# Innovative Companies Incubator of Politecnico di Torino

# Presentation

**May 2025** 



# CONTENTS

- 1/ Role and mission
- 2/ Activities
- 3/ Portfolio
- 4/ Contacts



### ENTREPRENEURSHIP AND DEVELOPMENT OF THE TERRITORY

Founded in 1999, I3P is acknowledged as **one of the best and longest-lived university incubators** in Italy and in the world, for its supported companies' portfolio's width and quality.

The mission of I3P is to **support the entrepreneurial ecosystem** in order to enhance both economic growth and employment in highly innovative industry fields and areas.

I3P operates according to a **strategy of collaboration** with private entities and institutions engaged in research and higher education, technology transfer services, innovation financing, and internationalisation.

I3P's distinctive characteristic in generating value for the incubated start-ups is the **interaction with Politecnico di Torino** and the research and innovation institutions related to it.





### FOCUS ON HIGH-TECH ENTREPRENEURIAL PROJECTS

I3P is a non-profit, joint-stock consortium company with **6 equal associates**.













of Turin

LINKS Foundation

**Finpiemonte** 

Turin Chamber of Commerce

Metropolitan City of Turin

Piemonte Innova Foundation

I3P is characterized by its focus on industrial entrepreneurial projects.

- It supports both academic spin-offs and entrepreneurial projects by external teams.
- It is attractive also for projects and start-ups about specific technological areas, from Italy and abroad.
- It helps to introduce new projects and skills in the SME environment through Open Innovation initiatives.



### **13P AND THE POLYTECHNIC UNIVERSITY OF TURIN**

Politecnico di Torino represents **the most important source of technical and scientific skills** to enhance I3P's activities and **the distinctive characteristic in generating value**, compared to other subjects which support and accelerate start-ups.

- Academic entrepreneurship's channel
- Support on the development of technical skills of incubated start-ups
- Access to highly-qualified human resources (students, engineers, designers, PhDs)
- Joint programs of entrepreneurial education
- Network with important industrial groups





### **13P AND THE NETWORK FOR INNOVATION**

The ability of **generating locally and attracting high innovative potential projects** is also linked to the collaboration with institutions which operate in promoting research and innovation:

- Foundations and research centers working on themes regarding innovation and entrepreneurship
- Innovation centers focused on specific fields and technological domains
- Centers for specific skills' development
- Corporate
- Financial partners, VC funds, business angels

















































































### THE INCUBATOR AS A TWO-SIDED PLATFORM

The creation of value for the supported start-ups comes from the ability of the incubator to operate in a two-sided market:

- Start-ups, academic and industrial spin-offs, entrepreneurial projects
- Corporates, medium-size innovative companies, VC funds, financial intermediaries, business angels, thematic accelerators

I3P's job is to **guarantee the quality of the subjects** operating on the platform and the presence of a **sufficient critical mass** to generate positive externalities, both between the two sides and within each one.

Being a consortium and a non-profit, I3P is coherent with institutional aim of its associates of **subsidizing implicitly both sides of the platform** and support local attractiveness.



# **ACTIVITIES**

### MAIN AREAS OF ACTIVITY

#### **MATCHMAKING**

Meetings with industrial partners and clients.

#### **ADVISORY AND MENTORING**

Strategic advisory (business modeling and business planning). Specialistic consultancies in different areas through affiliate partners (legal, IPRs and certifications). External network of mentors. Support in completing teams.



#### SUPPORT TO TECHNICAL DEVELOPMENT

Link with University's Departments and Research Centers for technical support.

#### **FUNDRAISING SUPPORT**

Support in the collection of capital funds with Business Angels, VCs, equity crowdfunding.
Support in the collection of capital debts with banks.

#### **SCOUTING**

Competitions, hackathons, networking and direct scouting.

#### **OPEN INNOVATION**

Support to SMEs and corporates in their interaction with start-ups.



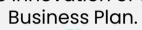
# **ACTIVITIES**

### MANAGEMENT OF PROJECTS IN PRE-INCUBATION PHASE

# Definition and validation of the business model,

with a possible MVP development.















### Analysis of the first ideas

and of the maturity of the entrepreneurial project, based on technical and business parameters. Average conversion rate

in recent years: 15%

#### **Business Plan's writing**

with market and field analysis, company strategy definition, first eco-fin projections.

### Incorporation of the start-up.

The tutor follows the company, helping during the collection of funds, the team's completion and the solution of critic points highlighted by the Evaluation Committee.





## **ACTIVITIES**

# **SERVICES FOR INCUBATED START-UPS [12-36 MONTHS]**

During the **incubation program**, the start-ups can use the **logistic and added value services** to develop their entrepreneurial activity. Moreover, it is also possible to choose a **«virtual incubation»** program, using just the added values services.















