

27.06.2023

STARTUPITALIA

+

OPEN

#SIOS23 SUMMER
INSIEME

SUMMIT

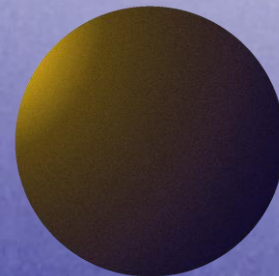
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#SIOS23 SUMMER

WELCOME TO SIOS23 SUMMER

Valeria Oliveri

Speaker di Radio 105

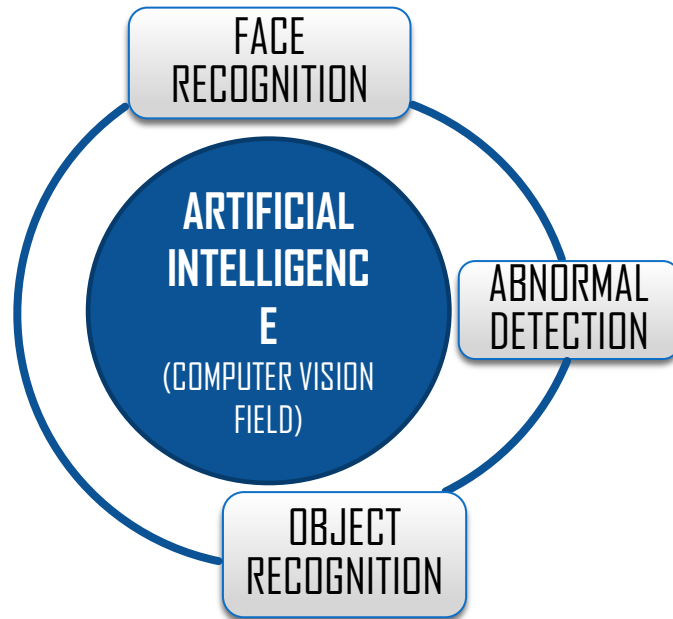


#SIOS23 SUMMER

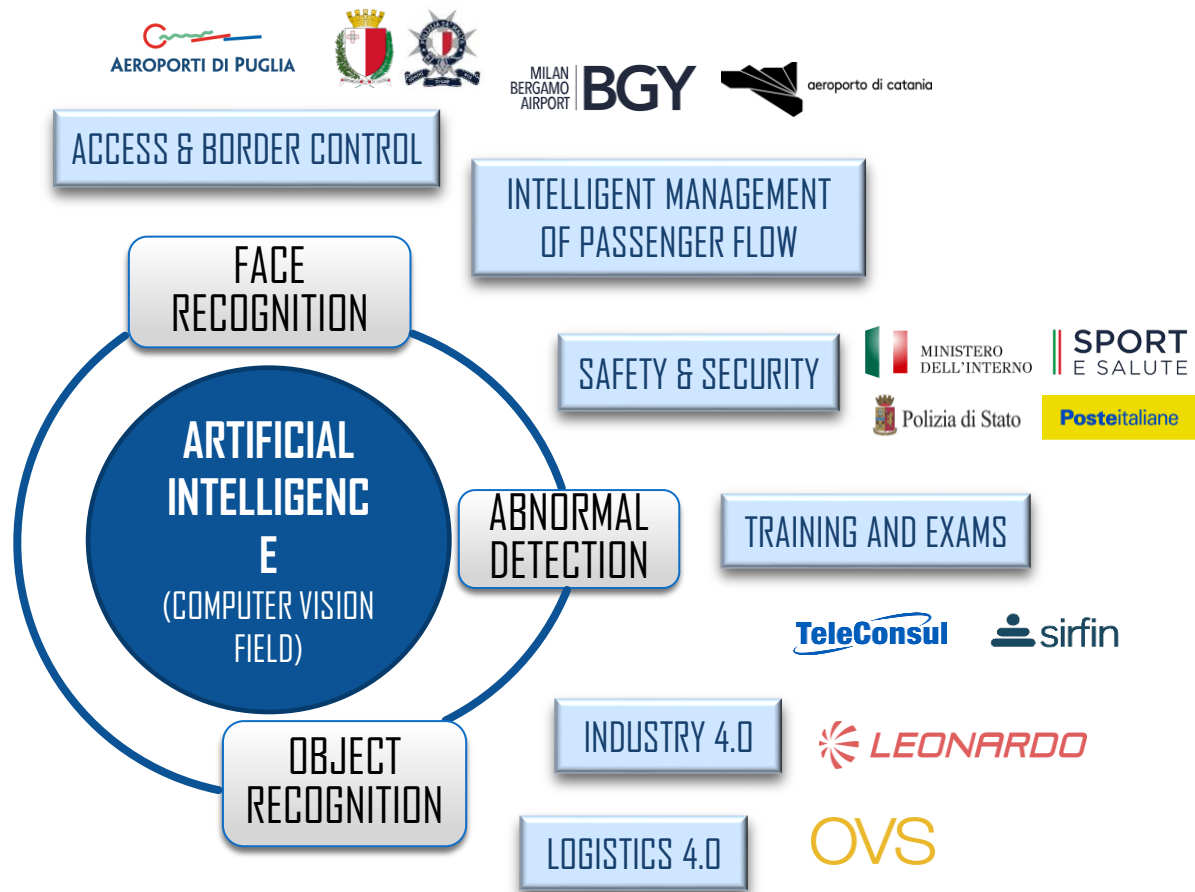
Reco 3.26



RECO 3.26 CORE BUSINESS



RECO 3.26 CORE BUSINESS



RECO 3.26 CORE BUSINESS

AEROPORTI DI PUGLIA



MILAN
BERGAMO
AIRPORT

BGY



aeroporto di catania

ACCESS & BORDER CONTROL

INTELLIGENT MANAGEMENT
OF PASSENGER FLOW

FACE
RECOGNITION

SAFETY & SECURITY



MINISTERO
DELL'INTERNO



SPORT
E SALUTE



Polizia di Stato



Posteitaliane

ARTIFICIAL
INTELLIGENCE
(COMPUTER VISION
FIELD)

ABNORMAL
DETECTION

TRAINING AND EXAMS

TeleConsul

sirfin

INDUSTRY 4.0

LEONARDO

LOGISTICS 4.0

OVS

OBJECT
RECOGNITION

E-COMMERCE

SMART CITY

AUTOMOTIVE

A world
of applications

SPORTS AND
ENTERTAINMENT

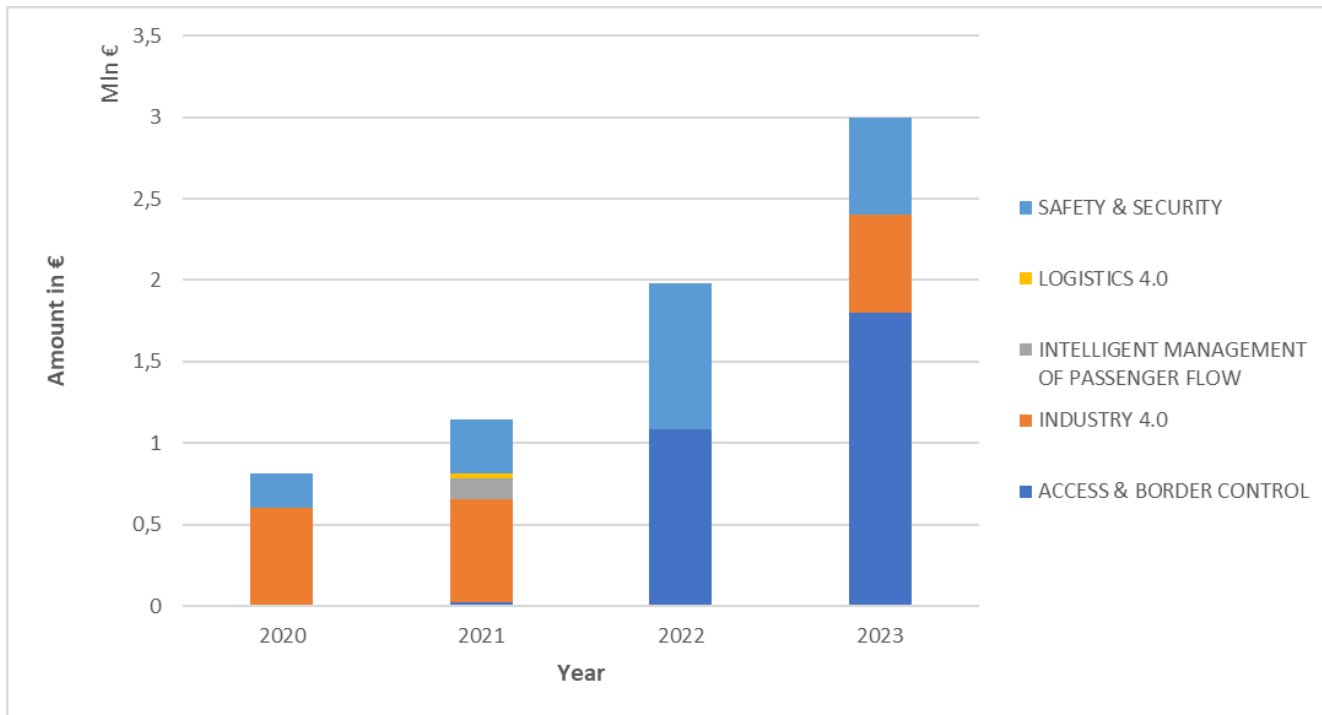
AGRICULTURE

HEALTH AND
WELLNESS

REVENUE GROWTH

The graph shows that the company's **revenue has tripled in less than 4 years.**

The "Access & Border Control" market has grown by 76.6 points from 2021 to 2023. Reco has also consolidated its presence in "Safety & Security" and "Industry 4.0" markets



