

March 2020



/ TABLE OF CONTENTS

1/ About us: role and mission of I3P

2/ Activities

3/ Startups portfolio

4/ Contact info

1 /

ROLE AND MISSION

ENTREPRENEURSHIP AND DEVELOPMENT OF THE TERRITORY

I3P is acknowledged as one of the best and oldest university incubators, for both its supported companies' portfolio's width and quality.

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

I3P works following a **collaboration strategy** with both privates and institutions, committed to research and high-level education, technology-transfer services, innovation financing, internationalization.

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

1 /

ROLE AND MISSION

FOCUS ON HIGH-TECH ENTREPRENEURIAL PROJECTS

I3P is a non-profit joint-stock consortium company with 6 equal associates: Politecnico di Torino, Fondazione LINKS, Città Metropolitana Torino, Finpiemonte, Camera di Commercio di Torino, Fondazione Torino Wireless.

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 about specific technological areas coming from other parts of Italy.
- It helps the introduction of innovative projects and skills in the SMEs' environment.

ROLE AND MISSION

I3P AND THE POLYTECHNIC OF TURIN

The Polytechnic of Turin 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 working to 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

1 / ROLE AND MISSION

I3P AND THE NETWORK FOR INNOVATION

The ability of **generating locally and attracting high innovative potential projects** is also linked to the collaboration with institutions working 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 [eg: MTCC , Energy Center]
- Corporate
- Financial partners, VC funds, business angels

1 / ROLE AND MISSION

INCUBATOR AS A TWO-SIDE PLATFORM

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

- Start-ups, Academic and Industrial Spinoffs, 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 side.

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.

PRINCIPAL I3P ACTIVITIES' AREAS

MATCHMAKING

Meetings with industrial partners and clients.

CONSULTANCY AND MENTORING

Strategic consultancy (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.

SCOUTING

Competitions, hackathons, networking and direct scouting.

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.

