

# ***The Role of Finance investing in Nanotechnologies***

***ETP Conference 11- 12 May 2010  
Charlemagne Building - Brussels***



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***Managing Director of IntesaSanpaolo Eurodesk S.p.r.l***

# Agenda

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- **The Intesa Sanpaolo Group**
  
- **Intesa Sanpaolo's activities in supporting R&D in the field of nanotechnology:**
  - **Fondazione Filarete**
  - **IntesaSanpaolo Eurodesk S.p.r.l.**
  - **Atlante Venture**
  - **Mediocredito Italiano**
  
- **A success case**

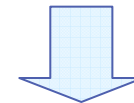
# Some figures on nanotechnology in Italy

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- ❖ 169 active entities
- ❖ 70% located in Central and Northern Italy
- ❖ 4.300 researchers
- ❖ 314 patents in 2004-2007

Fonte: AIRI Nanotech 2007

- ✓ The industrial and commercial developments of nanotechnology are still in an early and uncertain stage.
- ✓ The fact that the very early stage of technology development and validation is characterized by the highest risk of failure is certainly hampering a commercial breakthrough.
- ✓ It appears necessary to create a further dimension of cooperation among high quality scientific teams, research facilities and financial entities and infrastructures.



INTESA  SANPAOLO

# Intesa Sanpaolo

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- ❖ Intesa Sanpaolo is one of the leading banking groups in the eurozone, with a market capitalisation of 34.7 bn euro and 19.7 mln customers in Italy and abroad.
- ❖ Leader in Italy in all business areas (retail, corporate and wealth management) with a network of more than 6,000 branches.
- ❖ Strong international presence focused on Central-Eastern Europe and the Mediterranean basin, reaching 8.5 million clients in 13 countries through approximately 1,900 branches.
- ❖ Intesa Sanpaolo is strongly committed to financing research and innovation. To this end we have devised a number of different tools in support of innovative companies.

Figures as at 31 March 2010

# Fondazione Filarete

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FONDAZIONE  
FILARETE

The Filarete Foundation is a Public/Private Partnership created by the University of Milan, Cariplo Foundation and Intesa Sanpaolo with the mission of stimulating and nurturing high-tech entrepreneurial initiatives in the field of Nanotechnology, Biomedicine and Pharmacology.

The platforms will act as service facilities to develop, test and assess the feasibility of technological solutions under the management of a scientific team:

