



Giordano
Dell'Amore
FONDAZIONE
SOCIAL VENTURE

*IMPACT.
BY INVESTING*

DECEMBER 2023

www.fsvgda.it



The Foundation aims to promote impact investing and social innovation in Italy

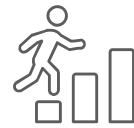


The Foundation, as advisor and investor, supports initiatives with social, environmental and cultural impact, providing expertise and patient capital



Institutional activity

Impact investing promotion



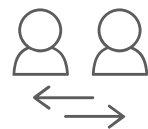
Capacity building

Support to capital demand



Patient capital offer

Trial with innovative models

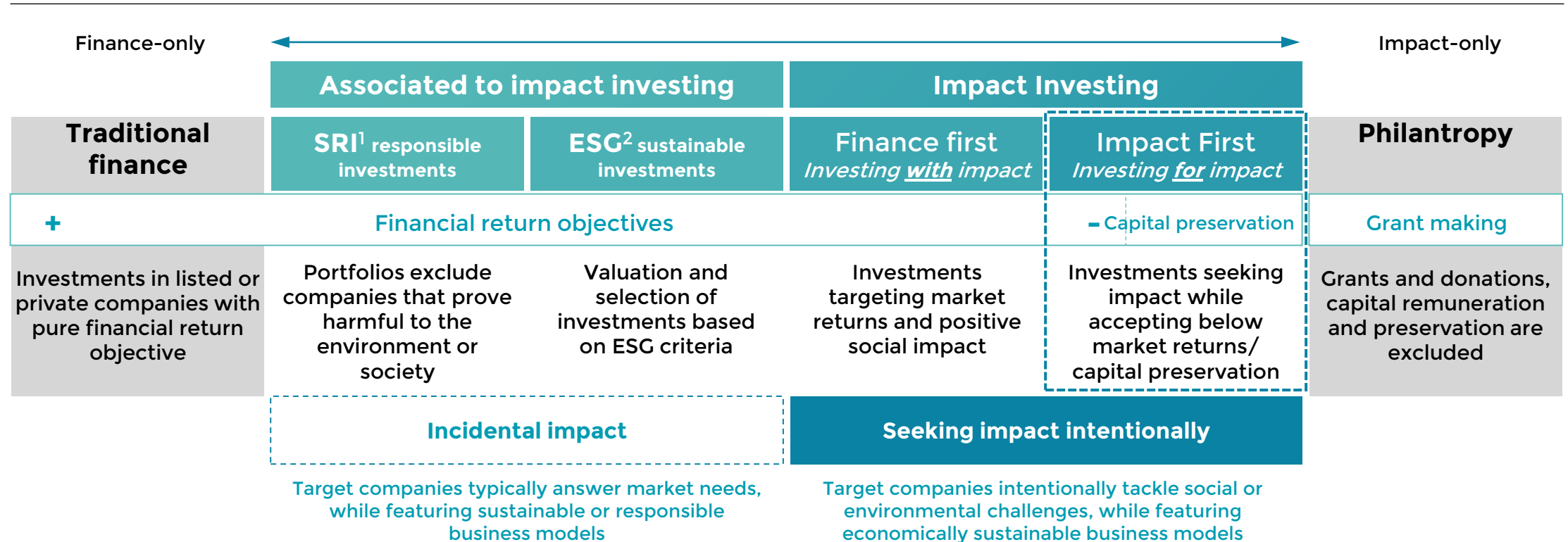


Advisory

Evaluation Lab and Corporate Finance

FSVGDA follows an «impact first» approach

Types of investments



MARKET INFRASTRUCTURE DEVELOPMENT



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¹⁾ Socially Responsible Investments - investments in «harmful» companies are explicitly excluded, for example in the tobacco, arms, etc. sectors ²⁾ Environmental, Social, Governance - only investments in companies that are good from a social, environmental or governance point of view but do not generate an intentional impact are included

Strict Impact Investing is defined by 4 main criteria



INTENTIONALITY

Investments in companies and organizations whose business is specifically **designed to answer a social, environmental or cultural need**



MISURABILITY

The achievement of intentional impact shall be **measured, assessed and managed** providing an indication for the organization's decisions



ADDITIONALITY





Capitals shall be allocated preferably to reach areas and organizations **that traditional investors would not normally target**



