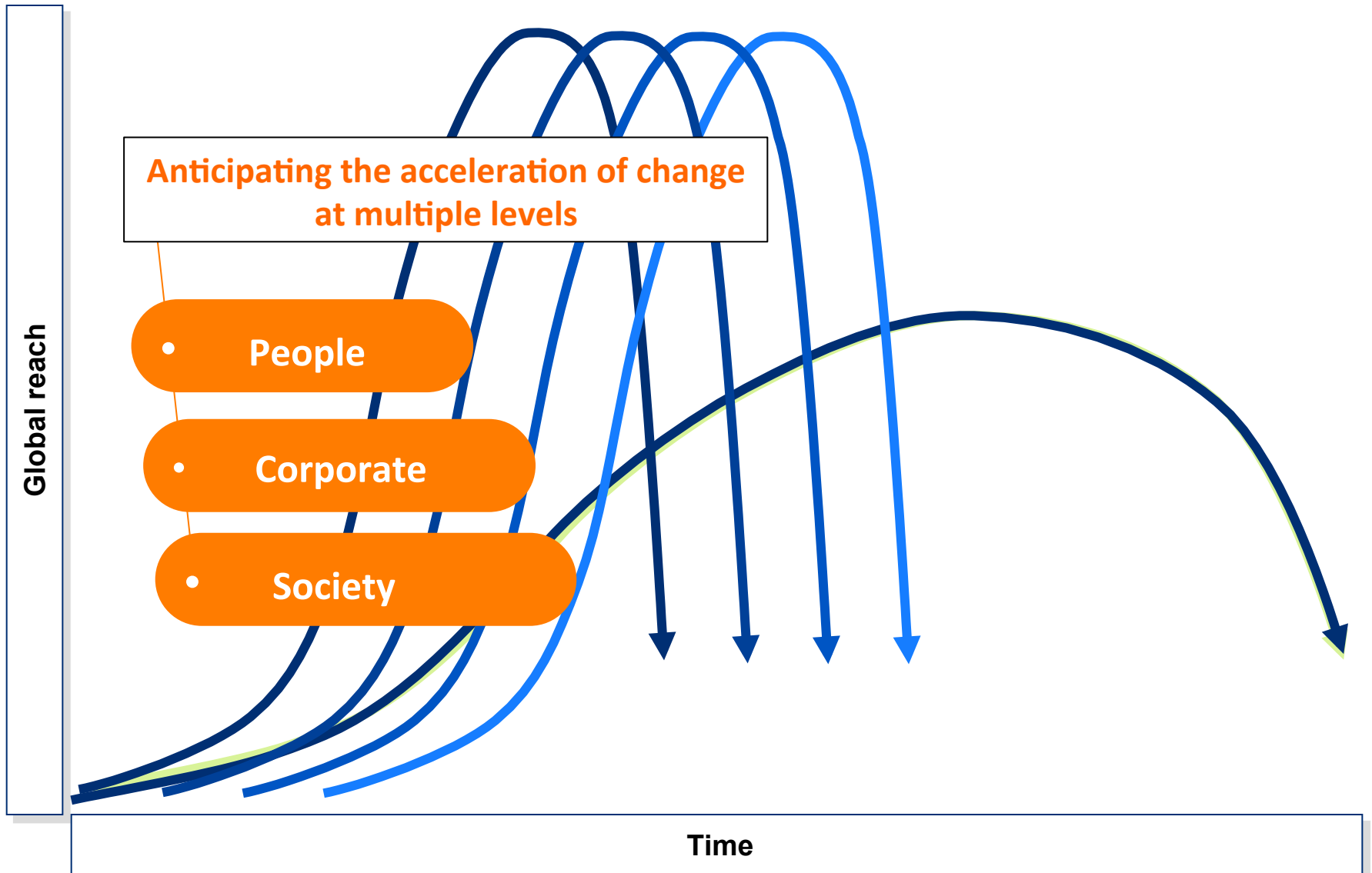
# **Innovation framework in the Italian ecosystem: the role of Intesa Sanpaolo**

