



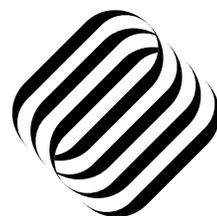
**UNIONE EUROPEA**  
Fondo europeo di sviluppo regionale



Regione  
Lombardia



POR FESR 2014-2020 / INNOVAZIONE E COMPETITIVITÀ



e-novia

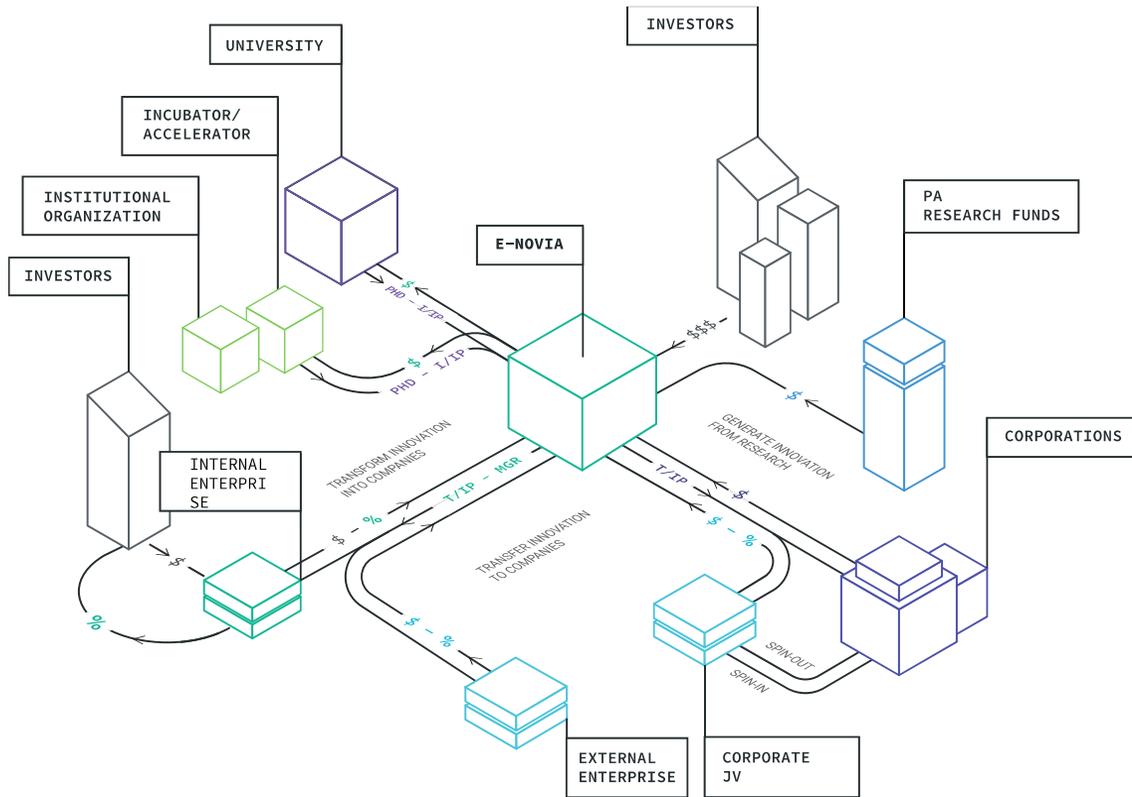
## The Enterprise Factory

**The Factory of the Future and the Future of the Factory**

# The Enterprises Factory

Sustainable Ecosystem linking academic research and entrepreneurship

## The E-Novia model



T/IP = Tangible IP    I/IP = Intangible IP    MGR = Managers    PHD = PhDs    % = Shares    \$ = Cash

## Universities network



## Corporate network



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# The enterprises Factory

## Founders and key investors

### Founders

Over 15 expert engineers and entrepreneurs directly involved in the company operations

- **Executives and directors** - 100+ years of combined experience with direct focus on innovation management, entrepreneurship, IP management and technology transfer
- **Operational managers** - 100+ years of combined experience in managing and coordinating highly skilled engineering groups
- **Scientific advisors** - 3 full professors with top-level international recognition