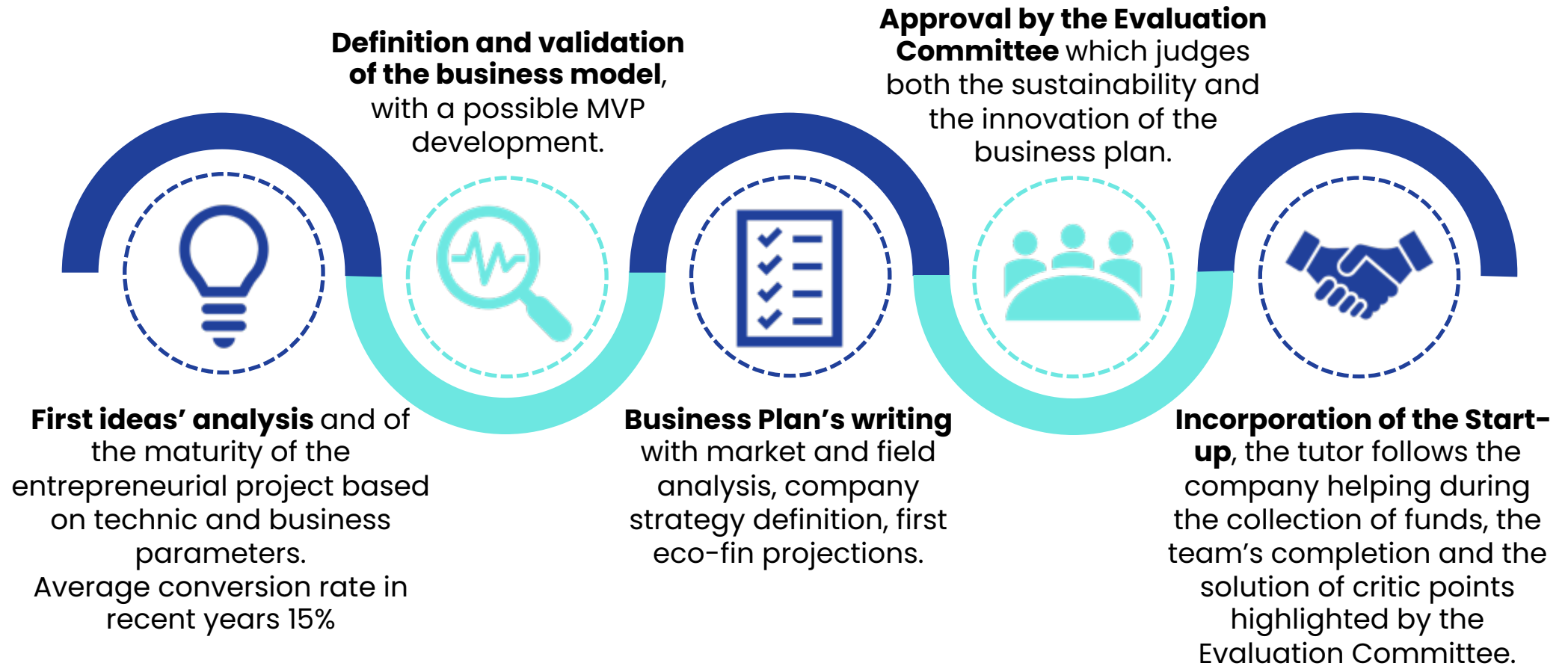
OPEN INNOVATION

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

2 /

ACTIVITIES

MANAGEMENT OF PROJECTS IN PRE-INCUBATION PHASE [6 MONTHS]

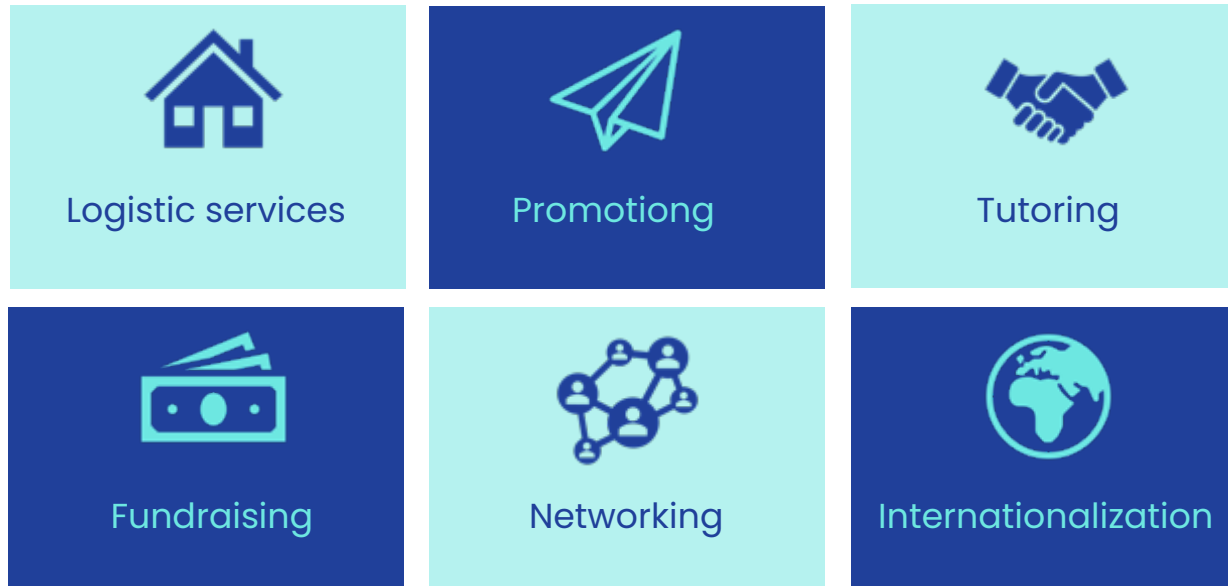


2 /

ACTIVITIES

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

During the **incubation program**, the start-ups can use **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

Logistic services



- 24/7 access to the venue
 - Reception
- Meeting rooms and events
 - Public and private IP addresses
 - Furnished offices
- Printing, coping and fax services
- Access to 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