RECO 3.26 PROFILE

Reco 3.26 was born in 2018 and it's an Italian Innovative SME



STRENGTHS

- ☐ DEVELOPMENT OF HIGHLY INNOVATIVE SOLUTIONS, PATENT FILING
- ☐ CUSTOMIZABLE AND SCALABLE SOLUTIONS THAT ENSURE HIGH LEVELS OF SECURITY
- ☐ REDUCED TIMES IN OPERATIONAL PHASES
- ☐ CUSTOMER SATISFACTION ORIENTATION
- ☐ INCREASING DEGREE OF DIVERSIFICATION: SOLUTIONS APPLICABLE IN DIFFERENT SECTORS AND CONTEXTS
- ☐ FLEXIBILITY AND ACCURACY
- ☐ EXCELLENT ABILITY TO COLLABORATE WITH CLIENTS, PLAYERS AND SUPPLIERS
- ☐ TEAM SPIRIT AND GREAT ENTHUSIASM
- ☐ STRONG SENSE OF SOCIAL AND ENVIRONMENTAL RESPONSIBILITY

RECO 3.26



LECCE (ITALY)

VIA DEL PLATANO, 5
CASTROMEDIANO, CAVALLINO (LE)

MILAN (ITALY)

VIA MARIO PAGANO, 51
MILANO, ITALY

ROME (ITALY)

VIALE LUCA GAURICO, 91/93





SIMONE PRATESI

CEO OF RECO 3.26



RECO FACE FINDER

FOR PUBLIC SAFETY MANAGEMENT



MINISTERO
DELL'INTERNO



Polizia di Stato

WHAT IS?

The system allows to identify the presence of attentive subjects, starting from the faces present in a video stream, combining different facial recognition and face tracking algorithms (also from different providers).

➤ RECO FACE FINDER ENTERPRISE

The **Enterprise** solution searches for the identity of a face present in an image within a database of **millions of photo-reported subjects**. The result contains a **list of similar faces sorted by degree of similarity**.

Benefits: Less than 1 second to search through 20 MILLION faces

➤ RECO FACE FINDER REAL TIME

The Real-Time solution analyzes in real time the faces of the subjects captured by the cameras in uncontrolled environments and with non-cooperative subjects, comparing them with a reference watch-list.

Benefits :

- 50 milliseconds to search through 100K faces
- Able to identify all faces in each frame and recognize faces in different poses (neural network estimation)
- Possibility of using a Mobile App integrated in the same scenario, in order to easily verify each specific subject in real time

FEATURES

- ❑ Product quality guaranteed by a totally 'Made in Italy' supply chain
- ❑ Innovative and easy to use solution
- ❑ Tested and easy to maintain solution
- ❑ Modular software architecture
- ❑ Solution that can be integrated with the client's pre-existing infrastructure
- ❑ Compliance with safety standards and regulations
- ❑ Customizable product on client request



AREAS OF USE

The solution can be used by **Government bodies** and **Police Forces** to improve **public safety management**.

The Enterprise solution, named **S.A.R.I. (Sistema Automatico Riconoscimento Immagini)** and commissioned by the **Italian Ministry of the Interior**, it's used with success throughout the country and in the **Italian Police Headquarters**.



FACE2FLY – BIOMETRIC PASSENGER JOURNEY

FOR THE AUTOMATED AND SEAMLESS MANAGEMENT OF THE PASSENGER FLOW THROUGH FACIAL BIOMETRY



S.A.C.B.O. s.p.a.



WHAT IS?

The **Face2Fly** is a Reco's solution for **automated and seamless passenger flow management, from airport entry to boarding**, using **facial biometrics**. A complete experimentation of the **"free to move"** process of the passenger at the airport is proposed through an **"hand free boarding"**, as an alternative to traditional and resource-intensive manual controls.

The Face2Fly solution provides the following operational workflows:

1. Enrollment via kiosk located on the "land side" of the Airport. The process consists in:

- i. Choice of language, reading of the information and acquisition of consent to data processing
- ii. Reading of the identity document (recovery of the passenger's personal data and photo from the chip) and of the boarding pass with verification (through a service displayed by the Central System) of its validity (verification of date, time slot, flight, presence in the PNL).
- iii. Face acquisition via camera and 1:1 comparison (biometric verification) with the image extracted from the chip of the electronic identity document
- iv. If the outcome is positive, the "passenger - kiosk" interaction process ends. All data is sent to the Reco central system on the Airport's server in encrypted form.

2. App Mobile: allows, in a simple and intuitive way, to combine a boarding pass with the passenger profile created at the airport using the identity document as a unique key.

3. Access to the Security Lane via facepod that "captures" the face of the passenger, performs facial recognition, verifies boarding pass (location and airport station), traces the successful passage, notifies to the passenger on video and opens the gate doors automatically.

4. Control of Xray Security: verification of the validity of the boarding pass from the passenger's face.

5. Boarding via Facepod equipped with 2 monitors, one for passenger identification (M1) and the other for feedback to internal staff (M2). The passenger arriving at the boarding gate, presents his face to the M1 for biometric identification. The system "identifies" the passenger using facial biometrics, recovers the information from his boarding pass, notifies the successful recognition, presents the passenger information on the operator's monitor and, by interfacing with the CUPPS, notifies the DCS of successful boarding.



AREAS OF USE

The Face2Fly system can be installed at **Airports** all over the world.

The system is used successfully in the **Italian Airports** of **Catania-Fontanarossa** and **Milano - Bergamo, Orio al Serio**.

FEATURES

- ☐ Product quality guaranteed by a totally *'Made in Italy'* supply chain
- ☐ User-friendly Design
- ☐ Intuitive and multilingual user interface
- ☐ Tested and easy to maintain product
- ☐ Modular hardware and software architecture
- ☐ Solution that can be integrated with the client's pre-existing infrastructure and with other airport systems
- ☐ Compliance with airport standards and regulations
- ☐ Customizable product on customer request

SELF-SERVICE KIOSK

FOR ENTRY/EXIT BORDER CONTROL



S.A.C.B.O. S.p.A.



WHAT IS?

The **Self Service Kiosk EES** allows for the **electronic registration of citizens from Third Country Nationals**, both short-stay visa holders and visa-exempt travellers, every time they cross an external EU border (entry and exit).

In the first instance, the traveler carries out the **Pre-Enrollment** through the Self Service Kiosk. The system:

1. Verify the **authenticity of the travel document** and **acquire passenger data**;
2. Check the **"self-service station" eligibility**;
3. Check for **EES relevance**;
4. Acquires the **biometric image of the face** and **verifies the identity**;
5. Acquires **fingerprints** in case of first dossier;
6. Register the answers to the completed **multiple-choice questionnaire**, only for incoming passengers;
7. Register/Update **EES data**

Subsequently, the traveler will go to the **E-gate** where the following operations will be carried out:

1. Verification of the **authenticity and integrity of the travel document**
2. Verification of the **legitimate ownership of the travel document by the passenger**
3. **Registration of necessary passenger data**
4. **Verification of the passenger's eligibility to cross the border**, in accordance with pre-determined rules.



FEATURES

- ❑ Product quality guaranteed by a totally *'Made in Italy'* supply chain
- ❑ User-friendly Design
- ❑ Intuitive and multilingual User Interface
- ❑ Tested and easy to maintain product
- ❑ Modular hardware and software architecture
- ❑ Solution that can be integrated with other systems
- ❑ Compliance with Frontex guidelines for EES systems (*"Technical Guide for Border Checks on Entry/Exit Systems (EES)"* v 1.0 di 5/2021)
- ❑ Customizable product on customer request

AREAS OF USE

The **Self Service Kiosk EES** can be installed at border locations, such as **Airports, Ports, Stations**.

The system is active at **Milano-Bergamo, Orio al Serio Airport** and is being installed at **Catania-Fontanarossa, Bari and Brindisi Airports**



SELF-SERVICE KIOSK

FOR ENTRY/EXIT BORDER CONTROL



WHAT IS?

The **Reco Face Finder** system makes it possible to **detect and identify the presence of attentive subjects** at the entrance or within the **areas of a sports facility**, specifically a **stadium**.

The system, starting from an **image of a suspect**, acquired during the sporting event or transmitted to the State Police during the event, or starting from **known personal data**, **searches and compares to the faces and/or personal data of the spectators**, acquired automatically upon access to the stadium and combined with the personal data shown on the admission ticket and **stored in a database**.

The system makes it possible to **speed up the investigations conducted by the State Police for the search for the suspect(s)**, **reducing the manual operations** of unwinding the video streams and searching for the frames containing the subject's face. It's estimated a **reduction of approximately 90% of the times of investigative activities**. This allows the Police Inspectors to **act promptly**, **avoiding situations of greater danger and/or the possibility of escape of the suspect**. Therefore, the timeliness of the system makes it possible to detect the suspect in the fragrance of a crime.