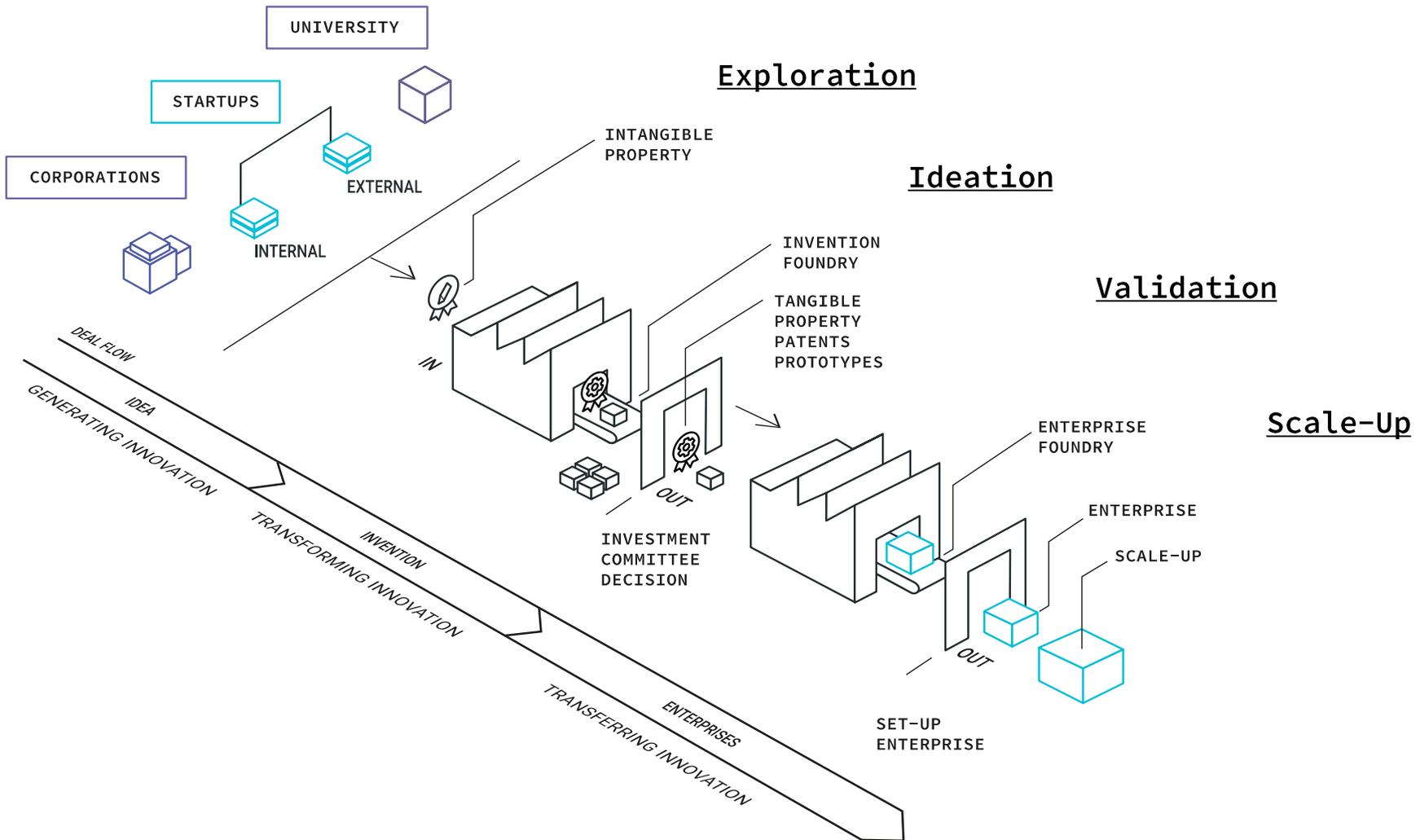
### Key Investors

Industrial | Management | Business Development

|   |   |   |   |   |   |   |
|---|---|---|---|---|---|---|
|    |    |    |    |    |    |    |
| Pasquale Forte  | Matteo Tiraboschi   | Giovanni Fassi  | Uggero De Miranda   | A. Lupi e C. Cortellini   | Ivano Novali  | Marco Checchi   |
|    |    |    |    |    |    |   |
|    |    |    |    |    |    |    |
| Stefano Landi   | Federico Minoli   | Vittorio Collobiano   | Lino Dainese  | Luca Marzotto   | Alessandro Foti   | Paolo Strepavava  |
|    |    |    |    |    |    |    |
|    |    |    |    |    |    |    |
| Michele Scannavini  | Stefano Scaglia   | Giorgio Valerio   | Sergio Dompè  | Fabio Cannavale   | Vito Pertosa  | Aldo Bonomi   |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |   |
|   | Lodovico e Lorenzo Rocca  | Giampaolo Grandi  | Marco Monti   | Ervino Riccobon   |   |   |
|   |  |  |   |   |   |   |

# Factory Core

## Sustainable Enterprise Development



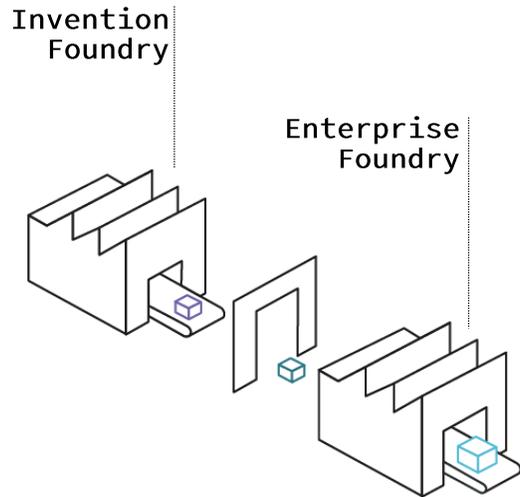
# E-Novia Value Generated

|   | End of 2015 | End of 2017                          | End of 2018                             | End of 2019 Forecast                    |
|---|-------------|--------------------------------------|---|---|
|  Funds                   | 3m€         | 7.4m€<br>aggregated<br>ca. 31m €     | 20m€<br>aggregated<br>ca. 53m €         | 20m€<br>aggregated<br>ca. 65m €         |
|  Revenue                 | 1.7m€       | ca. 5.5m€<br>aggregated<br>ca. 12m € | ca. 8.5m €<br>aggregated<br>ca. 18m €   | ca. 10,1m €<br>aggregated<br>ca. 22m €  |
|  Human Capital*          | 26          | PhD 22%<br>76<br>aggregated<br>158   | PhD 24%<br>101<br>aggregated<br>ca. 220 | PhD 24%<br>122<br>aggregated<br>ca. 260 |
|  Enterprises founded    | 5           | 22                                   | 30                                      | 32 - 34                                 |
|  International Patents | 19          | 26                                   | 41                                      | 50+                                     |

\* It considers the number of FTE (full time equivalent)

