

**Innovative Companies Incubator  
of Politecnico di Torino**

# **Presentation**

**October 2024**





# CONTENTS

**1/** Role and mission

**2/** Activities

**3/** Portfolio

**4/** Contacts

# 1 / ROLE AND MISSION

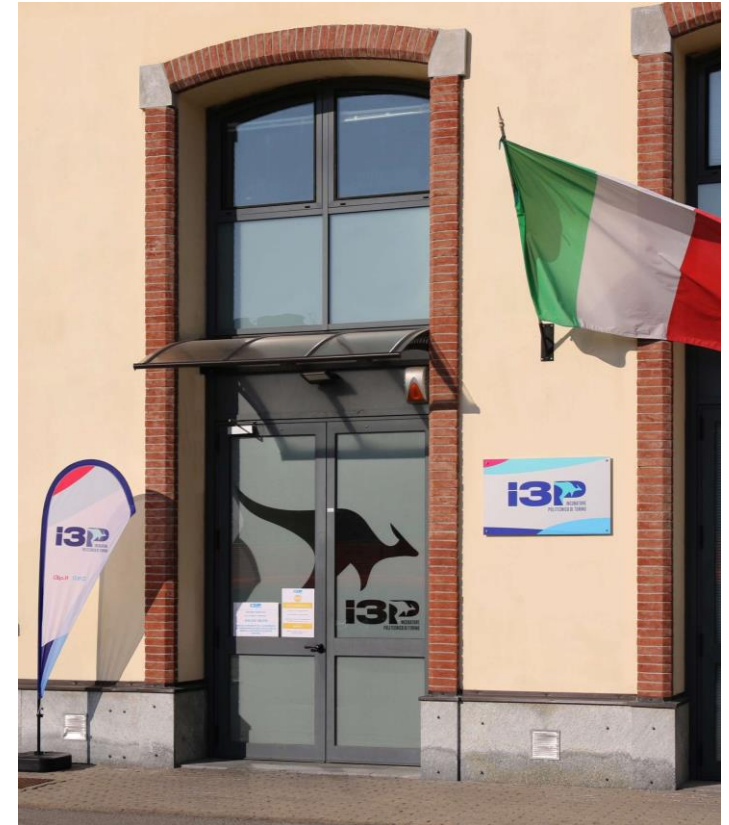
## ENTREPRENEURSHIP AND DEVELOPMENT OF THE TERRITORY

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

The mission of I3P is **to support the entrepreneurial ecosystem** in order to enhance both the economic growth and the 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 the Polytechnic of Turin** and the 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

Polytechnic University  
of Turin



LINKS Foundation



Finpiemonte



CAMERA DI COMMERCIO  
INDUSTRIA ARTIGIANATO E AGRICOLTURA  
DI TORINO

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.