**Livio Scalvini**

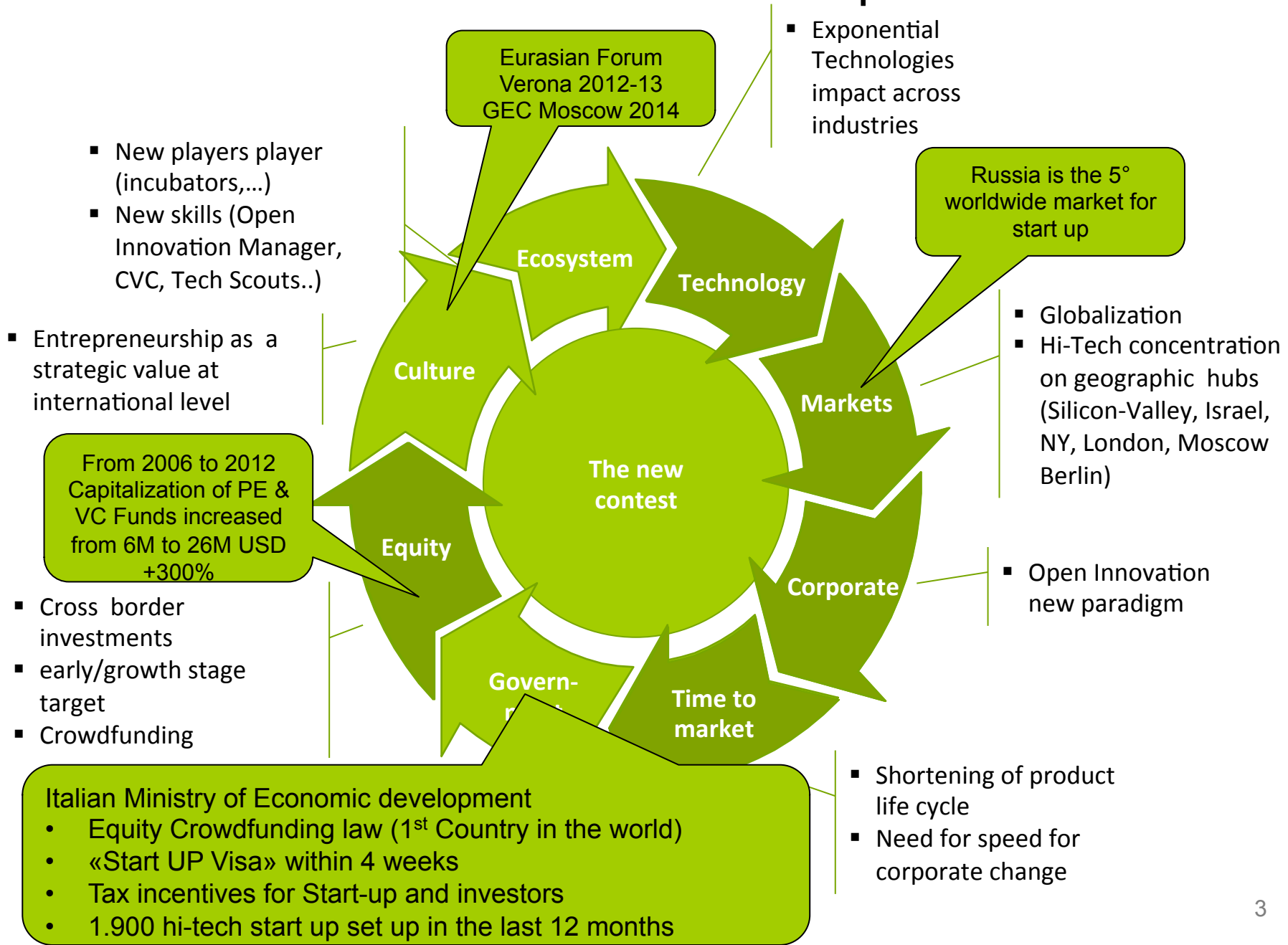
**Head of Innovation – Corporate & Investment Banking Division**