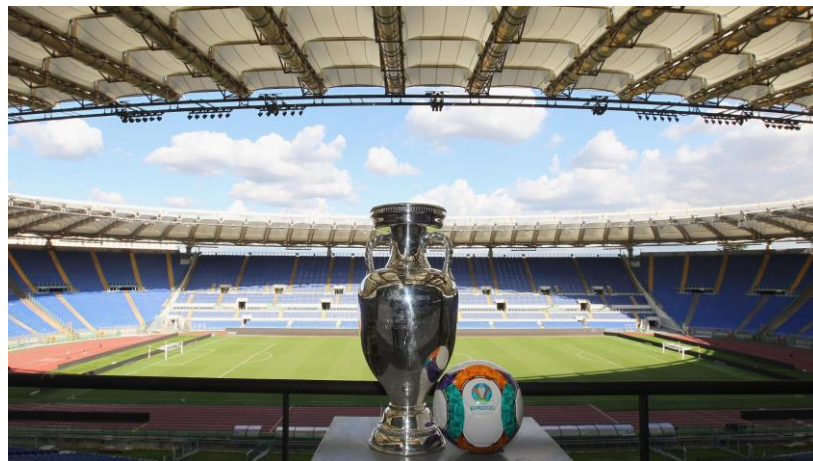
FEATURES

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- ❑ Modular software architecture
- ❑ Solution that can be integrated with the client's pre-existing infrastructure
- ❑ Compliance with safety standards and regulations
- ❑ Customizable product on client request

AREAS OF USE

The solution can be used in **sports facilities** and **stadiums** around the world.

The experience of the European football championship, **UEFA Euro 2020**, at the **Olympic stadium in Rome**, has highlighted the potential of the solution for the **safety of sporting events** and for the **protection of public order**.



INNOVATIVE SOLUTIONS FOR INDUSTRY AND LOGISTICS 4.0



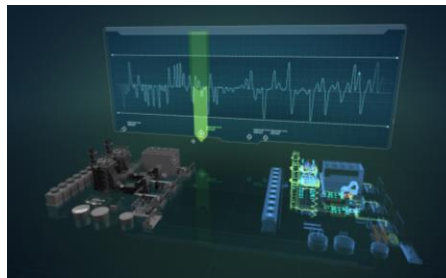
AUTOMATIC INSPECTION OF MATERIALS/PRODUCTS



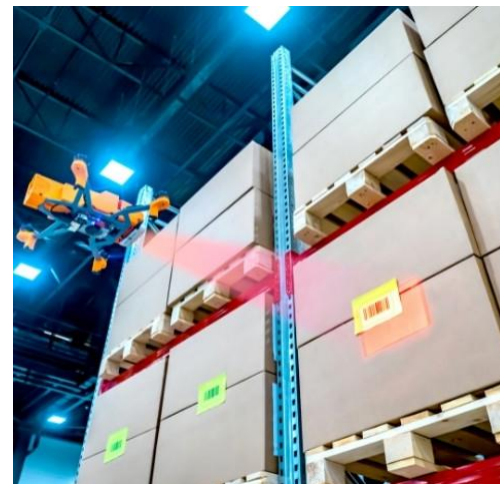
HIGHLY RELIABLE AND AUTOMATIC MEASUREMENT OF PRODUCTS



DIGITAL TWIN FOR GREEN HYDROGEN PLANTS



DRONE SCANNER



#SIOS23 SUMMER

Reco 3.26 Q&A





SIOS23
SUMMER

03:00

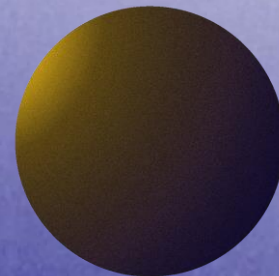
#SIOS23 SUMMER

Reco 3.26



#SIOS23 SUMMER

2Gift





2gift

**Trasforma il tuo shopping in
impatto sociale**

2gift

Piattaforma che consente
di **finanziare progetti
sociali utilizzando
giftcard come premio
per i sostenitori**





Abeo



15.000 €
budget in
gift card

10€
gift card

10€

Alice

**Spesa da
Despar**

Win - win - win formula

Persone

Trasformano acquisti in
impatto sociale

Corporate

Acquisizione di clienti, dati
e reputazione

Terzo settore

Modalità di finanziamento
coinvolgente e non invasiva

The Decathlon logo consists of the word "DECATHLON" in white, uppercase, sans-serif font, centered within a solid blue rectangular background.The Nono Sport logo features the words "Nono" and "SPORT" in a stylized, italicized white font. "Nono" is in a standard weight, while "SPORT" is bolder. A red swoosh underline is positioned beneath "SPORT". The entire logo is set against a blue rectangular background.This block contains three stacked logos for retail chains: "DESPAR", "EUROSPAR", and "INTERSPAR". Each name is written in white, uppercase, sans-serif font within its own red rectangular box.The Tigota logo features the word "TIGOTA" in white, uppercase, sans-serif font, centered within a solid teal rectangular background.

Special sauce



Alfonso

Serial **entrepreneur**
8+ years **crowdfunding**
30+ years in **sport**



Federico

10+ years **ecommerce**
Marketplace specialist
Tech guru



Paolo

3+ years **nonprofit owner**
8+ years **crowdfunding**
Tech **innovator**

Join us



MIT
DESIGN
X



FONDAZIONE DI
VENEZIA

LE
VILLAGE
by CDE



2GIFT
2gift.it

The 2GIFT logo is displayed on the right panel. It consists of a red square containing a white stylized 'X' shape, followed by the word '2GIFT' in a bold, dark blue sans-serif font. Below this, the website address '2gift.it' is written in the same font and underlined.

#SIOS23 SUMMER

2Gift Q&A



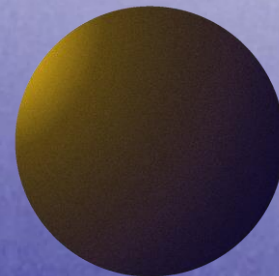


SIOS23
SUMMER

03:00

#SIOS23 SUMMER

2Gift



#SIOS23 SUMMER

Elaisian



Q2 - 2023



Elaisian®

Pitch
Q2 - 2023

HOW DOES IT WORK?



DATA COLLECTION



Real-time data (weather station)
Historical climate data (10 years)
Fixed data (field)

DATA ANALYSIS



Data interpretation with
proprietary agronomic
algorithms

DATA RESULTS



Real-time monitoring of
all plant needs

PREDICTION OF ALL PLANT NEEDS

DISEASES



DISEASES DSS

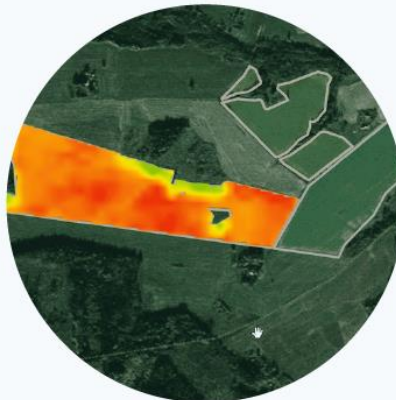
(7 days in advance)

OLIVE --> 5 pathogens

GRAPE --> 5 pathogens

ALMOND --> 3 pathogens

VEGETATION



SATELLITE DSS

5 days, image frequency

3 indexes analysed

1 interpretation report for
each index

WATER



WATER DSS

Water Balance for
saving water use

SERIES-A BRIDGE FUNDING

1.5 M € (86% – 1.3 M€ committed)

MAIN GOALS (2023)

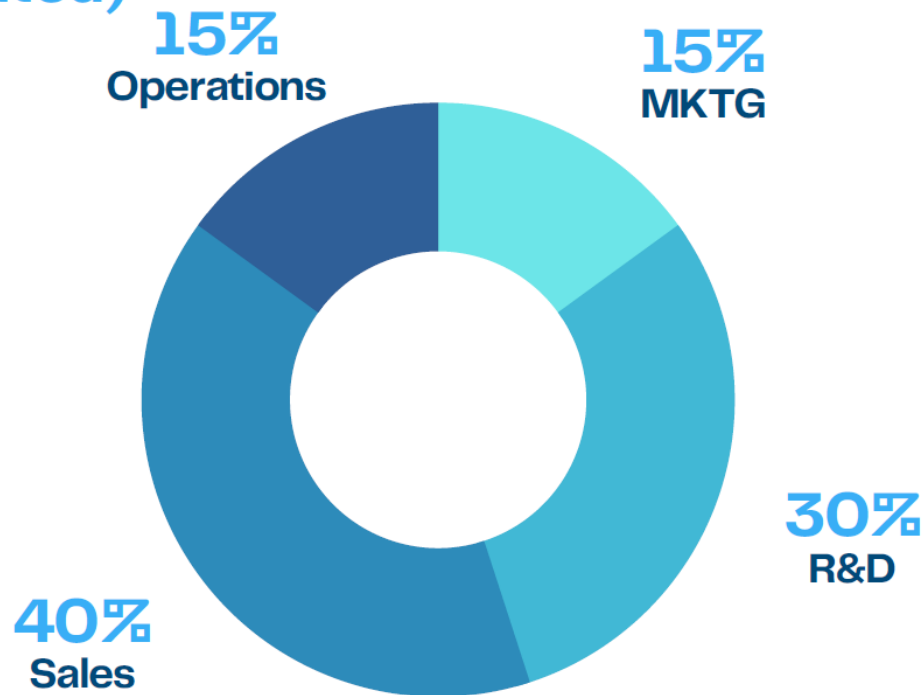
Bridge: €1.5 M

Revenues: €800–850K

Salesforce: 8

Product dev: Mobile app, Water balance, boosting AI

Crops: Olive, grape, almond, kiwi





damiano.angelici@elaisian.com



333-7925426



elaisian.com

Roma Via Ostiense, 92 – 00154

Bari Strada S. Giorgio Martire, 2D – 70124

Madrid C/de la Alameda 22 – 28014

**TOGETHER
WE ARE
WRITING THE
FUTURE OF
AGTECH**

#SIOS23 SUMMER

Elaisian Q&A





SIOS23
SUMMER

03:00

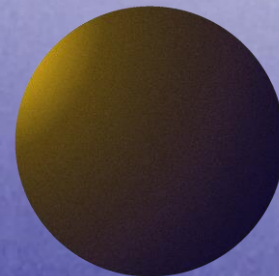
#SIOS23 SUMMER

Elaisian



#SIOS23 SUMMER

Volano





**Network multicanale
di Ferramenta e Utensilerie**



Di cosa parliamo?