# ROLE AND MISSION

## I3P 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



# 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 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



# 1 / ROLE AND MISSION

## 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.

# 2 / 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.

### 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.

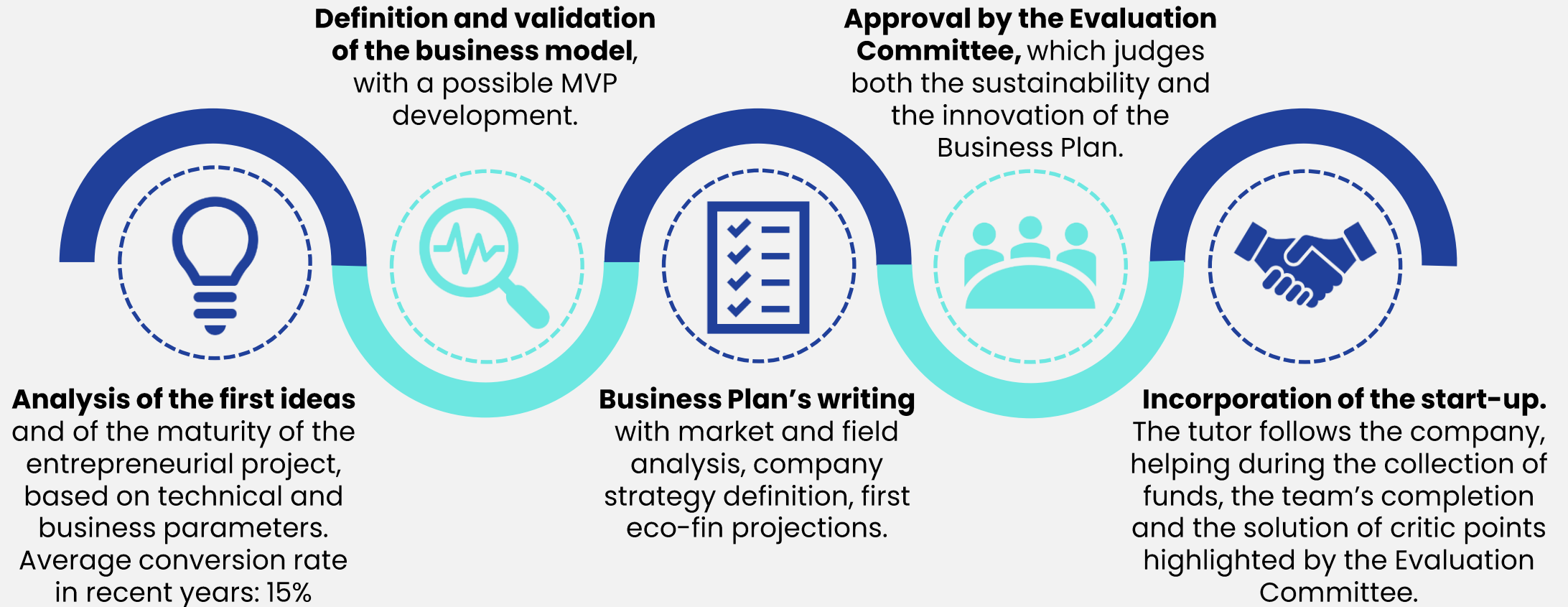
### OPEN INNOVATION

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