***March 27th 2014***

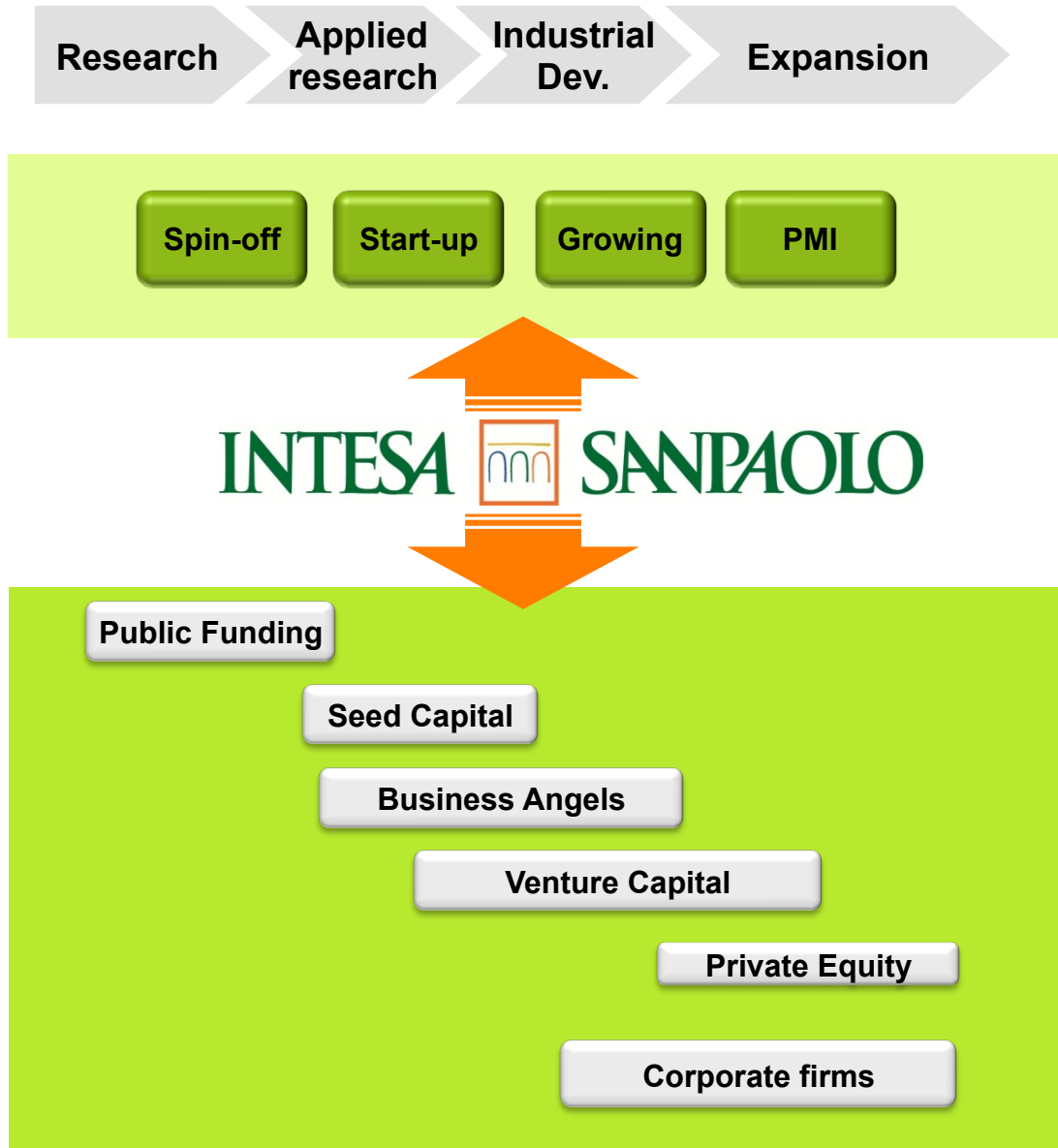
# Today's Scenario



# Scenario evolution for corporate



# Our role: Connect international actors to accelerate growth, innovation and development






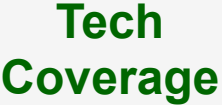
## Our Guidelines

**Accelerating hi-tech demand**

**Connecting innovation ecosystem players**

**Boosting investments offer**

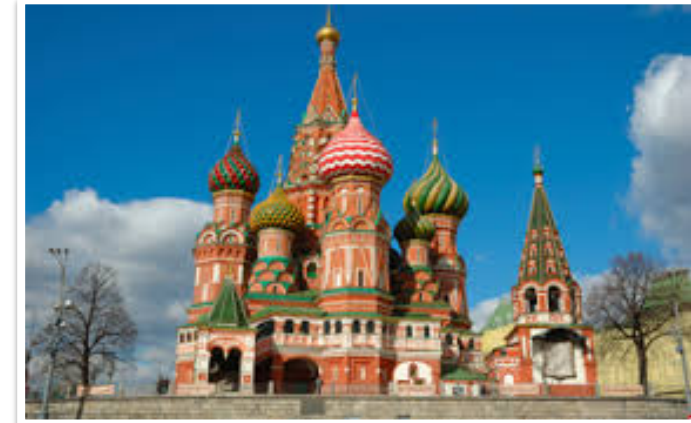
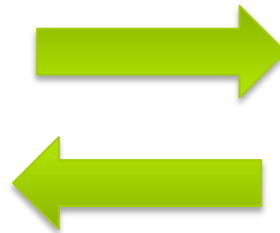
# Integrated offer innovation value chain

Goal	Offer description	Key results
<b>Acceleration innovation offer</b>	 <ul style="list-style-type: none"> <li>• Investor arena early-stage - 5 technologies</li> <li>• Tech showcase - 4 industry</li> <li>• International Roadshow - 6 markets</li> </ul>	<ul style="list-style-type: none"> <li>• <b>64</b> Arena forum i</li> <li>• <b>450</b> startup in arena</li> <li>• <b>5.000</b> attendees</li> <li>• <b>35 M€</b> funding, <b>5</b> exit</li> </ul>
<b>Start up Advisory</b>	 <ul style="list-style-type: none"> <li>• Training, coaching, moderazione SUI+CIB</li> <li>• Advisory startup: investor readiness, introductions, market access</li> <li>• Open innovation mirata per clienti e prospect</li> </ul>	<ul style="list-style-type: none"> <li>• <b>27</b> percorsi SUI</li> <li>• <b>8</b> contratti advisory</li> <li>• <b>2</b> progetti innovazione interna</li> </ul>