Cell Model Systems

Animal Model Systems

Genetic Engineering of Model Plant Systems and Crops

Micro and nano-fabrication

Polymer Therapeutics

Molecular and Cellular Imaging

Proteomics

Genomics & Bioinformatics

Pharmacology

# Fondazione Filarete

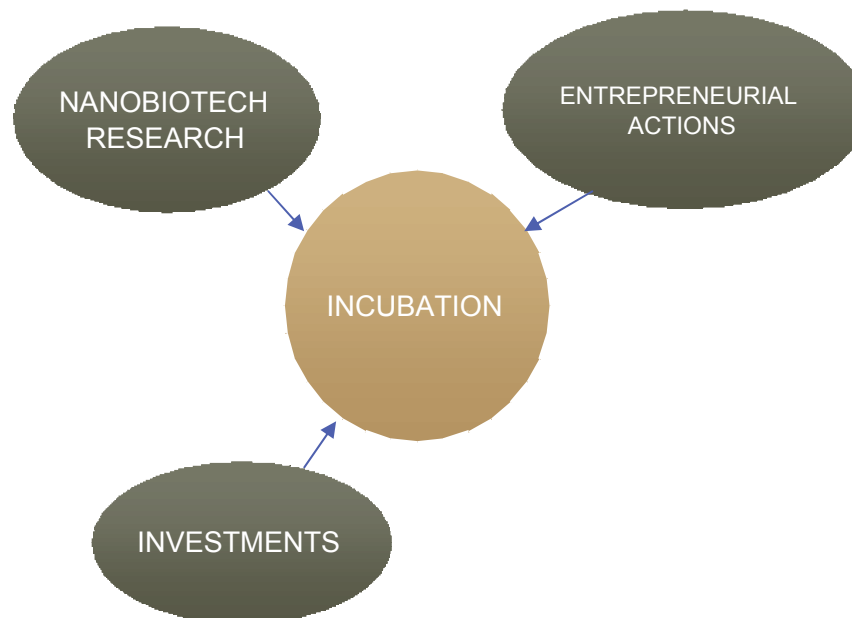


FONDAZIONE  
FILARETE

Filarete Foundation is the promoter of a Business Accelerator incorporating “state-of-the-art” scientific platforms with advanced advisory and financial structures for business incubation and technology transfer.

A new Business Accelerator model which is based on the convergence of nano, bio and IT technologies and on the convergence of resources, of investors.

The interaction with companies, is one of the main objectives of the Filarete Foundation, to create immediate access to the market for the most interesting projects and continuously generate added value.



# ***IntesaSanpaolo Eurodesk***

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Innovative solutions



**INTESA SANPAOLO  
EURODESK**

- ***IntesaSanpaolo Eurodesk (ISPE)*** was created in October 2005 by the Intesa Sanpaolo Group to facilitate clients in getting European funds for research and technological development (R&D) with a special focus on the FP7 (Seventh Framework Programme for Research and Technological Development).
- ***IntesaSanpaolo Eurodesk*** is addressed to companies willing to grow with the European Union funds and offers a wide range of services to both inform companies of the contents and the functioning of the EU Programmes and to assist them in submitting their projects.

# ***IntesaSanpaolo Eurodesk***

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**Based in Brussels, with a liaison office in Milan, IntesaSanpaolo Eurodesk (ISPE) offers institutional consultancy in building contacts with EU Institutions, in structuring European partnerships and in monitoring business opportunities stemming from EU Programmes.**



## **Added value:**

**By working with ISPE, companies can also take advantage of the large range of banking and financial services offered by the Intesa Sanpaolo Group to support their R&D investments.**