## MANAGEMENT OF PROJECTS IN PRE-INCUBATION PHASE



# 2 /


# 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.



Logistic services



Promotion



Tutoring



Fundraising



Networking



Internationalization

# 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

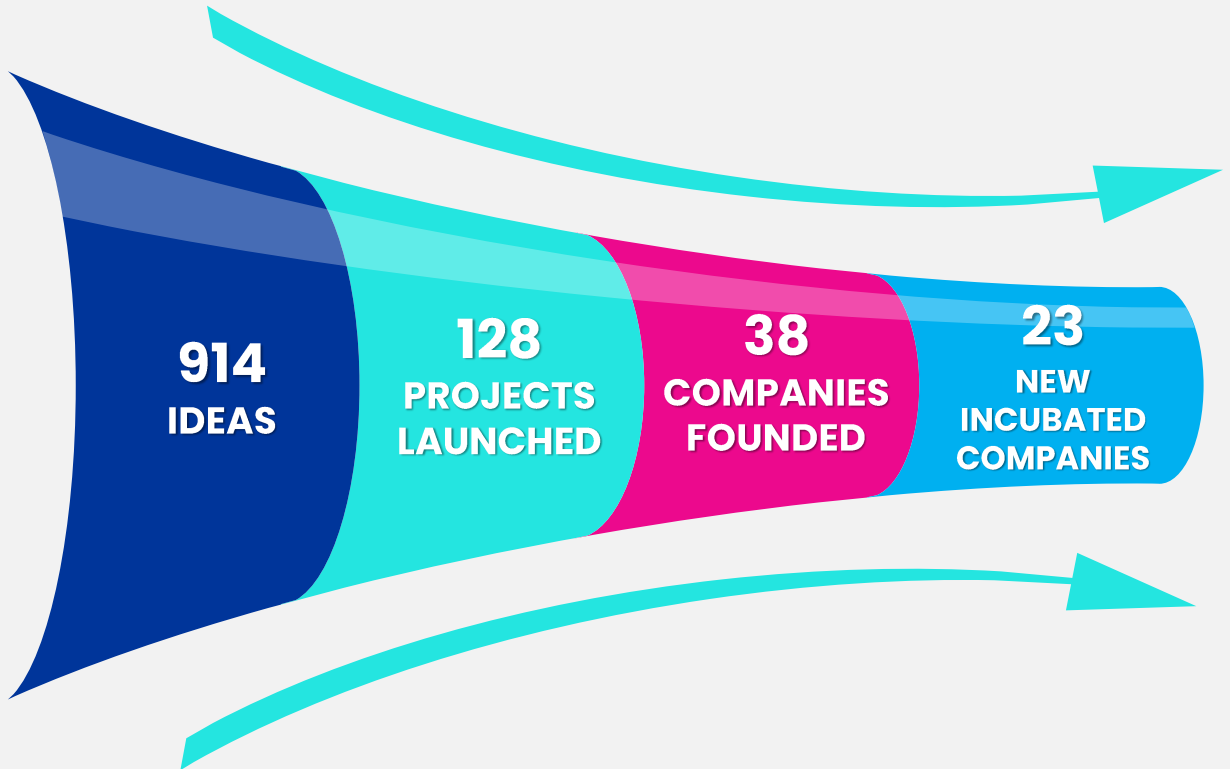
### Partnerships



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

# 3 /

# PORTFOLIO PROJECTS AND START-UPS PORTFOLIO IN 2023



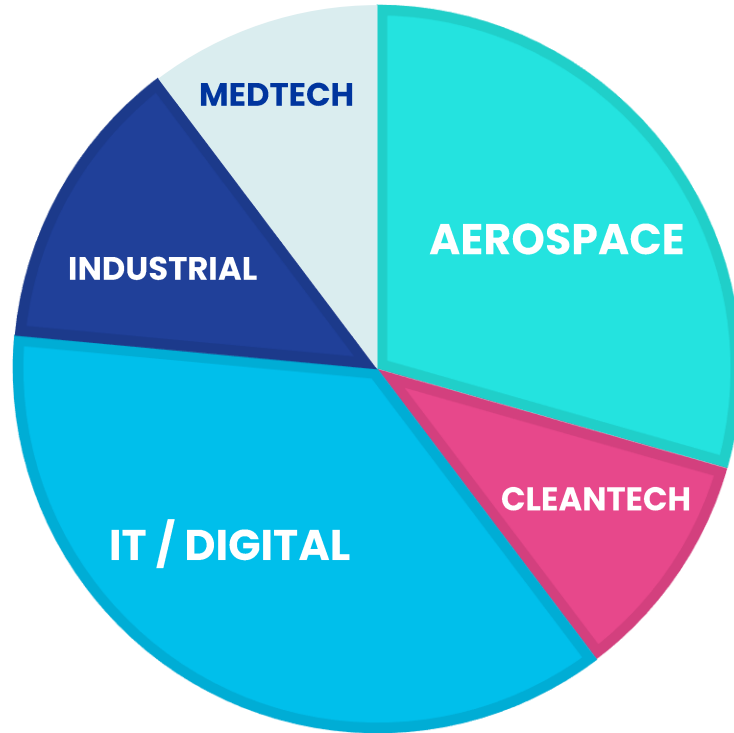
**Selectivity** in supported business projects