UN MERCATO CHE NON E' PRONTO



In Italia ci sono 5 milioni di imprese.
Il 75% del Fatturato italiano dipende dal mercato B2B
(2.700 Miliardi di euro, di cui 500 miliardi Export) ⁽¹⁾



Secondo lo studio realizzato da Gartner, Future of sales, entro il
2025 l'80% delle interazioni di vendita B2B tra fornitori e acquirenti
avverrà attraverso i canali digitali. ⁽²⁾

**IL MERCATO E' COSTITUITO DA OLTRE 16.000 FERRAMENTA E
UTENSILERIE E CHE FORNISCONO MICRO IMPRESE E PMI**

Meno del 40% di queste realtà **vende anche sul canale digitale**, della
restante parte **oltre il 60%** del campione **dichiara di voler investire in
un percorso di evoluzione digitale** (online e multicanalità) e in
comunicazione digitale. ⁽³⁾

⁽¹⁾ WMF-Francesco De Nobili, Giugno 2022

⁽²⁾ Digital4.biz, Luglio 2022

⁽³⁾ Dati convegno Osservatorio OPMF a BricoDay, Settembre 2022



Network multicanale
di Ferramenta e Utensilerie



TECNOLOGIA

> Piattaforma multicanale
& Sito E-commerce B2B

PRODOTTI

> Sharing & Private Label

PERSONE

> E-commerce Store Manager
& Geo-Digital MKTG

VÓLANO oggi



16 Ferramenta/Utensilerie* già collegate

(*) Fascia 2/5 MilEuro Faturato

25.000 Feed di materiale disponibile dal pronto

Team di lavoro con formazione ed **esperienza sui prodotti**
e forte passione e **competenza per il digitale**

**LA PREPARAZIONE TECNICA DEI SOGGETTI COINVOLTI UNITA
ALLA FORTE DIMENSIONE RELAZIONALE TIPICA DEL SETTORE
RAPPRESENTA IL VANTAGGIO COMPETITIVO DELL'INIZIATIVA**

Cerchiamo Investitori per far crescere modello in:

- > **Espansione commerciale**
- > **Sviluppo tecnologico della Piattaforma**
- > **Potenziamento Private Label**



GRAZIE



DEVCO S.r.l.

Sede operativa:

Corso Europa 15

20122 Milano

Tel. +39 0283591153

Website: www.volanoshop.it

Simone Mornati

Mobile IT +39 339 67 46 907

Davide Ceriani

Mobile IT +39 335 70 74 794

#SIOS23 SUMMER

Volano Q&A



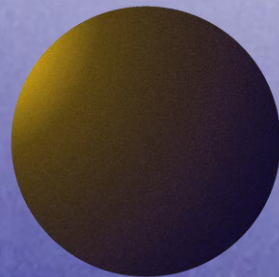


SIOS23
SUMMER

03:00

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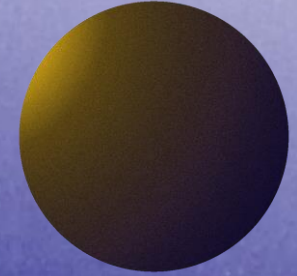
Volano



#SIOS23 SUMMER

GreenBone

GreenBone®
NATURAL BONE HEALING



Greenbone Ortho SpA

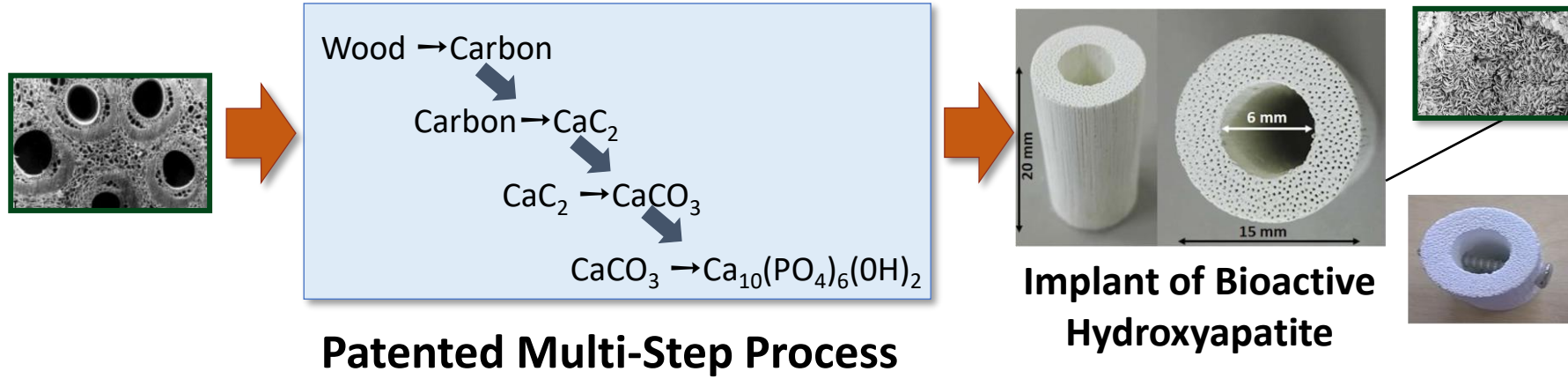
Paolo Sala – CFO – *Rome, June 27th*



- The Idea: mimicking nature
- The Company
- Priorities & Projects
- The Team

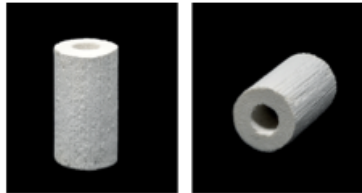


Mimicking Nature to Grow Bone

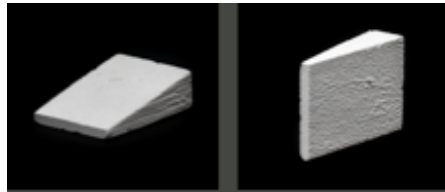


Portfolio: CE marked, FDA pre-sub, fully Patented

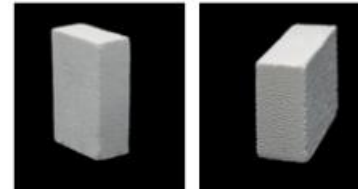
Cylinders



Wedges



Blocks

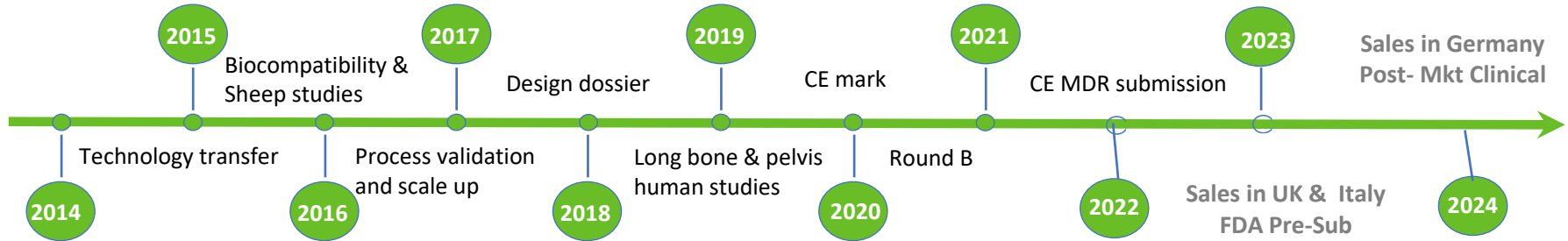


Granules



Company Highlights

Total investment to date: 22 M €



2023 - 2025 key priorities:

- | | |
|----------|--------------------------------------|
| Clinical | Build Clinical Evidence |
| RA | Obtain FDA approval. |
| Sales | Expand in Italy, Germany & UK |
| R&D | New indications (spine) & IP mining. |

GreenBone Facility in Brescia, Italy
43,000 ft², 10,000 ft² clean room



Priorities & Projects

2023 - 2025 key priorities:

Clinical	Build Clinical Evidence
RA	Obtain FDA approval
Sales	Expand in Italy, Germany & UK
R&D	New indications (spine) & IP mining

b.Bone[®]

