



**DIGITAL
MAGICS**

A close-up photograph of several small green seedlings with two leaves each, growing out of dark, rich brown soil. The seedlings are in various stages of growth, with some being taller and more developed than others. The background is a soft-focus view of more soil and distant seedlings.

THE DIGITAL

REVOLUTION IN ITALY

PROSPECTS FOR THE DIGITAL MARKET IN ITALY

ACCENTURE'S REPORT 'DIGITAL DISRUPTION: THE GROWTH MULTIPLIER' – WORLD ECONOMIC FORUM IN DAVOS, JANUARY 2016

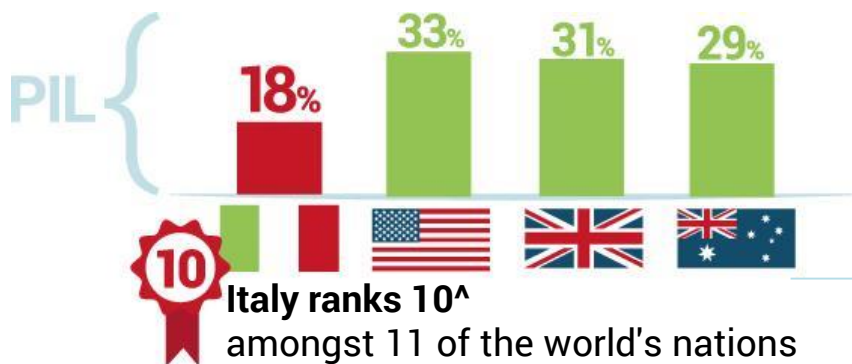
ENTRO IL 2020

For Italy, a **decisive boost** to the development of digital economy could lead to a **GDP growth**

Worldwide, by **optimizing skills and technologies**, the **digital economy** could provide a boost of **2.000 billion** EUR to GDP



Impact of digital economy on GDP



amongst 11 of the world's nations analysed in the Accenture's report as concerns the digital economy weighing on GDP.

Italy should direct

60%
sviluppo digitale verso una migliore applicazione di tecnologie



40%
sviluppo degli "acceleratori" o fattori abilitanti

It is precisely this «**digital divide**» waiting to be bridged that offers, in our country, high growth rates and a huge opportunity for operators in the sector.

THE GOVERNMENT'S COMMITMENT TO INNOVATION: INDUSTRY 4.0

**13 bn
EUR
of investments
(2017-2020)**



- **A dedicated fund for industry 4.0 startups**
- **Up to 30% tax deduction** for investments up to 1M in startups and innovative SMEs
- **Loss absorption** for startups by “sponsor” societies for the first 4 years
- **Tax benefits** with capital gain de-taxation on medium/long term investments (PIR - Individual Savings Plans)
- **To reach early stage investments in 2020 equal to 1bn**
- **To mobilise 2.6 billion EUR** for early stage private investments

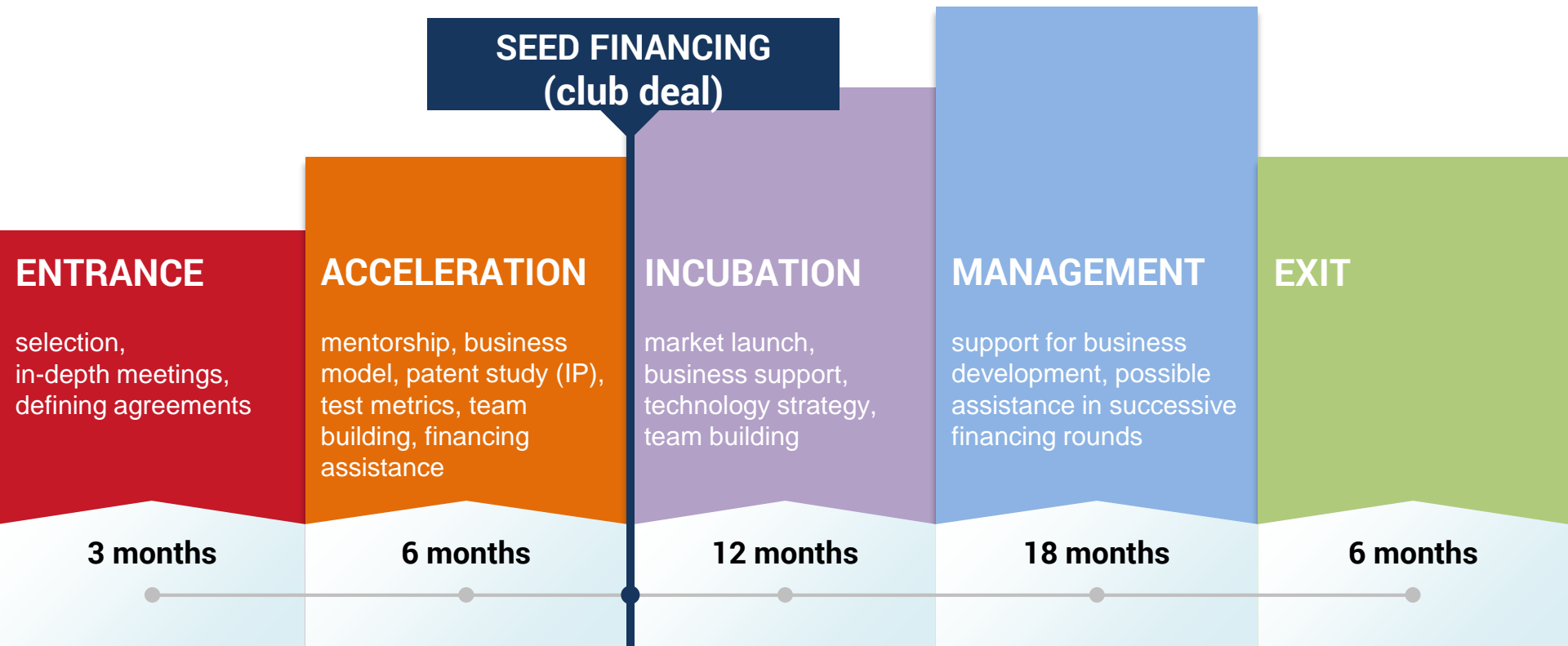


1 bn

already allocated by Regions to the financing of investment programmes in startup

