



## PROFILE

I3P, the Innovative Enterprise Incubator of Politecnico of Torino, is the leading Italian university-based incubator and one of the main European ones. According to UBI Index, I3P ranks 5th in Europe and 15th in the world. On December 2014, I3P was awarded the Prize "Fastest Growing Knowledge-Based Incubator" during the worldwide competition "Best Practice in Science Based Incubation" organized by Technopolicy Network.

I3P is a non-profit joint-stock consortium founded by Politecnico of Turin, City Metropolitan of Turin, Chamber of Commerce of Turin, Finpiemonte, City of Turin and Torino Wireless Foundation.

I3P has always been profitable, with a solid balance sheet. Total revenues in 2014 amounted to over €1.3 million.

Founded in 1999, its mission is to promote the creation of technology-based startups with high growth potential. The activity of I3P is part of the overall strategies of the Piedmont region, aimed at supporting research, technological innovation and new entrepreneurship.

On 2011 I3P has launched TreataBit, a preincubation program designed to support the rapid growth of digital projects aimed at the consumer market. Treatabit supports startups in their delicate bootstrapping phase, and introduces them to potential partners and investors.

Convinced that experience, variety, and size of the network are critical factors for the success of an incubator, I3P's mission is to:

- ✓ provide specialist consultancy services during the process that leads from the initial idea to a successful company;
- ✓ manage a network and a high profile marketplace that involves entrepreneurs, professionals, managers and investors;
- ✓ provide well-equipped office space where startups can find synergies and stimuli.

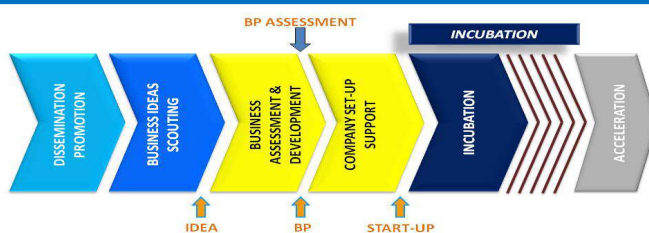
The incubator can be accessed by:

- ✓ students, researchers and lecturers from the Politecnico or from other public research bodies;
- ✓ companies interested in creating spin-offs to start new and diversified business activities;
- ✓ any entrepreneur that wants to launch a technology-based startup that may benefit from the proximity of the Politecnico of Torino.

The Incubator does not take equity in startups, but:

- ✓ charges a monthly fee that includes all the services (consultancy, logistics, financial advice, fundraising, networking, etc.). The fee is aligned with market prices and increases with the development of the firm;
- ✓ offers the opportunity of using only value-added services, excluding office space (virtual incubation);
- ✓ in the case of special services (e.g. equity fundraising), it may offer contracts based on a success fee.

## INCUBATION PROCESS



*The incubation period lasts 3 years; it's also possible to have an extension of 1 more year in order to accelerate the enterprise activity.*

### The services offered include:

- strategic consultancy, definition of the business model and support in business planning;
- technical, administrative, legal and intellectual property consultancy;
- support to the development of the entrepreneurial team and talent attraction;
- financial advisory with Business Angels, Venture Capital funds and corporate investors;
- special relationships with banks, for obtaining credit at preferential conditions;
- support in accessing public funding for R&D;
- networking with local enterprises, multinationals and employers' associations.

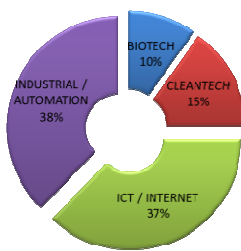
### I3P facilities offer to the enterprises:

- offices, furniture and equipments;
- high-speed Internet network;
- administrative services;
- meeting rooms;
- conference rooms;
- coffee break area.

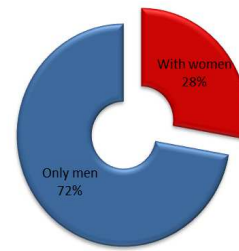
THE NUMBERS OF I3P

I3P Statistics		2011	2012	2013	2014	2015	2016
Numbers Startups I3P - total at the end of the year -	Total startups launched	136	143	156	170	190	205
	# Whereof Active firms	112	114	123	130	142	145
	# Whereof Acquired businesses	6	7	7	11	12	18
	# Whereof In liquidation / out of business	18	22	26	29	36	42
	# Whereof Spin off of Politecnico di Torino	44	45	48	55	56	**
Values Startups I3P - In year -	Total employment in startups	672	778	1176	1408	1515	1597*
	Patents owned by startups	78	74	78	70	86	**
	Total turnover [M€]	44	50	61	75	84	**
	I3P firms balance sheet total assets [M€]	50	64	59	76	73	**
I3P activities - In year -	Hosted ideas	202	253	270	242	348	600
	Projects started	64	74	94	126	151	145
	Start-ups founded	9	14	29	22	45	49
	# Whereof Admitted in I3P	9	7	13	14	20	15
	Investment SEED [M€]	1,7	1	2,3	3	3,2	2,9
	Investment EARLY STAGE [M€]	5	-	-	2,5	8,2	5,15

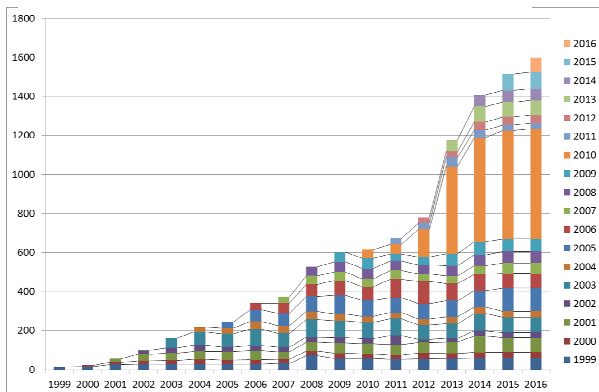
\*\* Not available



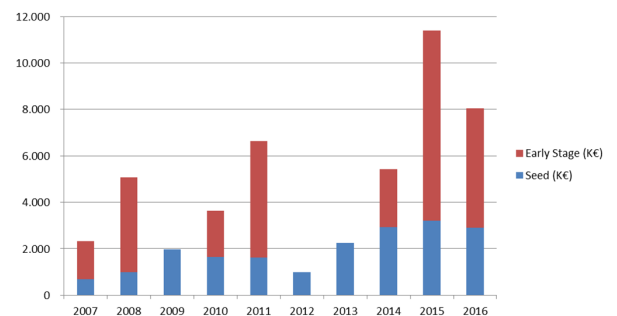
Sectors Startups



Startups with a woman among the founders



Employment in Startups



Total equity investments since 2007