SPINE

OSTEO

PLATFORM

Greenbone Ortho Team



Stefano Di Lullo
CEO

- 35 years experience in Medical Devices
- GM Corin Ortho
- Division President Livanova
- VP, Edwards Lifesciences, Boston Scientific



Vanessa Bonomi
Head RA&QA

- 15 years experience in medical device regulatory & quality. (Orthofix and Copan Group)



Paolo Sala
CFO

- 15 years experience financial management in medium and large companies.
- MBA, M&A



Andrea Cha
COO

- 15 years experience in Medical Device Industry
- Quality and manufacturing Manager Medtronic-Invatec



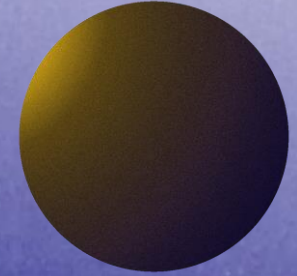
Susanna Salvagno
Head Clinical Affairs

- 30 years experience in orthopedic clinical science at Orthofix.
- KOL Board leader

#SIOS23 SUMMER

GreenBone Q&A

GreenBone®
NATURAL BONE HEALING





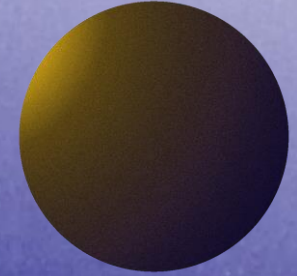
SIOS23
SUMMER

03:00

#SIOS23 SUMMER

GreenBone

GreenBone®
NATURAL BONE HEALING



#SIOS23 SUMMER

Nano-Tech





Nano - Tech[®]

Nano Carbon Technologies

27/06/2023

Andrea Giovannelli
Founder and Business
Development

A background image of an F1 race track during a race. Several Formula 1 cars are visible, including a red Ferrari in the foreground on the left and several blue and orange cars in the center and right. A safety car with flashing lights is visible in the distance. The track is surrounded by grandstands and various sponsor banners like Pirelli and Shell.

8 OUT OF 10 F1 TEAMS

USE OUR MATERIALS

NANO-TECH SVILUPPA E
PRODUCE MATERIALI
AVANZATI
PER AUTOMOTIVE E
AEROSPAZIO

2,000 SQM FACILITY:

- CLEAN ROOM
- HOT MELT LINE
- R&D LAB
- PROTOTYPATION
- ISO 9001



(AWARDED THE **SEAL of EXCELLENCE** BY EIC)

PROBLEM:

AEROSPACE IN PARTICULAR



NEEDS, MORE THAN EVER, ADVANCED MATERIALS



Nano -Tech
Nano Carbon Technologies

THEY HAVE TO BE:

LIGHTER

HEAT RESISTANT

STRONGER

RECYCLABLE

NOT TOXIC

CONDUCTIVE

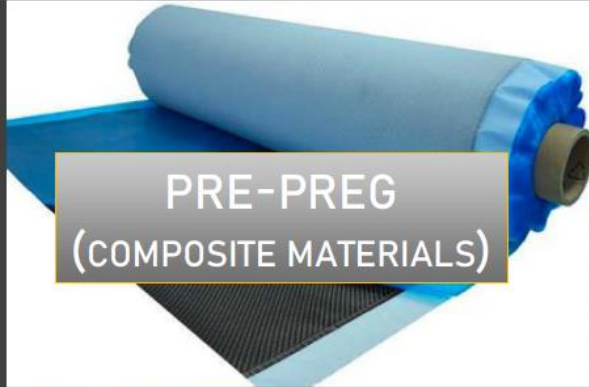
...

SMART



Nano-Tech
Nano Carbon Technologies

NANO-TECH SMART MATERIALS



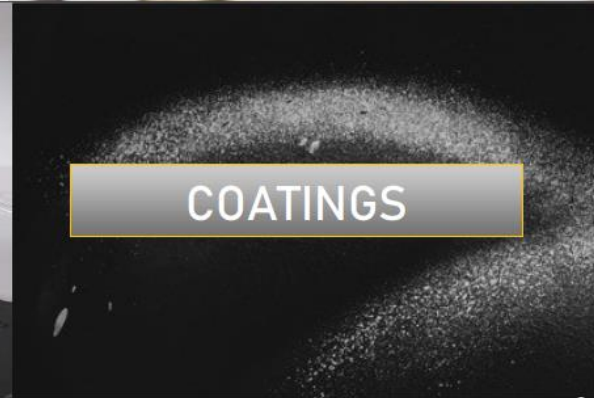
PRE-PREG
(COMPOSITE MATERIALS)



RESINS







CONDUCTIVE
POLYMERS



COATINGS

COMPETITIVE ADVANTAGE*

	 Innovation by Chemistry			 Nano Carbon Technologies
MECHANICAL STRENGTH	HIGH	HIGH	HIGH	HIGH
THERMAL STABILITY	MEDIUM	MEDIUM	MEDIUM	HIGH
RECYCLABLE	NO	NO	NO	YES
NON-TOXIC	NO	NO	NO	YES
FLAME RETARDANT	MEDIUM	MEDIUM	MEDIUM	HIGH

* NANO-TECH C-PREG400 (PATENTED)

SOLUTIONS

1. HELICOPTER INTERIORS
2. SMALL AVIATION PRIMARY STRUCTURES
3. HEAT RESISTANT COMPONENTS FOR F1 AND SUPERCARS
4. STRUCTURAL FLAME PROOF BATTERY CASES
5. SUPERSONIC RADOME
6. STEALTH MATERIALS & CAMOUFLAGE:
7.



Nano -Tech
Nano Carbon Technologies

TEAM & PARTNERS

WOMEN: 50% OF TOTAL WORKFORCE



STEFANO SANDRI
PRESIDENT



GIUSEPPE
GALIMBERTI
CEO



DONATO
GIOVANNELLI
SCIENTIFIC
ADVISOR



ANDREA
GIOVANNELLI
BUSINESS
DEVELOPMENT



CLEMENTE LETIZIA
HEAD OF SALES



PATRICIA BARCALA
DOMINGUEZ
CMO



LUIGINA SONAGLIONI
HEAD OF OPERATIONS



ALESSANDRA
CIAPPA
HEAD OF R&D



SPACE CLUSTER
MARCHE
CONSORTIUM

MARLIC PROJECT
RESEARCH
COOPERATION

CASSINI BUSINESS
ACCELERATOR
ACCELERATOR

INNOVIT
ACCELERATOR

POLITECNICA
UNIVERSITY
R&D ACCORD

POLITECNICO
UNIVERSITY
R&D ACCORD

EIC TECH TO MARKET
ENTREPRENEURSHIP & VENTURE
BUILDING
ACCELERATOR



#SIOS23 SUMMER

Nano-Tech Q&A





SIOS23
SUMMER

03:00

#SIOS23 SUMMER

Nano-Tech



#SIOS23 SUMMER

Xnovo



XNOVO

BRANDS MAKE FASHION WE CHANGE IT

XNOVO

An aerial photograph showing a vast, colorful sea of discarded plastic and other debris. In the center of this waste field stands a white, classical-style statue of a nude female figure. To the right, a white car is parked on a patch of bare ground. The overall scene is a powerful visual metaphor for environmental pollution and waste management.

**NO TIME
TO WASTE**



CLOSING THE LOOP

XNOVO

* **75%**

*Il 75% dei consumatori a livello globale acquisterebbe abiti più sostenibili se fossero più accessibili e convenienti.



+16,8%

Il 60% dei consumatori è disposto a pagare di più per i prodotti rigenerati.

-100 MILIARDI

M³



Il mercato della moda circolare crescerà a un CAGR del 16,8% dal 2020 al 2025.



PEOPLE NOT CONSUMERS

765 miliardi

Entro il 2022



55%

il 55% dei consumatori di moda a livello globale preferisce fare acquisti online.



SUSTAINABLE FASHION
SUSTAINABLE GROWTH

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Xnovo Q&A





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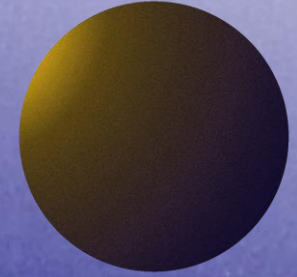
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Xnovo



#SIOS23 SUMMER

Vita Meals





Vita Meals

Personalized Nutrition for
Optimal Health

Email

andrea.lippolis@vitameals.com

Phone

+39 329 37 64 721

Andrea

CEO & Founder
vitameals.life



Technology at the service of nutrition

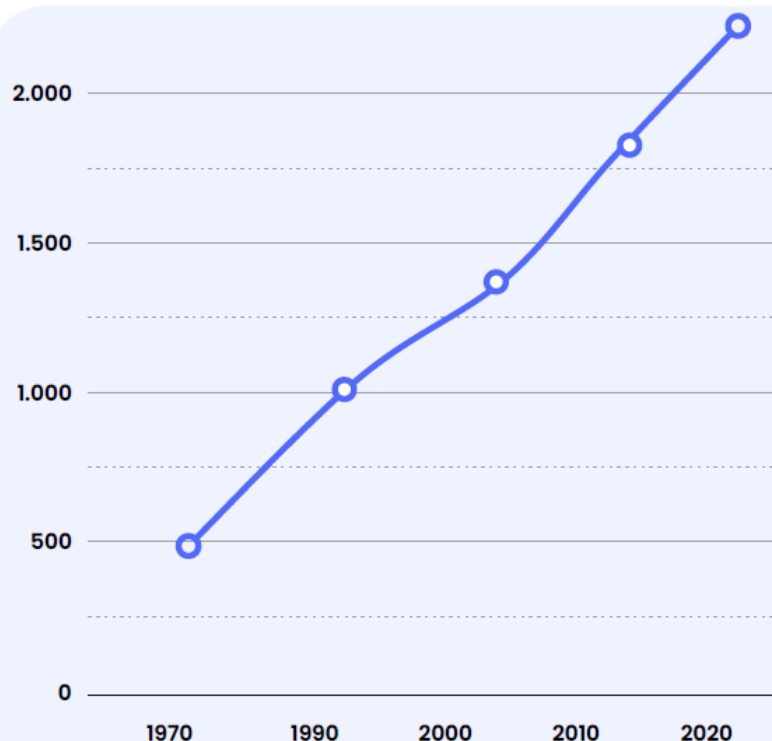
People struggle to achieve health and fitness goals due to a lack of personalized solutions. This issue permeates both dietary habits and physical training.