<b>Tech equity investment</b>	 <p>Venture Capital Funds:</p> <ul style="list-style-type: none"> <li>• Atlante Ventures</li> <li>• Atlante Ventures Mezzogiorno</li> <li>• Atlante Seed</li> </ul> <div data-bbox="1089 772 1464 905" style="border: 1px solid black; padding: 5px; margin-left: 20px;"> <p>MIR Intesa Sanpaolo – Gazprom Bank Joint Venture 300 M€</p> </div>	<ul style="list-style-type: none"> <li>• <b>60 M€</b> di AUM</li> <li>• <b>20</b> companies invested</li> <li>• <b>2</b> exit</li> </ul>
<b>Pushing innovation supply</b>	 <ul style="list-style-type: none"> <li>• Technology scouting fro corporate customer</li> <li>• Sourcing from SUI, Global VC portfolio, ...</li> <li>• Exit: deal equity &amp; non-equity</li> <li>• Cross- selling other ISP Buiness Unit</li> </ul>	<ul style="list-style-type: none"> <li>• <b>90</b> custoemrs</li> <li>• <b>2.200</b> target found</li> <li>• <b>163</b> meeting customer/ tech company</li> <li>• <b>16</b> mandate</li> </ul>

# Reinforcing relationships

What we have done:

- **Apr 2012 Joint Venture Intesa Sanpaolo-Gazprom Bank**
- **Oct 2012-13 EURASIAN FORUM Innovation Session – Verona**
- **Apr 2013 INVESTMENT FORUM at Italian Embassy – Moscow**
- **Mar 2014 GLOBAL ENTREPRENOURSHIP CONGRESS – Moscow**



- **Co-investment opportunities for Early Stage**
- **Business development origination with Corporation**
- **International expansion for Start-up and Hi-Tech SMEs**

Entrepreneurs aren't  
changing the world --  
entrepreneurs are **SAVING**  
the world

**Vivek Wadhwa**  
Singularity University