



Dear Colleagues,

the SDA Bocconi Entrepreneur Club, Bocconi Alumni Association Topic Groups Entrepreneurship and Private Equity & Venture Capital, EntER, Bocconi center of Entrepreneurship studies and Gruppo Giovani Imprenditori Assolombarda are glad to invite you to:

“Venture Capital and Entrepreneurship: current opportunities and challenges”

April 7th 2011, from 17.00 to 20.00 – Università Bocconi, Room N10, Velodromo Building - Piazza Sraffa 13, Milano

Which is the current situation of the Venture Capital business in Italy? Which opportunities for aspiring entrepreneurs? How Venture Capitalists evaluate Business Ideas? Which are the key success factors of a Business Idea? Which are the key traits of the ideal entrepreneur?

Will be our guests, to answer to all these questions and more:

- **FAUSTO BONI – 360° CAPITAL PARTNERS - GENERAL PARTNER**
- **MASSIMILIANO MAGRINI - ANNAPURNA VENTURES - FOUNDER, MANAGING PARTNER**
- **PIERLUIGI PARACCHI – VENTURE CAPITALIST**
- **NICOLA REDI - FONDAMENTA SGR – SENIOR PARTNER**
- **ALESSANDRO SANTO – DPIXEL - ASSOCIATE**

The conference will be chaired by **FRANCESCO SACCO**, Managing Director of EntER, Bocconi University center of Entrepreneurship studies and **THANOS PAPADIMITRIOU**, SDA Bocconi Professor of Operations and Technology Management

Agenda of the Event

- Presentation of the Guests and of the Venture Capital Fund they represent
- Round Table: 3 main questions
- Business Idea pitch session
- Wrap up
- Networking

Please do not hesitate to contact us for any further question by email (bocconientrepreneurclub@gmail.com) or by telephone (Andrea Rossi 338-8700370 – Riccardo Capretti 388-0789113 – Federico Bonacina 339-7719889).

FAUSTO BONI – 360° CAPITAL PARTNERS - GENERAL PARTNER

Fausto co-founded Net Partners Ventures in early '97. He co-managed Net Partners Ventures Team and portfolio growth with board positions in different companies in France and Italy (SelfTrade, Mutaonline, Yoox, Smartjog, QXL among others).

Before co-founding Net Partners Ventures Fausto was with McKinsey & Company in Italy, Brazil, India, the United States and France and with L'Air Liquide (Paris and Lisbon) as Logistic Manager.

Fausto holds a degree in Business Economics from Bocconi University of Milan in 1989 and received an MBA from INSEAD in 1992.

MASSIMILIANO MAGRINI - ANNAPURNA VENTURES - FOUNDER, MANAGING PARTNER

Massimiliano started his career as business development manager in media industries, working with Publitalia, Rusconi and Sole 24 Ore. He recognized the revolutionary power of search engines and helped the start up of Altavista in Italy. In 2002 he launched Google in the Italian market, building from scratch one of the most successful company in the Italian media & technology market.

In 1998 Massimiliano took responsibility over Google Spain and Portugal and, in 2009, he left the company to found Annapurna Ventures. Massimiliano is passionate about technology and about the role it plays in the overall Innovation process. He is often invited as panelist in conferences on innovation and operates as advisor to large companies regarding digital strategy. He is Vicepresident and Board Member of Il Touring Club Italiano.

PIERLUIGI PARACCHI – VENTURE CAPITALIST

Pierluigi Paracchi, born in 1973, graduated in Economics, spread his career between finance and entrepreneurship. He started in 1996 as bond and future trader at the Banque Bruxelles Lambert; afterwards he passed to Bayerische Landesbank, proprietary desk. After a brief experience at Albertini Sim, he was hired by Euroconsult SGR as chief fund manager, with specific reference to the management of mutual retail funds.

In 2002 founded Quantica SGR undertaking the CEO duties. Quantica became the Italian leader in Venture Capital with about 100 million under management.

In 2011 he left Quantica SGR, maintaining his charges in the Boards of Directors of the venture backed companies of Principia I (two biotech companies and a cleantech company) and his right to the carried interest of the whole fund including three further companies operating in the ICT field (disinvestments planned in 2012 – 2014).

Previously in 1998 founded Jobadvisor, a publishing company which is the Italian leader in publishing career books and which realized one of the first recruiting websites then sold in 2004.

NICOLA REDI - FONDAMENTA SGR – SENIOR PARTNER

Senior Partner and Chief Technology Officer of Fondamenta SGR, member of the Board of Directors of the parent company Futura Invest S.p.A. Nicola is co-responsible of the Venture Capital operations.

He graduated in aeronautical engineering at Politecnico di Milano, obtained a cum laude MBA at the Bocconi University School of Management and is currently PhD candidate in innovation management at Aston University Business School in Birmingham.

Before joining Fondamenta, Nicola worked in Pirelli Tires as production line manager first; he was later appointed leader of the global R&D project management office. In 2004 he joined Ideal Standard International leading EMEA new product development projects.

He's lecturer of new product development at the International MBA, MIB, Trieste and serves in the Board of Directors of Glomeria Therapeutics, International Plant Analysis and Diagnostics, Personal Factory and Nettuno Power.

ALESSANDRO SANTO – DPIXEL - ASSOCIATE

Alessandro is an Economics & Finance graduate of Bocconi University; Alessandro began his career as equity sales with Euromobiliare SIM. After completing his MBA at Columbia Business School in New York, Alessandro joined Bain & Company as a consultant working in several industries and engagements. Alessandro joined dPixel in 2008 and is now deeply involved with dealflow scouting and portfolio companies operations. Alessandro enjoys riding his motorbikes and recently launched the Fondazione Lorenzo Santo for the promotion of entrepreneurship in Italy.

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