



# L'ecosistema startup italiano

*Startup Hi-tech Observatory*

*Andrea Cavallaro*

School of Management, Politecnico di Milano

[andrea.cavallaro@polimi.it](mailto:andrea.cavallaro@polimi.it)

IN COLLABORATION WITH

Italia start<sup>up</sup>



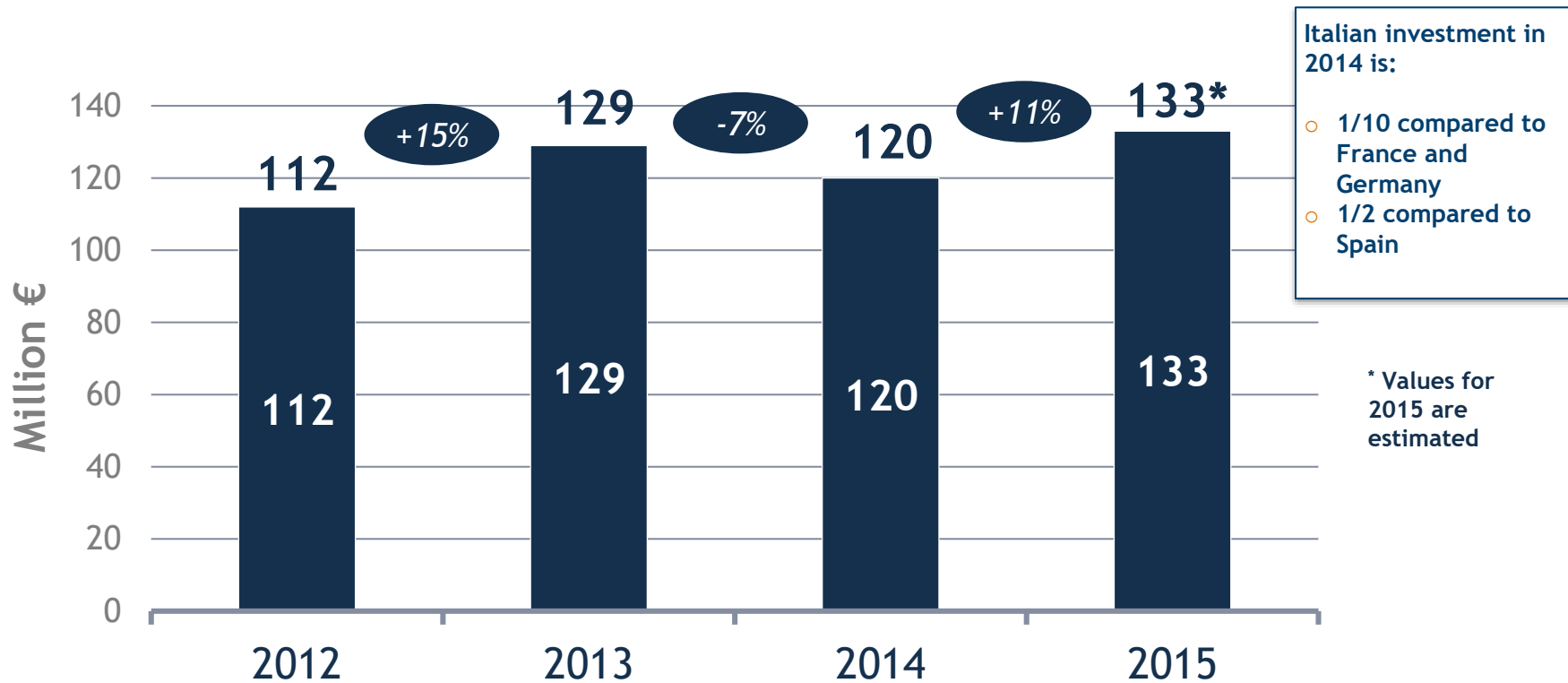


1\_  
Gli investimenti in startup in hi-tech

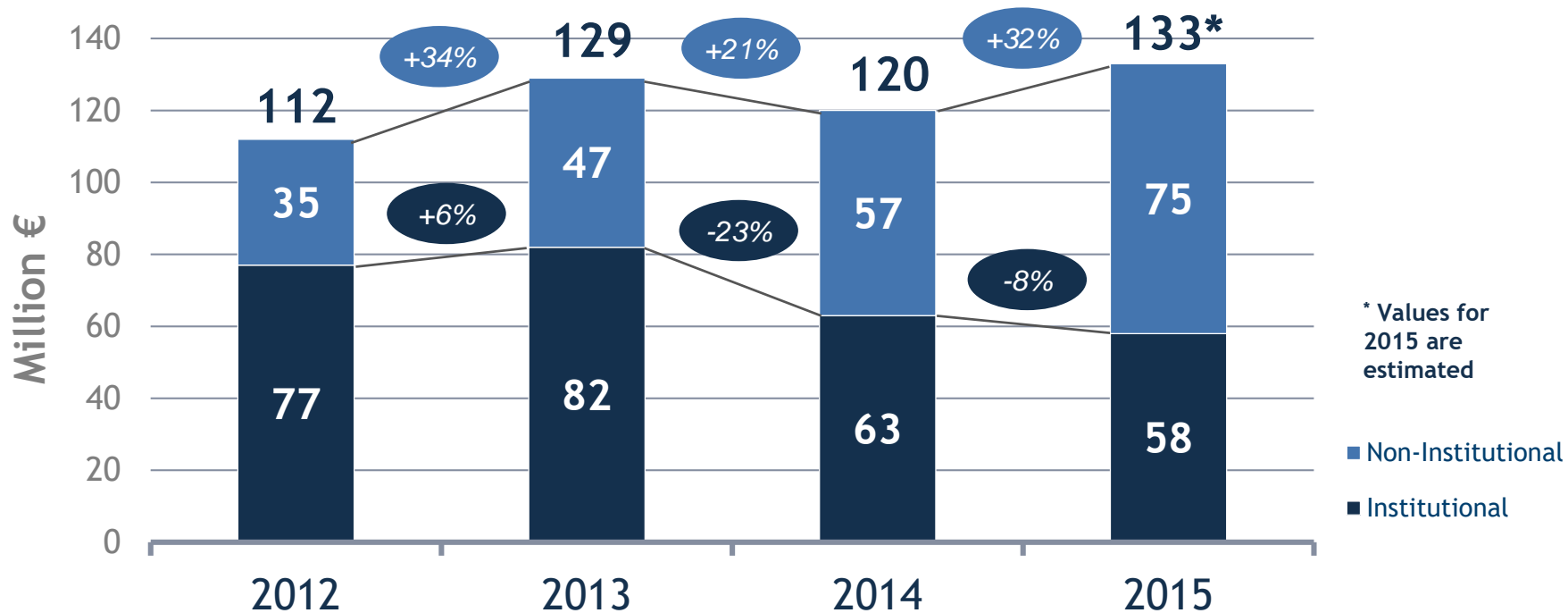
2\_  
Il profilo dei fondatori italiani

3\_  
Una selezione di startup significative

# Investimenti in startup hi-tech

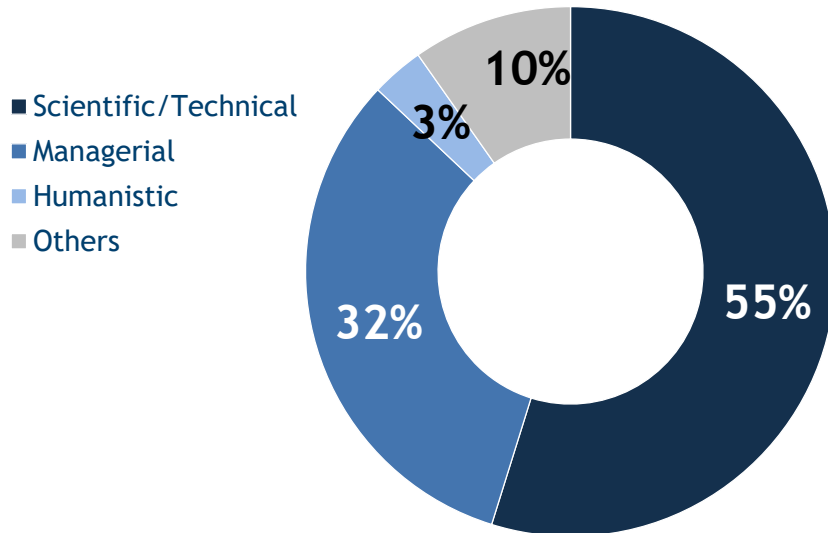