3 /

PORTFOLIO

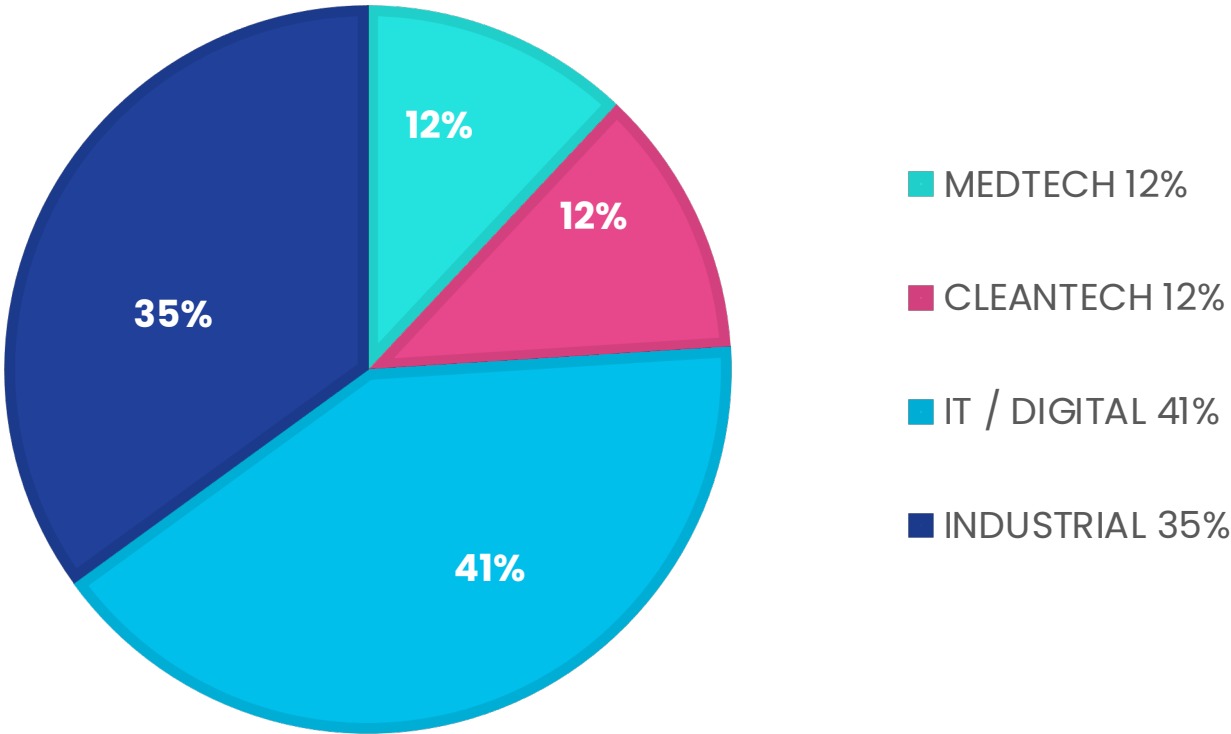
PROJECTS AND START-UPS' PORTFOLIO

As March 2020, I3P's portfolio is composed by 54 companies. 8 companies were in fundraising in the first quarter of 2020 and collected 2,12 MEur with post-money aggregated value of more than 33 MEur.

Years	Collected ideas	Supported projects	Incorporated start-ups	Incubated start-ups	Seed-funding raised capital
31st March 2020	99	2	10	4	2,12 M€
2019	844	144	46	22	16,24 M€
2018	741	137	35	13	9,18 M€

PORTFOLIO

START-UPS BY TECHNOLOGICAL FIELD



3 /

PORTFOLIO

PERFORMANCE IF INCUBATED COMPANIES

- 261 start-ups have been incubated by I3P
- 170 start-ups are still in business
- 27 have been acquired by large industrial groups

YEAR	TOTAL EMPLOYEES IN ACTIVE COMPANIES	SEED FUNDS COLLECTED BY INCUBATED START- UPS
2018	2162	9,18 M€
2017	1687	8,05 M€

23%

Average growth rate of aggregated turnover of supported start-ups in the last 5 years

CONTACTS

I3P S.C.P.A.

INCUBATOR POLITECNICO DI TORINO

TEL. +39 011 090 5127

WWW.I3P.IT - INFO@I3P.IT