The current **one-size-fits-all approach** to diet and exercise often falls short, overlooking the unique needs of each individual. This leads to difficulties in understanding personal nutritional and training needs, and in setting realistic goals.

For this reason at Vita Meals, we offer **personalized nutrition plans and ready-made meals** that are expertly tailored to meet the unique needs and goals of each individual.

Our approach is founded on **scientific research and advanced diagnostic tools**, ensuring that each customer receives a customized plan that is optimized for their specific needs.

With our **all-in-one wellness platform**, we are revolutionizing the way people approach nutrition, making it easier and more convenient than ever to stay on track with healthy eating plans.



Global overweight people (in Mln)

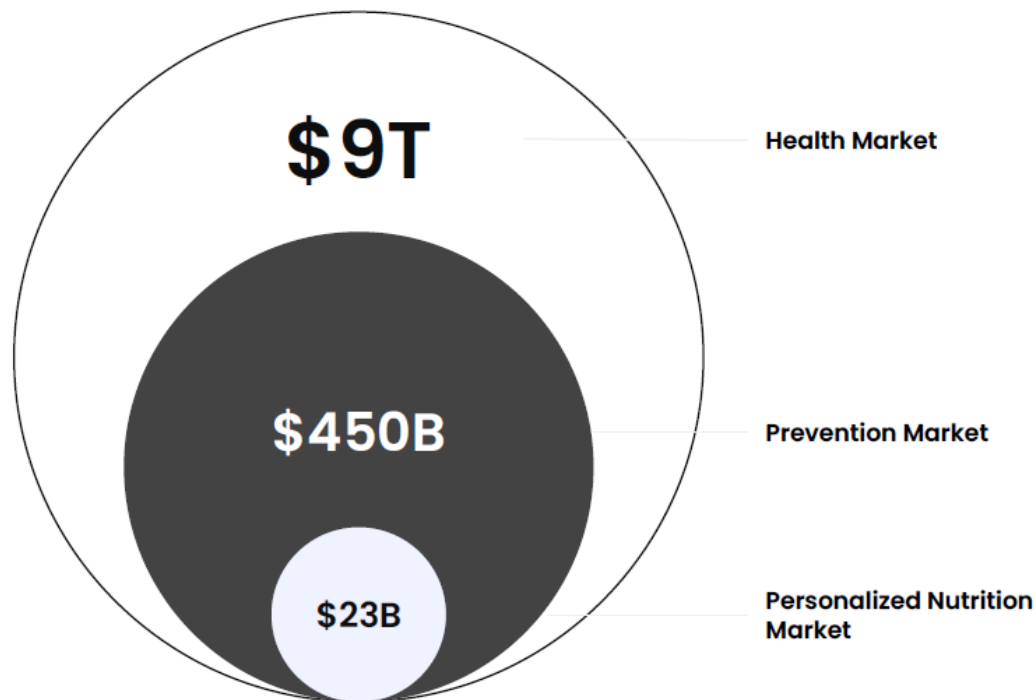
Market opportunity

The **personalized nutrition** market in Europe is expected to grow significantly in the coming years.

The growing interest in health and wellness, coupled with advancements in technology and diagnostics, has created a demand for **customized nutrition solutions**.

Vita Meals is uniquely positioned to meet this demand, with our personalized nutrition plans and ready-made meals that cater to the specific needs and goals of each individual.


Our service offers a convenient, effective, and affordable solution for anyone looking to achieve optimal health and wellness through personalized nutrition.



Our scalable solution


At Vita Meals, we concentrate on our core competencies while outsourcing ancillary functions. Accordingly, we maintain ownership, analysis, and management of **customer data**, while outsourcing production, logistics, diagnostic services, and supplements development.

This strategic approach facilitates our **entry into new markets** either by partnering with local entities or introducing our own services to these new regions.



429 EUR

Lifetime Value



70 EUR

Customer acquisition cost



Business model highlights

1. Subscription-based service
2. Personalized nutrition plans and ready-made meals delivered to customers' doorstep
3. Different pricing tiers based on the level of personalization required
4. Average cost per main meal is €8 with other meals priced at an average of €2.5 each
5. Secondary revenues made by upselling personalized consultations and bespoke diagnostic

#SIOS23 SUMMER

Vita Meals Q&A





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Vita Meals



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Itel





Ing. Michele Diaferia
SIOS 2023 - Roma

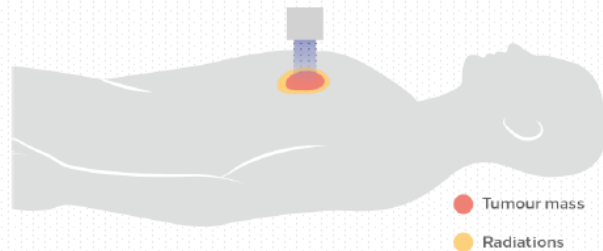
LA PROTONTERAPIA

La **protonterapia** è una forma di radioterapia usata per trattare il cancro, che è in grado di colpire solo il tumore **preservando i tessuti sani** e permette di somministrare dosi più intense di radiazioni aumentando le possibilità di successo del trattamento.

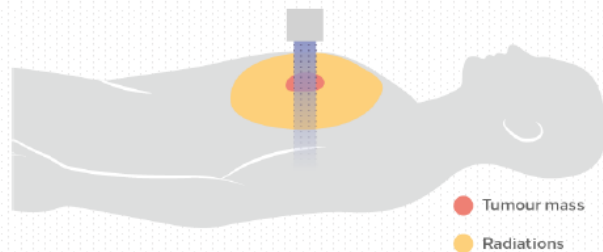
La protonterapia prevede l'uso di **protoni**, particelle atomiche relativamente pesanti e dotate di energia tali da risultare **più precise ed efficaci**.

Con la protonterapia, l'energia viene rilasciata a una particolare profondità del tessuto, in corrispondenza del cosiddetto Picco di Bragg.

Radiazione della protonterapia



Radiazione della radioterapia





LA PROTONTERAPIA RIDUCE NOTEVOLMENTE IL RISCHIO DI EFFETTI COLLATERALI A LUNGO TERMINE.



É PARTICOLARMENTE INDICATA PER QUEI PAZIENTI CHE HANNO UNA ASPETTATIVA DI VITA LUNGA DOPO LA TERAPIA.



I TRE COMPONENTI DI EHRA



ACCELERATORE LINEARE DI
PROTONI
P-LINAC

Tecnologia più avanzata rispetto a un ciclotrone. Combina molti vantaggi tecnici di un sincrotrone con maggiore economicità di gestione.



PIATTAFORMA ROBOTIZZATA
POSIZIONAMENTO **PAZIENTE**

Consente al paziente di essere posizionato precisamente in corrispondenza del fascio.



SISTEMI DI PIANIFICAZIONE
TRATTAMENTO
TPS

Software che consente di pianificare il trattamento con una valutazione in tempo reale degli effetti causati dal fascio di protoni su cellule e tessuti.



I 5 MOTIVI PER SCEGLIERE ERHA



COSTO

Ha un prezzo più contenuto rispetto ai sistemi esistenti.



SOSTENIBILITÀ

Rispetto dell'ambiente: ha radiazioni istantanee e indotte quasi trascurabili, evita l'obbligo di grandi quantità di schermatura del calcestruzzo e riduce i problemi di disattivazione e smaltimento di rifiuti radioattivi a fine vita (20-30 anni).



SPAZI

Ingombra poco: si estende per lo più in lunghezza e necessita di una superficie inferiore a 100 m², molto meno impattante delle vecchie strutture di Protonterapia già esistenti.



STRUTTURA

Facile da allocare, in un corridoio schermato, in un magazzino, in un parcheggio: è sufficiente una superficie pianeggiante.