Overall portfolio of incubated companies in 2023: **72**

**Network of over 350 active startups** incubated over the years

# PORTFOLIO

## START-UPS BY TECHNOLOGICAL FIELD IN 2023



- AEROSPACE: 29,4%
- CLEANTECH: 10,3%
- IT / DIGITAL: 36,7%
- INDUSTRIAL: 13,3%
- MEDTECH: 10,3%

# 3 / PORTFOLIO

## FUNDRAISING IN 2021-2023

### In 2021

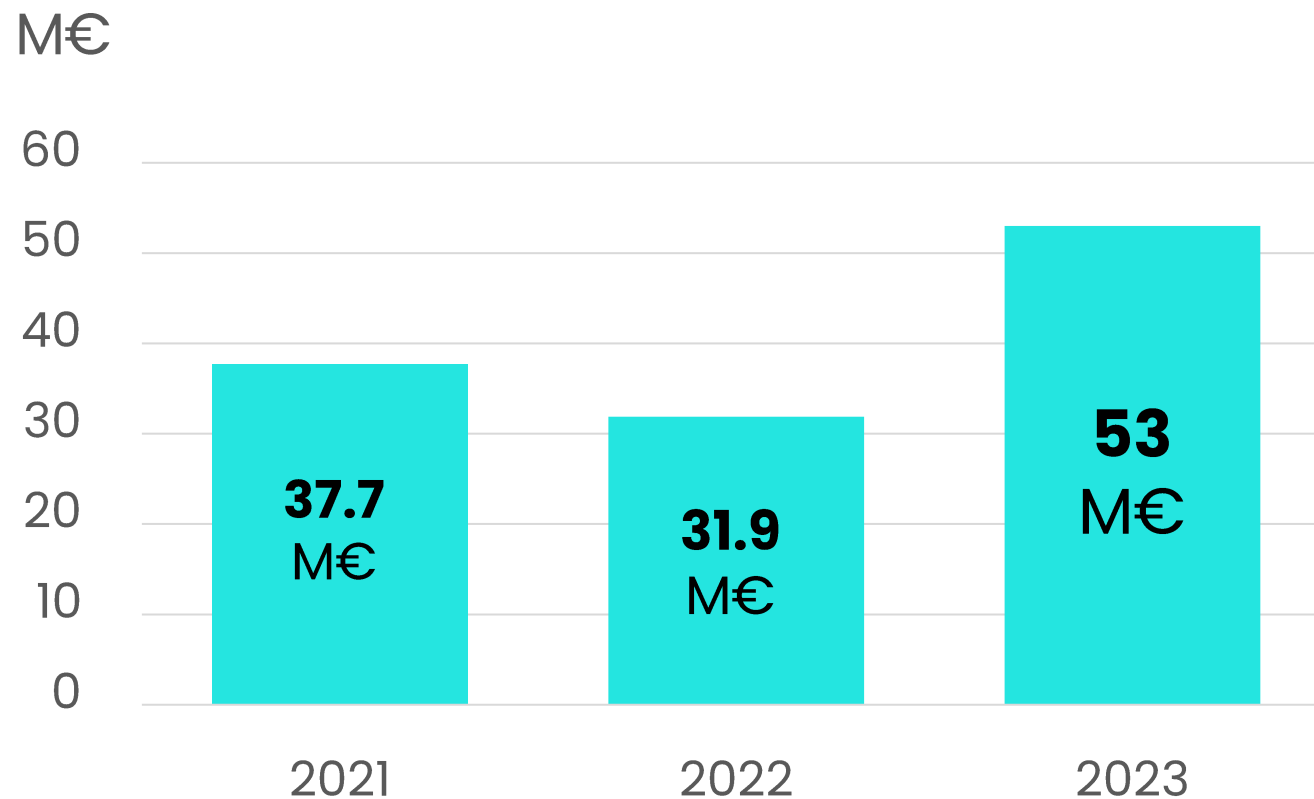
- Raised **37.7 M** in seed & early stage funding
- Post-money value: **182.5 M€**

### In 2022

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

### In 2023

- Raised **53 M€** in seed & early stage funding
- Post-money value: **263.4 M€**



# CONTACTS

**I3P S.C.P.A.**

**INCUBATOR OF POLITECNICO DI TORINO**

**TEL. +39 011 090 5127**

**WWW.I3P.IT/EN - INFO@I3P.IT**