# Distribuzione investimenti per tipologia di investitore

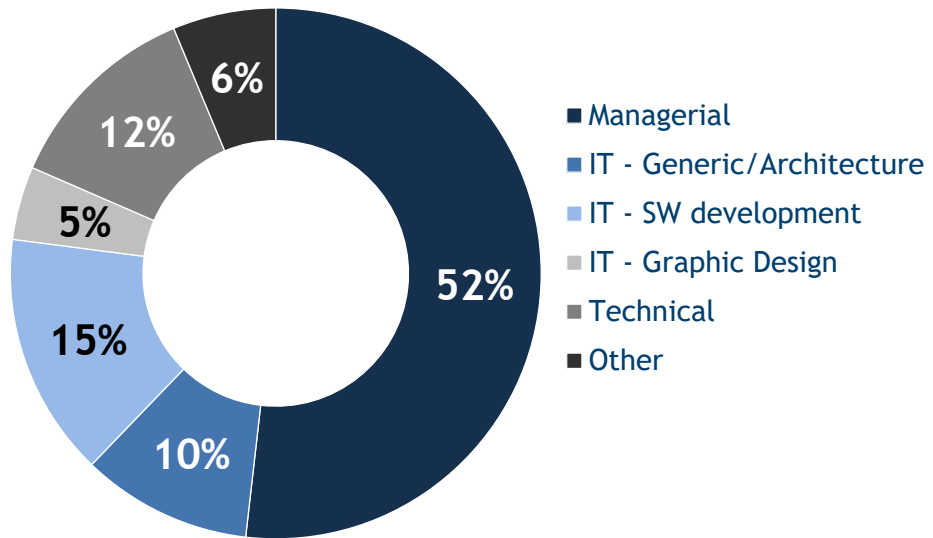


# Background founder startup

## Educational Background

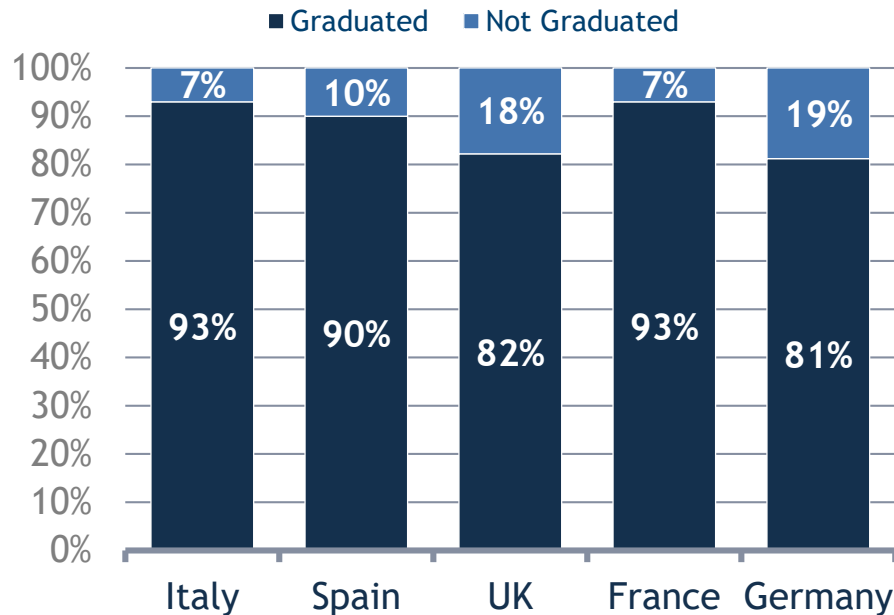
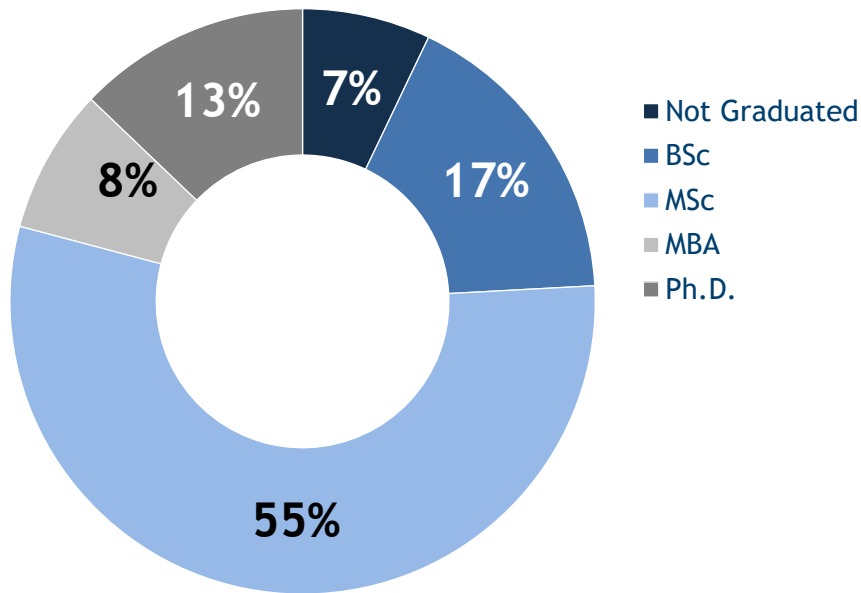