UTILIZZO

La gestione di ERHA per gli operatori è semplice: il numero degli apparati è ridotto e per il controllo si utilizza un unico software.





www.linearbeam.com

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Itel Q&A





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03:00

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Itel



#SIOS23 SUMMER

Hexagro



A hand is shown holding a small basil leaf, with a tray of many similar basil plants in the background. The image is dimly lit with a purple tint.

hexagro



URBAN FARMING PLATFORM

Allowing anyone to grow and access
healthy food

hexagro.io



**Everyone could
access healthy
food but...**



CREATED WITH
imagine
Hexagro Urban Farming SRL SR



Urban Agriculture (UA) Challenges



Limited space in cities

1/3 of the total global urban area needed to meet demand



High energy costs

80% of tot OPEX in vertical farming are lights and controlled environment



Limited community participation

NO community buy-in means no adoption and demand growth



The Urban Farming Platform Solution

to increase the access and adoption of urban farming in cities



Modular IoT vertical gardens



Interactive software for growing



Online participative community



Poty: the garden teaching you how to grow

- Automated irrigation
- Gamified App
- Add-ons and agronomic resources
- 50+ eCommerce catalog
- Easy to assemble
- Up to 40 plants in < 1 m²





Market opportunity

Target Audience

More than **20 million** European Urban Households

Global Opportunity

Urban Farming Market
€ 555 B by 2028 CAGR 5,2% - [Source](#)

Gardening Market in Western Europe
€ 10.1 B by 2026 CAGR 10 % - [Source](#)

Primary User Persona Parent and Tech Lover



Primary User Persona Plants Lover and Foodie millennial





International team based in Milan



Felipe Hernández
Lead Product Development
Co-Founder & CEO



Alessandro Grampa
Lead Business Development
Co-Founder & CCO



Simone Radice
Lead Systems Engineering
CTO



8 FT, 4 origin countries, >50% women

supported by a C-level multidisciplinary advisory board



Luca Rossetini
CEO
D-Orbit



Delia Koren
Product lead
Axon



Andrea Tessera
CMO
Banca Sella



URBAN FARMING PLATFORM

Allowing anyone to grow and access healthy food

Felipe Hernández

Lead Product Development

Co-Founder & CEO

f.hernandez@hexagro.io

Alessandro Grampa

Lead Business Development

Co-Founder & CCO

a.grampa@hexagro.io

www.hexagro.io



Business and revenue model

1. Modular gardens and add-ons



2. Digital services and education



3. Resources subscription



	Gross margins	CAC	% of users subscribed	CLTV	CLTV:CAC ratio
NOW	35%	33€	0%	~69€	>2
FUTURE	Up to 60%	9€	>10%	>143€	>25



Competitor product analysis



	Poty	Farmstand Nook	Tower Garden	Mr. Stacky	Generic products on the market
Maximum yield	40	36	32	20	9
IoT Mobile app	+	-	-	-	-
Modular Add-ons	+	-	-	-	-
Stylish Design	+	+	-	-	-
Pricing	€229	\$699	\$669	€190-290	€25-250
Market presence	EU	US	World	US	World



Traction

Revenues 2022 > € 220,000+

Revenues at Q2 2023 > € 160,000+

Q3-Q4 2023 > Launching international crowdfunding campaign for the new Poty 2.0 (Goal: > € 500K)

Clients & Distributors



Units sold

Growth rate

2021	200	2x
2022	+2.500	14x
2023	+6.000 exp.	2,5x
2024	+15.000 exp.	2,5x



Projections

	AUDITED	EXPECTED		FUTURE		
	2022	2023	2024	2025	2026	2027
Total Revenues	€ 220K	€ 675K	€ 1.7M	€ 6.2M	€ 16M	€ 27M
EBITDA margins	-89%	-13%	-4%	25%	42%	47%
AVG Margin on hardware	35%	54%	57%	58%	59%	59%
CAC Poty (incl. Distributors)	34 €	13 €	10 €	8 €	8 €	7 €
% of users with subscription	0%	3%	4%	5%	6%	7%
CLTV Poty line	~ 69€	116 €	130 €	135 €	140 €	143 €
CLTV:CAC ratio	>2	>3	>13	>16	>18	>19



Funding Ask

Key goals

Marketing: International product crowdfunding launch

Sales: Scale up EU + North America via distributors

Product Development: Hexbee 2.0 App development + IoT features

HR: x2 Marketing, x2 Sales, x2 SW engineers





Unique value proposition

to allow anyone to grow and access healthy food



Simplification



Enhanced Experience



Natural and Healthy Perception

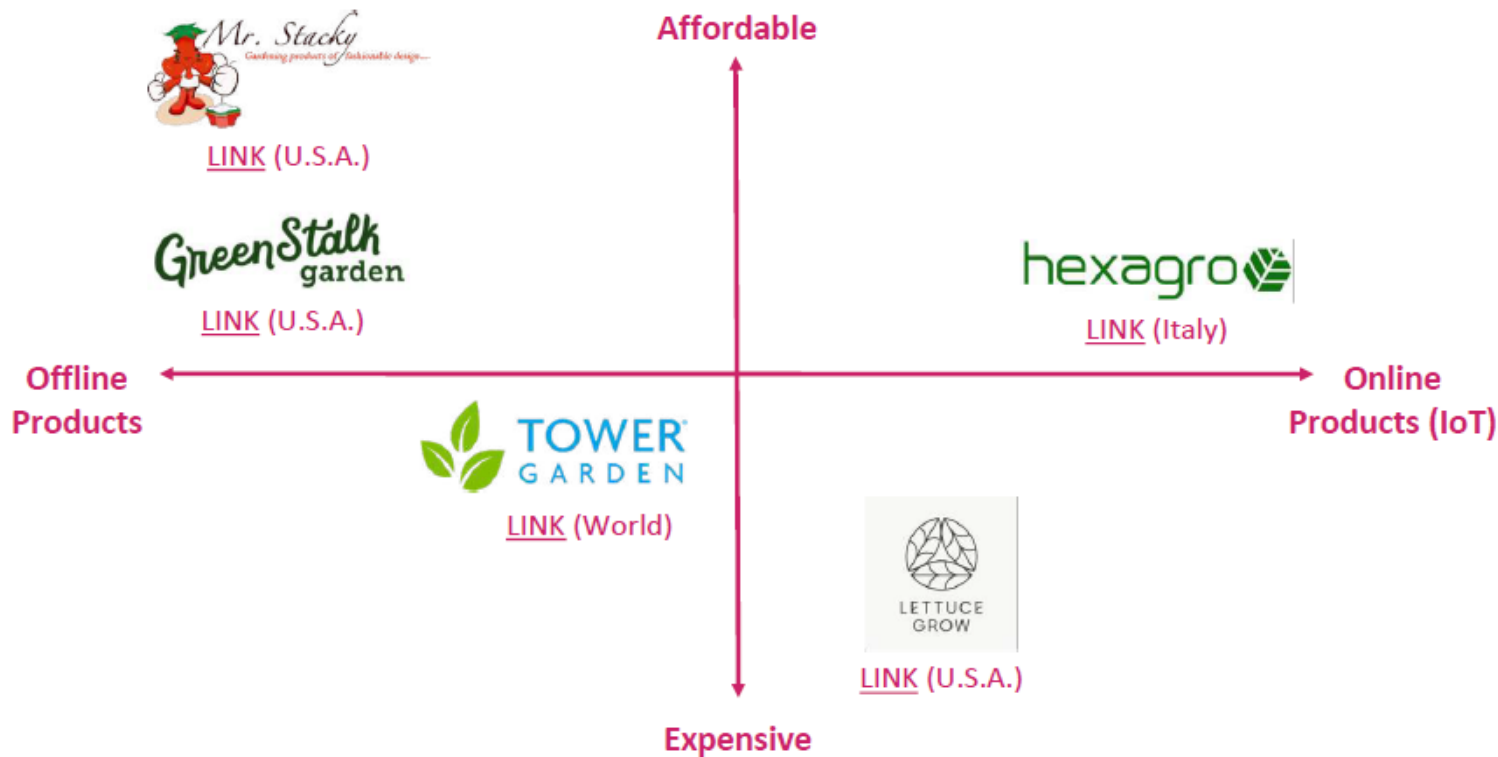


Social Promotion





Annex - Current competition landscape





Annex – Key Partners

Top players in the industry for a competitive advantage

Hardware development



**Hexagro's investor*



Service development



**Hexagro's investor*

R&D



Partner networks





Annex – Awards

International awards and recognitions

STARTUP PROGRAMS

aws activate

2020



2019



2018

KICKSTART
ACCELERATOR

2017



2016



BIOMIMICRY
INSTITUTE

2016

GRANTS & AWARDS



2020



2019



2018



2017



2016





Annex – Our impact

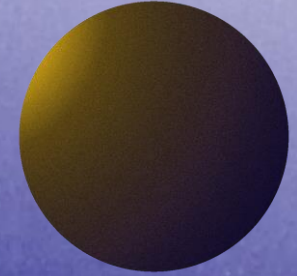
We support the transfer of our knowhow to developing countries

siembra
vertical



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Hexagro Q&A



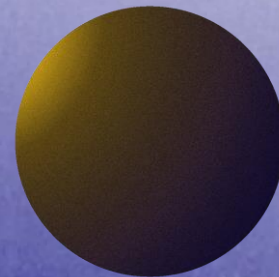


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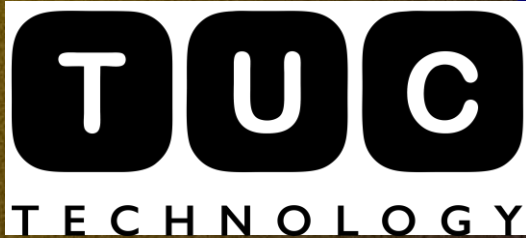
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Hexagro