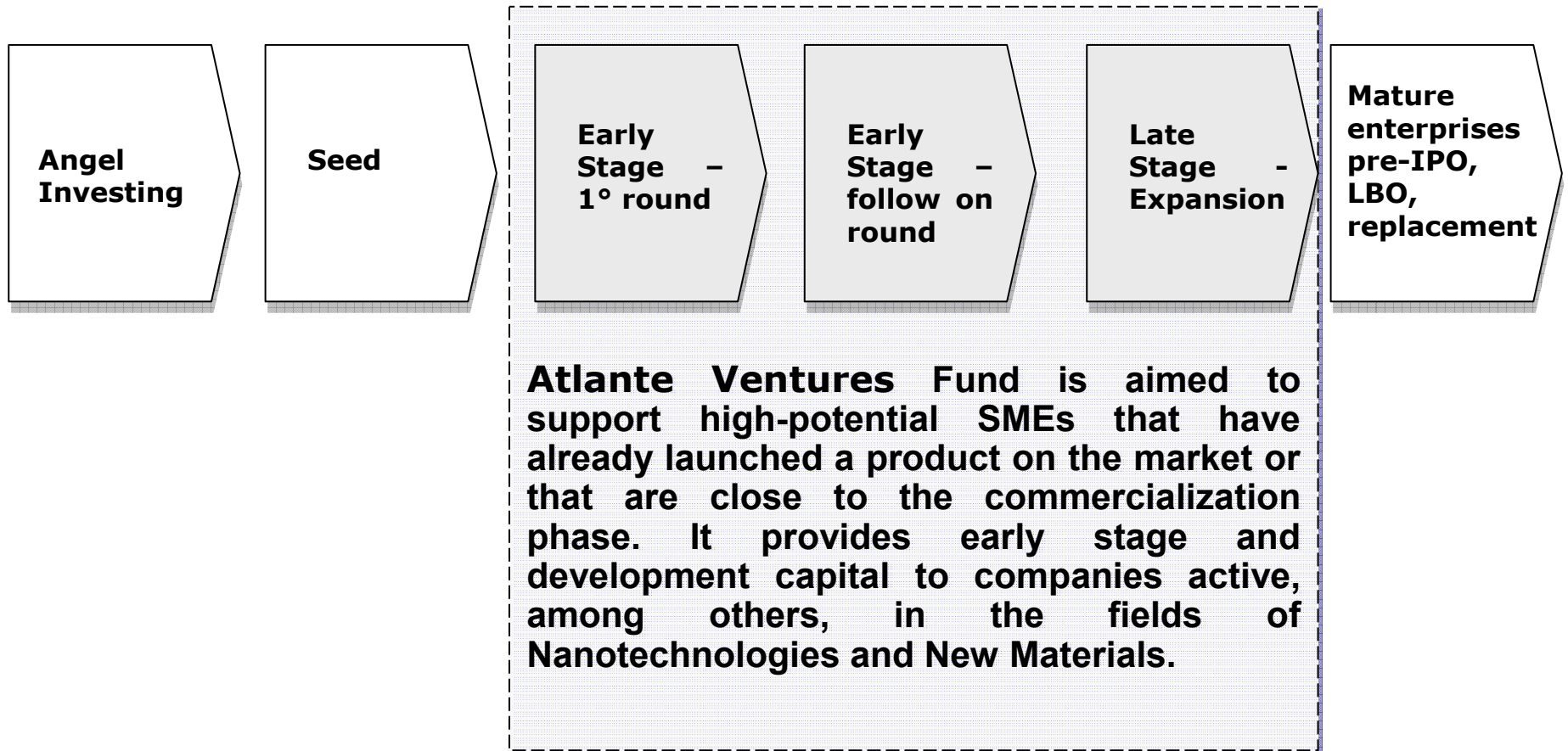
**In the UE project ISPE will offer its direct support contributing to communicate and disseminate the results of research to its client based in Italy and abroad. Moreover, it will contribute to the financial synthesis and business model definition.**

**Being aware that banks can play an important role to foster R&D and innovation and in monitoring business opportunities stemming from EU Programmes, the presence as a partner of IntesaSanpaolo Eurodesk is a very important innovation in consortium composition.**



# Atlante Venture

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## ***Mediocredito Italiano***

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The medium term bank of the Intesa Sanpaolo Group provides dedicated financial portfolios in support of innovation, among them Nova +.

**Nova + is a finance credit facility specifically targeted for enterprises investing in R&D and innovation.**

**Nova + is a medium-long term loan, usually without pledge on borrower's assets, issued to R&D investment projects and covering the whole amount according to the budget planned. Nova + offers competitive conditions thanks to specific EIB funding, and it is available in different customizable solutions, among them:**

- **“Nova + Ricerca”, for R&D projects “in house”**

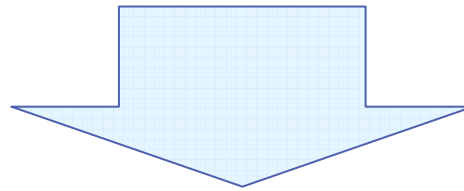
## A success case: a new business model for companies

INTESA  SANPAOLO

 INTESA SANPAOLO  
EURODESK

 MEDIOCREDITO ITALIANO

 FONDAZIONE  
FILARETE



We supported a leader Italian company working in the **BIO-BASED PRODUCTS**: integration of chemistry, agriculture and environment to obtain biodegradable and compostable packaging.

- ❖ Equity from Intesa Sanpaolo
- ❖ Nova + loan from Mediocredito Italiano
- ❖ Co-funded project under the FP7 - NMP with the support of IntesaSanpaolo Eurodesk
- ❖ User of Fondazione Filarete's platforms

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***Thank you  
for your attention!***

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