## Role covered in the startup



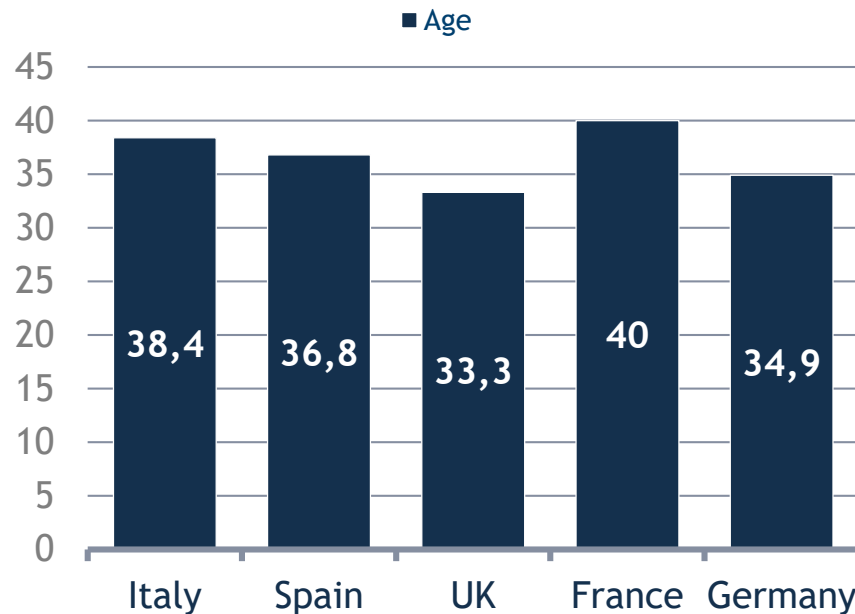
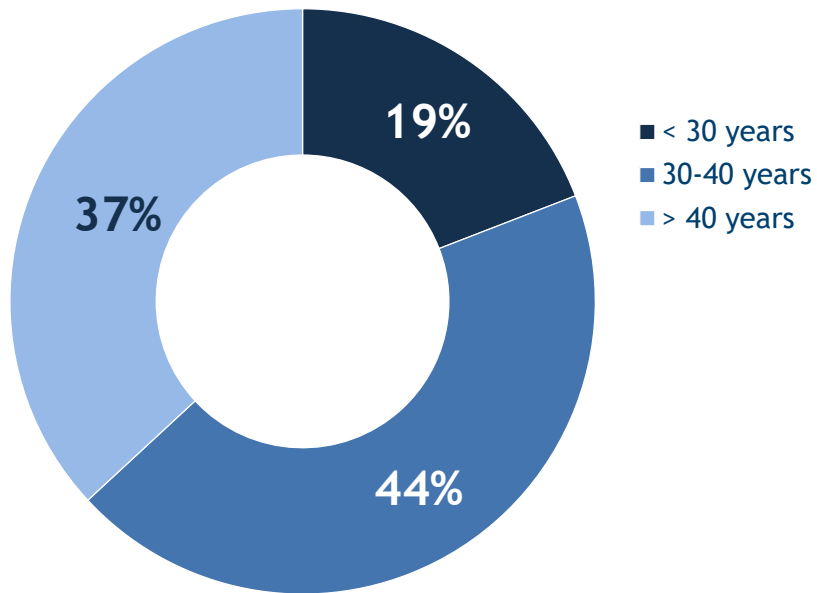
Italian sample: 1,032 founder profiles related to 364 startups funded by Institutional Investors in the timespan Jan. 1<sup>st</sup>, 2012 - Sept. 1<sup>st</sup>, 2015