# E-Novia Portfolio Growth

## Sustainable Portfolio

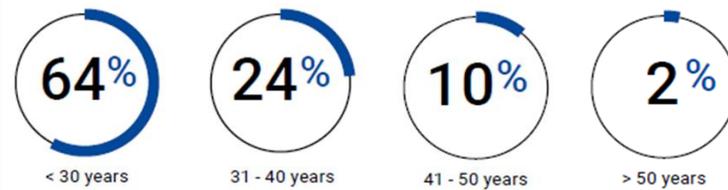


|                 | 6   | 12   | 8  | 11  | 12  |  |
|-----------------|---|--|--|---|---|--|
|                 | 2015  | 2016   | 2017   | 2018  | Today   |  |
| <b>PIPELINE</b> | Holonix<br>Y.Share<br>Ubiquicom<br>Y.Share<br>Maxoff<br>Postgol | Holonix<br>Y.Share<br>Ubiquicom<br>SPRINGA<br>Markatio<br>BluMatic | EFFORTLESS MOBILITY<br>SMART ROBOTS<br>Maxoff<br>ales tech<br>BluGrafene<br>BluPatch         | BLU PUBLISHING<br>BLU GYRO<br>mySkin<br>BluGrafene<br>BluPatch<br>BLU AGRO<br>Blumatic                            | ABBI<br>SAS<br>SilentWindow<br>BluSole<br>Alfred<br>Sixto<br>BluDog<br>BluECG<br>HUG<br>BLU VENDING<br>BLU AGRO                               | BluFishing<br>ABBI<br>SAS<br>SilentWindow<br>BluSole<br>Alfred<br>Sixto<br>Vasimmune<br>BluDog<br>BluECG<br>HUG<br>BLU AGRO                              |
| <b>ACTIVE</b>   | blubrake<br>ZEHUS<br>DRIVE GO<br>e-shock<br>STRA                | Ubiquicom<br>blubrake<br>ZEHUS<br>STRA<br>e-shock                  | Ubiquicom<br>blubrake<br>ZEHUS<br>STRA<br>Y.Share<br>SMART ROBOTS<br>hiFIDE<br>yape<br>blimp | Ubiquicom<br>blubrake<br>ZEHUS<br>STRA<br>Y.Share<br>SMART ROBOTS<br>yape<br>weart<br>AIR SELFIE<br>blimp<br>yape | Ubiquicom<br>blubrake<br>ZEHUS<br>STRA<br>Y.Share<br>SMART ROBOTS<br>yape<br>weart<br>AIR SELFIE<br>blimp<br>yape<br>STEAM<br>AIR GO<br>MEASY | Ubiquicom<br>blubrake<br>ZEHUS<br>STRA<br>Y.Share<br>SMART ROBOTS<br>yape<br>weart<br>AIR SELFIE<br>blimp<br>yape<br>STEAM<br>AIR GO<br>SHIFTIC<br>MEASY |