DIGITAL MAGICS: *BUSINESS INCUBATOR* OF DIGITAL STARTUPS AND SCALEUPS

“From Talent to IPO”:
WE BUILD AND DEVELOP
SUCCESSFUL DIGITAL COMPANIES





DIGITAL MAGICS

DIGITAL MADE IN ITALY

The leading innovation hub

ITALIAN WAY OF LIFE

MILAN – MAY 11, 2017

DIGITAL MAGICS' PORTFOLIO

8 SECTORS AND >70 STARTUPS

DIGITAL MEDIA

INTERNET OF THINGS

FINANCIAL TECH

E-COMMERCE

B2B TECH

DIGITAL MARCOM

TRAVEL TECH

HEALTH TECH



THE LEADING PLATFORM FOR *DIGITAL MADE IN ITALY*



**Talent
Garden**



**DIGITAL
MAGICS**



TAMBURI INVESTMENT PARTNERS S.P.A

**1st EUROPEAN
CO-WORKING NETWORK**

- ▶ EVENTS & TRAINING
- ▶ CO-WORKING & COMMUNITY SERVICES

**1st ITALIAN
*BUSINESS INCUBATOR***

- ▶ SEED FUNDING
- ▶ ACCELERATION SERVICES

**1st ITALIAN PRIVATE
MERCHANT-BANK**

- ▶ PRE-IPO FUNDING
- ▶ INNOVATION WITH EXEMPLARS OF MADE IN ITALY
- ▶ CORPORATE, INDUSTRIAL, CO-INVESTMENT PARTNERS AND ANGELS

OPEN INNOVATION

DIGITAL MAGICS' TEAM

**>300 years of
combined digital
experience**

**The team holds more
than 40% of the shares
and is incentivised by a
major stock option plan**

**TIP, strategic
shareholder, holds
18.15%**



DIGITAL MAGICS AND REGIONAL AREAS

4 NEW LOCATIONS OPENED SINCE JANUARY 2016, IN ADDITION TO MILAN AND NAPLES



- **LOCAL PARTNERS**
- **STARTUP SCOUTING**
- **EFFICIENT ACCESS** for BAs and institutions investing in regional areas
- **PARTNERSHIPS** with industrial districts and local corporates



DIGITAL MAGICS EXPERIENCE AND MODEL



IMPORTANT COMPETITIVE BENEFITS

DIGITAL MAGICS IN NUMBERS

>7.000

«PITCHES»
EXAMINED

>500

JOBS CREATED



**DIGITAL
MAGICS**

>70

STARTUPS
IN PORTFOLIO

7 EXIT

>30% IRR
5M€ REINVESTED

DIGITAL MAGICS STARTUP UNIVERSITY



**TELEMATIC UNIVERSITY
OF ITALIAN CHAMBERS
OF COMMERCE**

**UNIVERSITY BUILT ON THE
MOST EFFECTIVE AND
MODERN TECHNOLOGICAL
STANDARDS IN E-LEARNING**

**THE MOST IMPORTANT ITALIAN HUB DEDICATED TO TELEMATIC
TRAINING FOR CREATING AN INNOVATIVE ENTERPRISE**

► **ACADEMIC PATHS AIMED
AT ASPIRING STARTUPPERS**

► **TO CREATE A NEW GENERATION
OF ENTREPRENEURS**

► **TO SELECT TALENTS
DURING TRAINING**

NEW ALLIES FOR *DIGITAL MADE IN ITALY*



VENTURE CAPITAL FUND

► OUR PARTNERSHIP WITH INNOGEST IS AIMED AT FINANCING STARTUPS: STRENGTHENED AND ACCELERATED

► DIGITAL MAGICS: 1° PARTNER OF WITHFOUNDERS WITH A 35% STAKE

► GROWTH OF PORTFOLIO VALUE OF DIGITAL MAGICS

► COMBINED NUMBER OF STARTUPS (INCLUDING WITHFOUNDERS' ONES) IN DIGITAL MAGICS PORTFOLIO: >70

SEED ACCELERATOR

► FOUR FOUNDERS OF WITHFOUNDERS – AMONG THE MOST RENOWNED AND SUCCESSFUL ITALIAN BUSINESS ANGELS – ENTER THE CAPITAL OF DIGITAL MAGICS

► 13 STARTUPS BROUGHT BY WITHFOUNDERS: >15 M€ AGGREGATE TURNOVER

THE LEADERSHIP OF THE MOST IMPORTANT ITALIAN INCUBATOR IS CONSOLIDATED

THE PLATFORM FOR *DIGITAL MADE* IN ITALY IS EXPANDING





DIGITAL MAGICS

From Talent to IPO



Thanks for joining us! 😊