## Level of Education



Italian sample: 1,032 founder profiles related to 364 startups funded by Institutional Investors in the timespan Jan. 1<sup>st</sup>, 2012 - Sept. 1<sup>st</sup>, 2015

## Age Range



Italian sample: 1,032 founder profiles related to 364 startups funded by Institutional Investors in the timespan Jan. 1<sup>st</sup>, 2012 - Sept. 1<sup>st</sup>, 2015

# Startup che hanno ricevuto i finanziamenti maggiori



## 2014/2015 Financing rounds

### Startups:

- headquartered in Italy
- founded after 2010
- funded by institutional and non-institutional investors



16 mln €



10 mln €



6,3 mln €



3,6 mln €



2 mln €



1,25 mln €



15,2 mln €



8,1 mln €



3,8 mln €



3 mln €



1,5 mln €



# Startup con i fatturati maggiori



## 2014 Turnovers

### Startups:

- headquartered in Italy
- founded after 2010
- funded by institutional and non-institutional investors

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4,2 mln €

**beintoo**

2,8 mln €

**EATALY**  
net

2,6 mln €

**INSEM**  
SPECIALISTI DEL WEB MARKETING

2,4 mln €

**LOVETHESIGN**

1,5 mln €

**citynews**

3,4 mln €

**ASTER**  
TECHNOLOGY & ENGINEERING

2,7 mln €

**eBOOX**

2,5 mln €

**Cortilia**  
LA CAMPAGNA A CASA TUA

1,8 mln €

**FarMan**  
Il mio benessere in un click

1,4 mln €

# Startup con il più alto valore di exit













2015  
Exit

Exits listed include:

- Initial Public Offering (IPO)<sup>1</sup>
- Trade Sale

<sup>1</sup> The IPO is realized by means of share subscription so technically it cannot be considered as a real "exit"

I P O			
	274 mln €	31,9 mln €	30,6 mln €
T R A D E  S A L E			
	60 mln €	55,5 mln €	51 mln €
			
	26,9 mln €	5,5 mln €	5 mln €
			1 mln € <sup>2</sup>

<sup>2</sup> the value is not confirmed due to contradictions in the secondary sources considered

# Startup con valore exit non dichiarato



2015  
Undisclosed Exit

dotadv



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