# Human Capital

## Sustainable Diversity

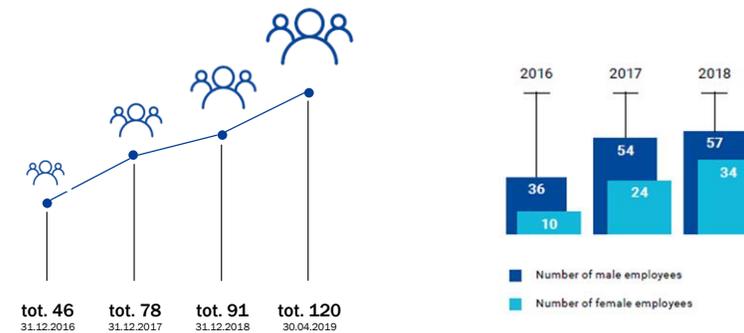
### Breakdown by Age



### Initiatives



### Growth in the years



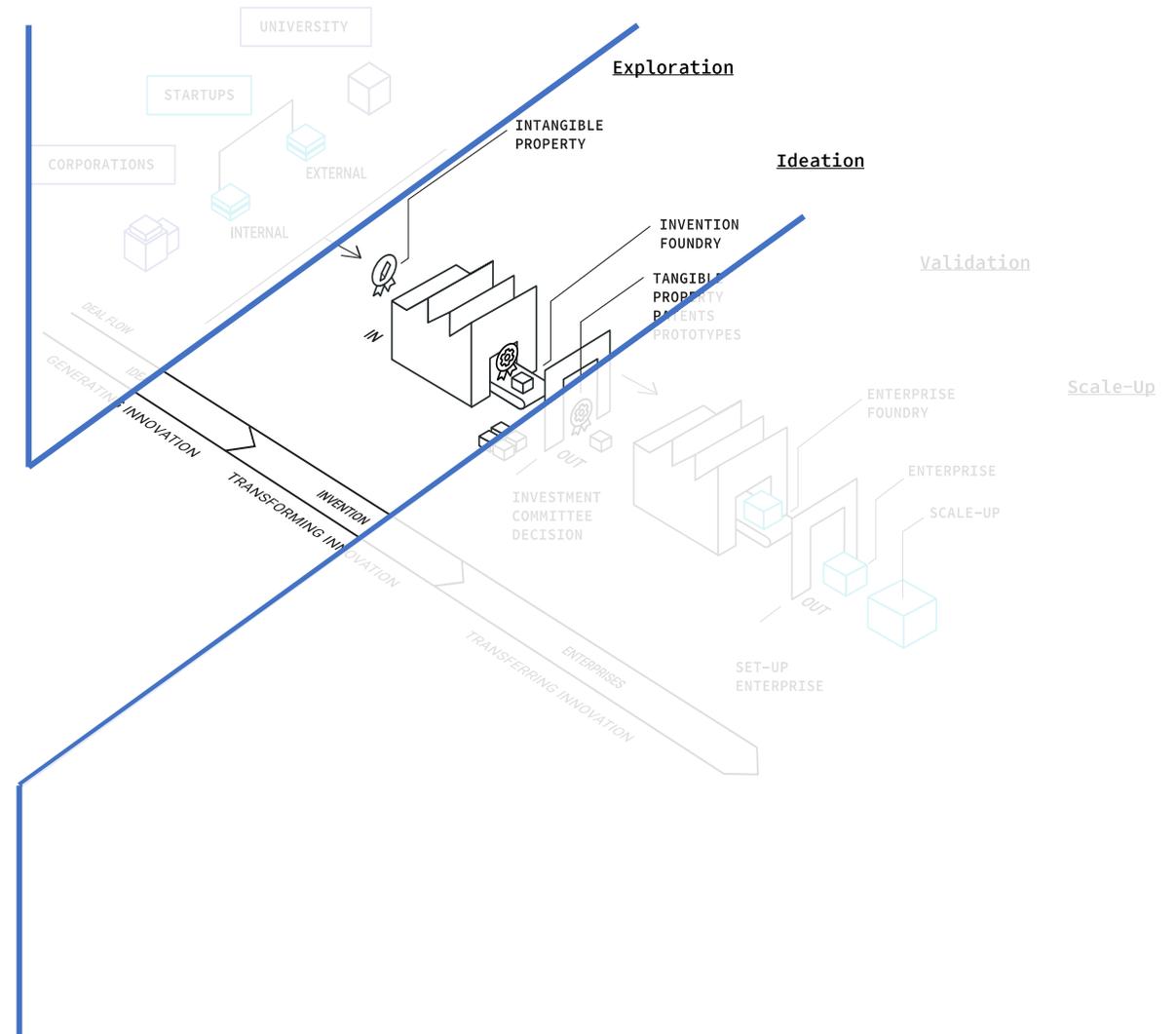
|               | 2017                       | 2018                       |
|---------------|----------------------------|----------------------------|
| Master Degree | 93%<br>of which<br>22% PhD | 95%<br>of which<br>24% PhD |

# Public funding

## Exploration phase - The “Invention foundry”

### iShare - Smart Vehicle Sharing

- Idea qualification
- R&D activities
- Technology exploration
- Prototype development
- Idea validation
- Market comprehension



**Bando Smart Fashion and Design – POR-FESR 2014-2020 Asse I, D.d.u.o. n. 3169 del 11 aprile 2016**  
**Progetto ID 187075**  
**CUP E48I16000210002**

