

# STUDY VISIT

MILAN, ITALY

*“Best practices and training on activating a Business Angel ecosystem”*

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## DAY 1

March 4

CBA headquarters (Galleria San Carlo, 6)

12:30 **Registration and light lunch**

13:30 **Opening Ceremony**

- Welcome address by host (*CBA partner*), Local Leader and #ESILangel (*Paolo Anselmo, IBAN*) and Business Angels Europe (*Marie-Elisabeth Rusling*)
- Participants Tour de Table presentation (*1 minute pitch*)

14:00 **Part One**

- Overview on the Italian Angel Investing market best practices and new trends for Angels and Startups. *Roberto Volpe (Ministry of Economic Development)*
- Financing innovation - the Italian scenario: legal tools, fiscal incentives, financial instruments and key takeaways. *Milena Prisco (CBA) & Luca Scarani (CBA)*
- Investing together with Venture Capital firms: focus on early stage funds, public co-investments players. *Maria Teresa Di Grado (AIFI) & Lorenzo de Fabio (Lazio Innova)*
- Crowdfunding Syndication: a concrete opportunity to add value in Angel Investing. *Giancarlo Giudici (Politecnico Milano) & Matteo Masserdotti (200crowd)*
- Audience discussion with Participants

16:00 **Networking coffee break**

16:30 **Part Two**

- How to manage the annual investment survey (*IBAN*). *Vincenzo Capizzi (SDA Bocconi)*
- Business Angels in Italy, figures and challenges. *Paolo Anselmo (IBAN)*
- European experience on co-investment funds. *Luigi Amati (BAE) & Philippe Gluntz (France Angels)*

17:45 **Part Three**

- Learning by doing thanks to cross-border business opportunities.  
*Daniele Occhi (IBAN)*
- 3 ITALIAN INNOVATIVE STARTUP PITCH

**Networking Break with founders and meeting with Italian investors**

19:30 **Networking Cocktail (Milano City center)**

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## DAY 2

March 5

IMPACT HUB incubator headquarters (Via Aosta, 4)

09:00 **Welcome Coffee**

09:30 **Part Four**

Meeting with an Incubator, IMPACT HUB, and connected Business Angels Clubs

- Investing together with accelerators for the growth of the start-up ecosystem.  
*Marco Nannini (Impact Hub) & Filippo Zanetti (Impact Angels Club)*
- The role of women business angels; How to develop a women's BA club.  
*Fausta Pavesio & Anna Amati (Women Angels Club)*
- Audience discussion with participants.  
*Francesca Natali (Meta Group)*

10:30 **Part Five**

Round Table: Building a BAN. *Filippo Zanetti (IBAN)*

Success stories about building and developing BANs, trends and influences including key figures from the field.

Five BAN managers discuss how to involve successful entrepreneurs and business managers in investors' groups, build effective relations with angels, and boost cross border co-operation:

- *Lorenzo Ferrara (BAN Firenze)*
- *Marco Nannini (Impact Angels Club)*
- *Elita Schillaci (Sicilian Venture Philanthropy Foundation)*
- *Michele Tosi (Trentino Sviluppo)*
- *Davide Cecchini (Club Investitori Torino)*

11:45 **Networking Coffee Break**

12:15 **Part Six**

- A successful investment by Business Angels: Case study. *Loris Lanzillotti (BHeroes)* tbc
- Q&A from the floor

12:45 **Conclusions (IBAN & BAE)**

13:00 **Networking lunch**

Register now !

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