## **ACTIVITIES**

# **SERVICES FOR INCUBATED START-UPS [12-36 MONTHS]**

**Logistic services** 



- 24/7 access to the venue
- Reception
- Meeting rooms and events
- Public and private IP addresses
- Furnished offices
- Print and copy services
- Access to the Polytechnic's facilities

**Business services** 



- Tutoring and coaching
- Networking and communication
- Financing
- Internationalization
- Promotion
- Link with investors, BAs and VCs
- Specialistic consultancies

**Partnerships** 

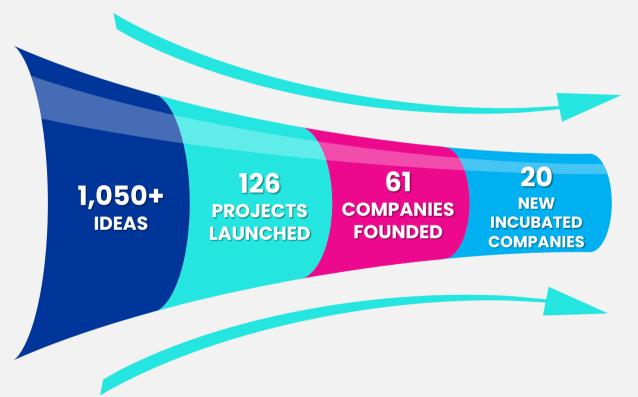


- Banks
- Trade unions
- Research laboratories
- Accommodation facilities
- Technical partners (IBM, AWS, Hubspot, Microsoft, etc.)
- Promotion and education services
- Transportation



# **PORTFOLIO**

### PROJECTS AND START-UPS PORTFOLIO IN 2024



**Selectivity** in supported business projects

Overall portfolio of incubated companies in 2024: **62** 

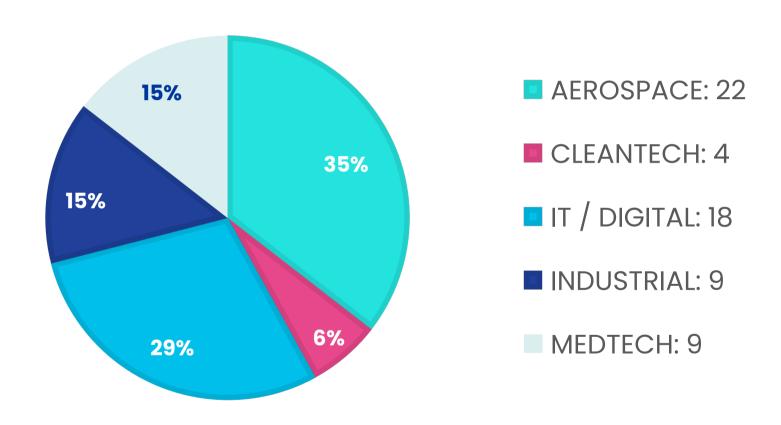
**Network of over 350 active start-ups** incubated or supported over the years





# **PORTFOLIO**

### START-UPS BY TECHNOLOGICAL FIELD IN 2024





# **PORTFOLIO**

### START-UP FUNDRAISING IN 2022-2024

#### In 2022

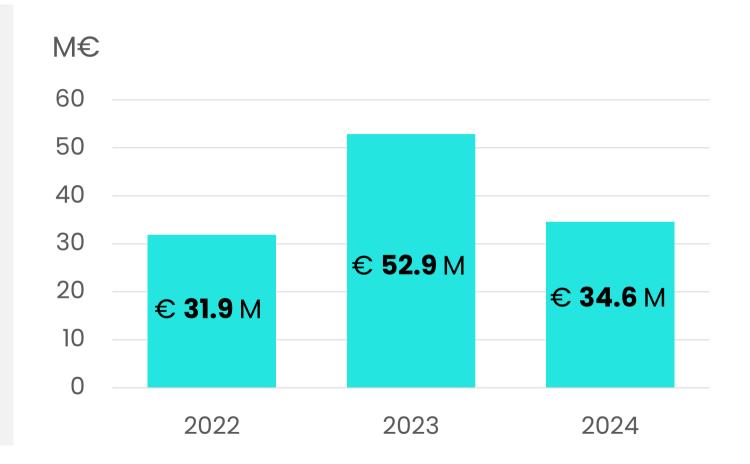
- Raised € 31.9 M in seed & early stage funding
- Post-money value: € 164.4 M

#### In 2023

- Raised € 52.9 M in seed & early stage funding
- Post-money value: € 263.4 M

#### In 2024

- Raised € 34.6 M in seed & early stage funding
- Post-money value: € 144.9 M





# CONTACTS

I3P S.C.P.A. **INCUBATOR OF POLITECNICO DI TORINO** 

TEL. +39 011 090 5127 WWW.I3P.IT/EN - INFO@I3P.IT