# Public funding

## Exploitation

### Company founded: Y.Share

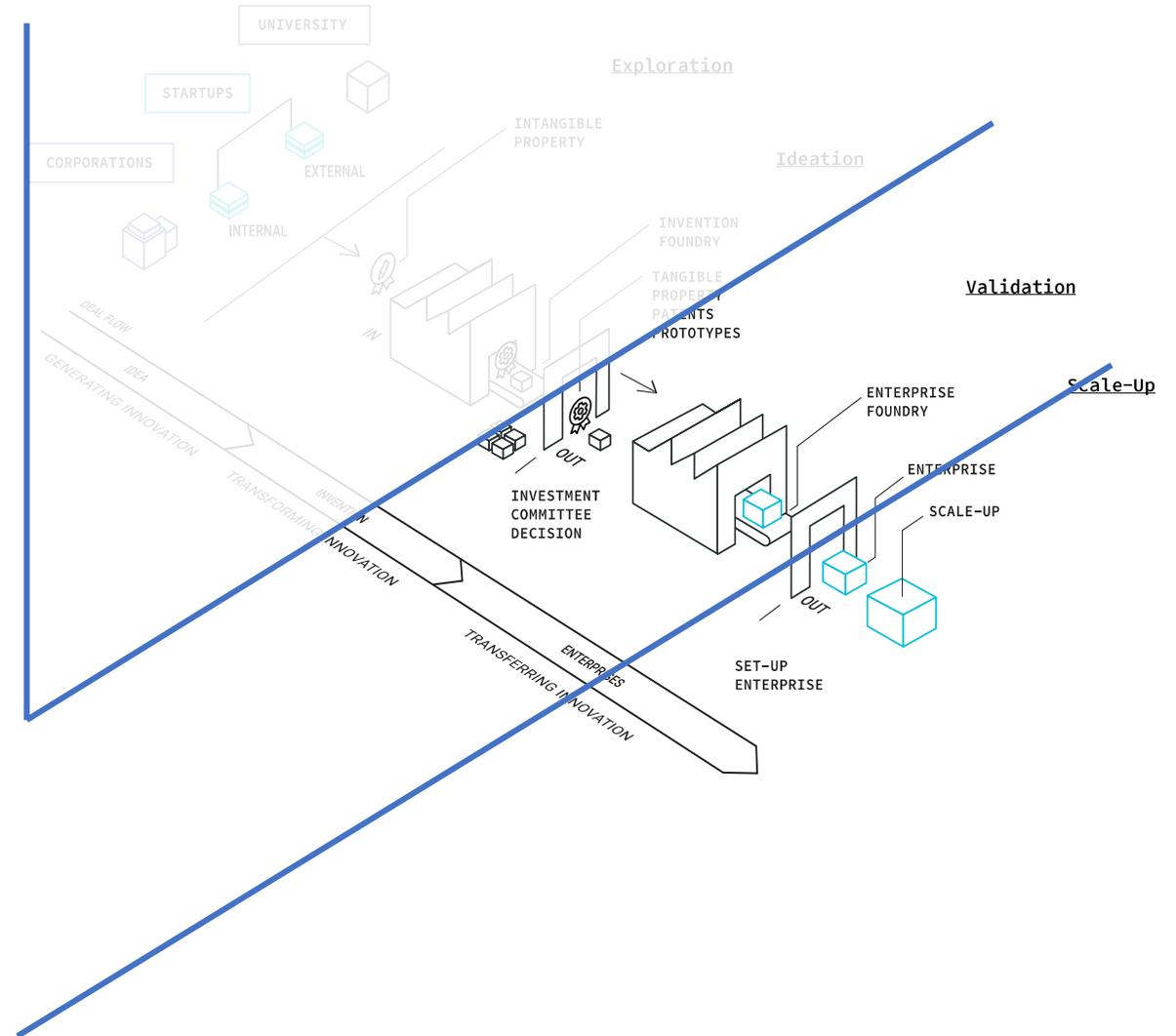
- Product development
- Engineering and optimization
- Technologies integration
- Business development
- Market validation
- Production
- Commercial exploitation

### Y.Share key facts 2018

**People:** 4 employees and generated work for other 4 external FTEs

**Revenues:** € 700.000

**Raised private fundings:** € 800.000



# Our Experience with the grant

## Key advantages, outcomes and results

- Strengthen **partnerships with universities and complementary companies**
- Invest in R&D activities to **validate promising ideas**
- **Reduce the risk** related with starting up enterprenourial activities in high-tech business

## A few suggestions based on our experience

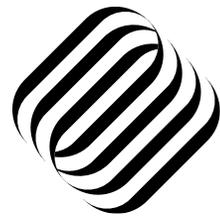
- Support to production setup
- Support to high-tech entrepreneurial initiatives
- Reduction of bureaucratic effort

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