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Tuc Technology



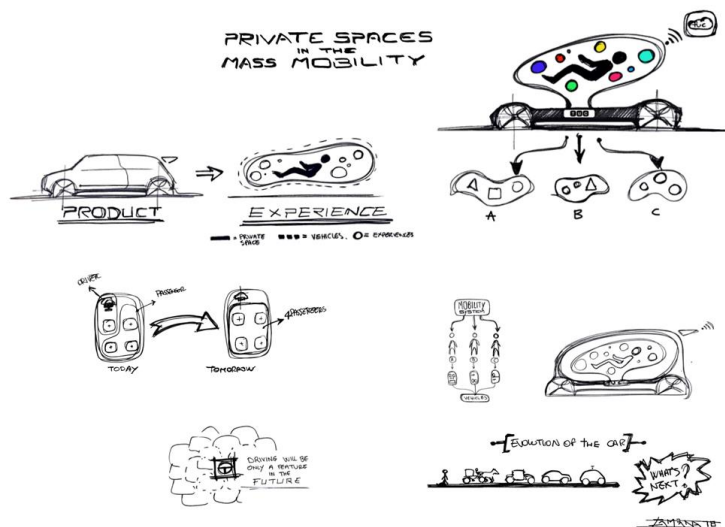
TUC

TECHNOLOGY

Una DeepTech company
La nostra attività è focalizzata su ricerca e sviluppo
per lo sviluppo di soluzioni tecnologiche innovative e del futuro.

Dare forma ad una Visione

Un cambio di paradigma



In sintesi

Una Tecnologia Disruptive per la Nuova Mobilità

Perché

Il Bisogno

Rispondere al meglio ai bisogni di modularità e di riduzione costi dei produttori di veicoli.

Cosa

Il Prodotto

Un nuovo standard HW/SW iper semplice per massimizzare la modularità e minimizzare i costi.

Come

Le Caratteristiche.

Attraverso l'integrazione di 4 tecnologie proprietarie all'interno del veicolo. (TUC.plugin, TUC.brain, TUC.OS, TUC.app)

Per Chi

I Clienti.

Produttori di Veicoli, Nuovi attori della Mobilità, Produttori di componentistica specializzata.

Dove

I Mercati.

Tecnologia per i Veicoli e la Mobilità a livello mondiale.

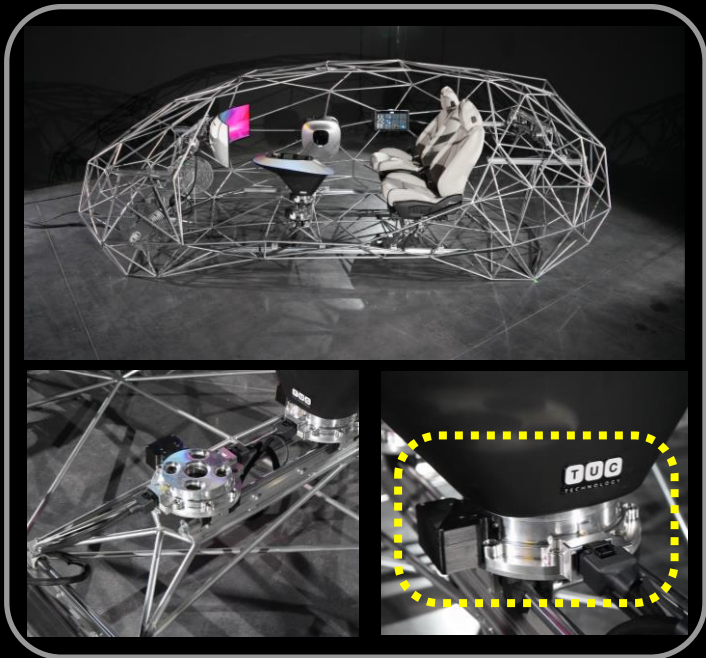
Quando

Le Tempistiche.

Versione industrializzata pronta, primo studio di fattibilità con Cliente OEM concluso con successo.

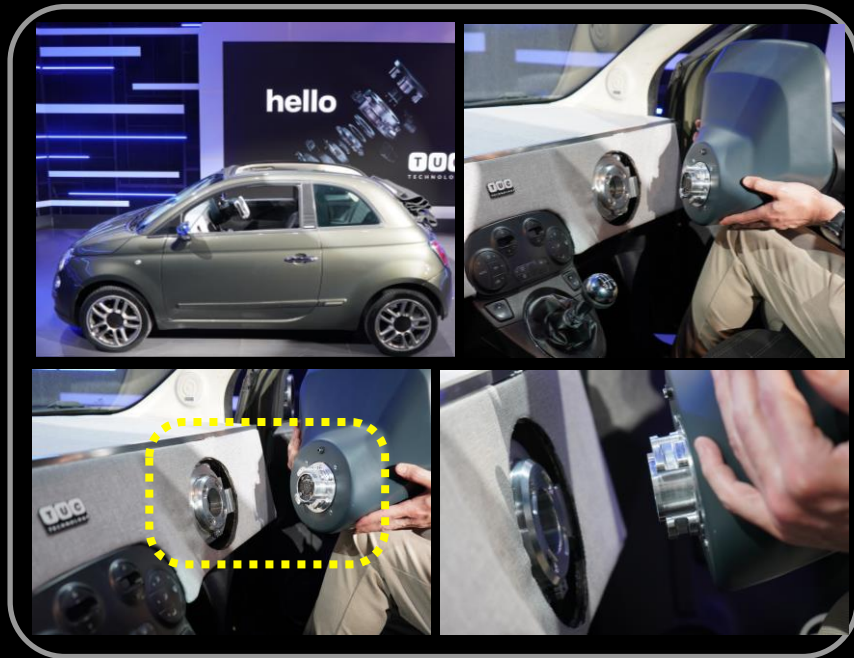
I nostri prototipi

La tecnologia integrata in veicoli funzionanti



1. TUC.nest

UNO SPAZIO MOBILE SU MISURA, 100% MODULARE



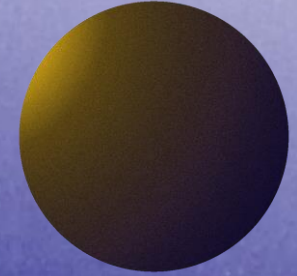
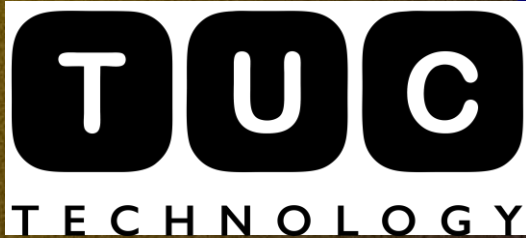
2. City car

TUC.technology NELLA VITA REALE

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Tuc Technology

Q&A



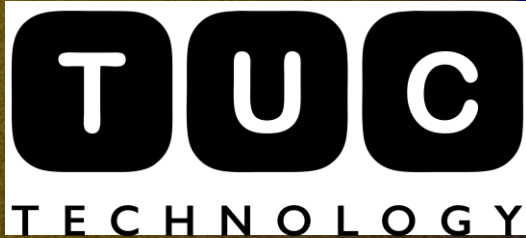


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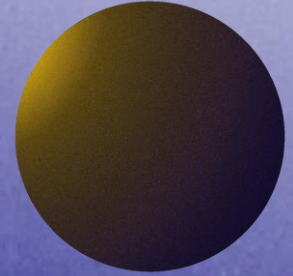
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Tuc Technology



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Tips Here





tipshere

Scopri. Segnala. Guadagna.



Con Tips Here abbiamo creato il primo servizio di
**MICRO-INTELLIGENCE LOCALE DI
SEGNALATORI IMMOBILIARI**
che permette alle agenzie di risparmiare tempo e
risorse grazie alle segnalazioni degli utenti



Segnalazioni dettagliate



Tips Here raccoglie le notizie, le completa, le verifica e le consegna alle agenzie partner.

“

La signora Rossi ha ricevuto una proposta di lavoro all'estero e desidera dunque vendere l'immobile, probabilmente a causa delle tempistiche ristrette è disponibile a scendere leggermente sotto il valore di mercato.

”

Validation

83

agenzie immobiliari partner
contrattualizzate

tra Toscana, Emilia Romagna, Liguria,
Veneto, Friuli Venezia Giulia, Lombardia,
Umbria e Lazio

30/50€

Costo di acquisizione cliente

225k€

Fatturato contrattualizzato
(2021 e 2022)

1.000+

Utenti segnalatori attivi

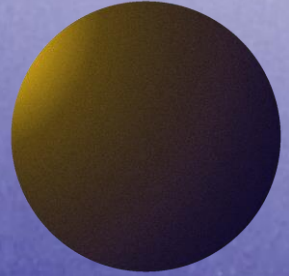
5.000+

N. segnalazioni



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Tips Here Q&A



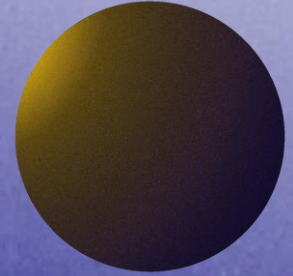


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Tips Here



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SIOS23 SUMMER AWARD

ORE 18:30

Valeria Oliveri

Speaker di Radio 105