FINANCIAL RETURN

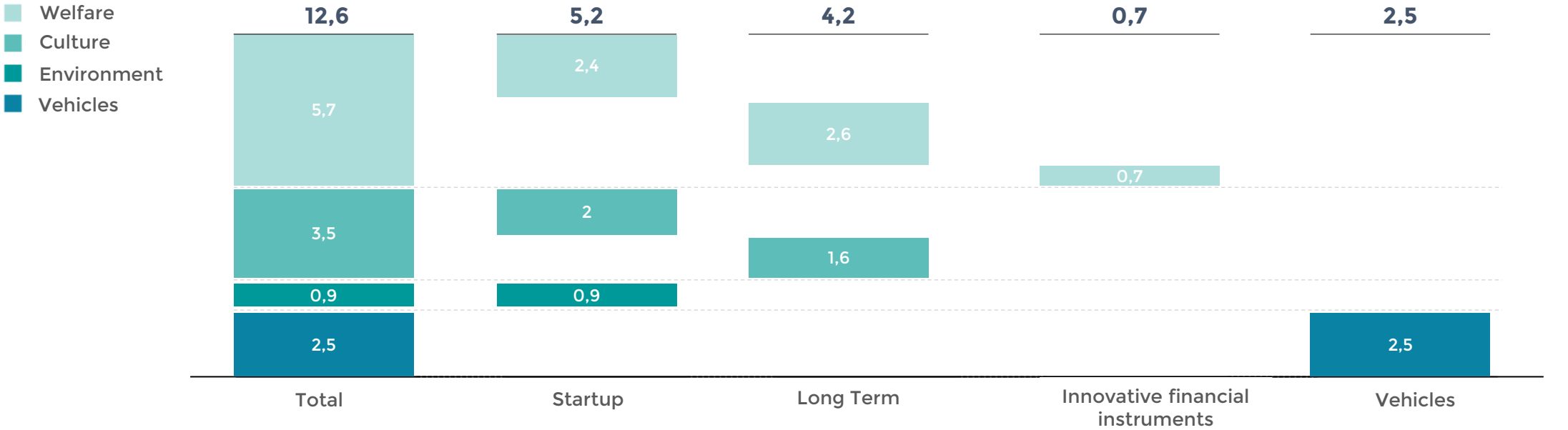
A minimum **financial return** or at least **capital preservation** are necessary to distinguish impact investments from philanthropy

Foundation provides patient capital to support social innovation along all stages of the enterprise life cycle

Strategy	Objective	Potential target
<p>Mentoring startups and new ventures</p>	<p>Creating the enabling conditions for new innovative projects to be born and develop</p>	<p> Startup Early-stage entities with high potential for impact, with a business model already validated and ready to scale. Also international startups with a business model that can be imported to Italy</p>
<p>Direct investment and co-investment</p>	<p>Supporting the growth of impact enterprises with economically sustainable business models</p>	<p> Long term High-impact initiatives, even with low returns, a stable cash flow, and a long-term time horizon</p> <p> Innovative financial instruments Investment in innovative impact tools/projects, with the aim of spreading new sustainable models and attracting new investors</p>
<p>Indirect investments</p>	<p>Institutional support for market growth by capitalizing funds that share the logic of impact investing</p>	<p> Vehicles Investment funds, SICAFs, etc., including international ones, which invest mainly in the Italian territory with an impact logic</p>

Until today, FSVGDA has approved investments for 12,6M€ of which 9,8M€ are already deployed

FSVGDA - Investments approved (M€ | nov '23)



# Welfare	29	15	13	1	0
# Culture	16	10	6	0	0
# Environment	7	7	0	0	0
# Vehicles	4	0	0	0	0
# Total	56	32	19	1	4

Key investments in the Environmental field - Agrorobotica



Agrorobotica is an innovative start-up that was created in June 2017, specializing in precision agriculture and farming management. It has developed SpyFly, a pest trap to be installed in the field that is able to: photograph, recognize and count harmful insects and transmit the results obtained in real time via smartphone and website: of benefit to environmental sustainability, the agro-food chain and consumer health.



INVESTMENT

EQUITY	€152K
SEMI-EQUITY	€100K

IMPACT

Contrasting food waste caused by crop loss and a reduction in the improper use of pesticides in crops are two of the main positive environmental impact factors generated by Agrorobotica. One of the main problems that affects crops is the damage caused by parasitic insects: depending on the type of crop and the vintage, crop loss - particularly of vines and olive or fruit trees - fluctuates on average between 20% and 50%, resulting in a substantial waste of food and resources. The greatest problem for farmers lies mainly in the inability to promptly detect the presence of harmful insects and to identify them. This results in late interventions, with consequent loss of crops and, not infrequently, the improper and massive use of insecticides that are harmful to both the environment and human health.

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Key investments in the Environmental field - Bella Dentro



Bella Dentro is an innovative start-up that was the brainchild of two entrepreneurs in Milan - Luca and Camilla: it is noticeably improving the critical approach to the consumption of fruit and vegetables, which forces farmers in Italy to leave around 4% of their total fruit and vegetable harvest in the fields every year: of the 8.7 million tons of produce in 2018 alone, the total amount of such surplus was equal to approximately 1.4 million tons of food that was discarded based on the purely aesthetic criteria imposed by large retailers and completely independent of the actual quality of the crop in terms of taste and nutritional properties.



INVESTMENT

EQUITY

€300K

IMPACT

Historically, Italian farmers are forced to discard between 30% and 70% of their harvest because it does not meet the aesthetic standards required by the market. Consider the so-called “marked” produce - that which is not perfectly homogeneous - due to defects caused by the wind, through contact with adjacent fruits or branches, or hailstones, or those fruits and vegetables that are considered to be the wrong size (either too large or too small) or that have an irregular shape: situations which are both unavoidable and natural during the life cycle of a plant. Considering the unsustainability of similar processes, Bella Dentro’s mission is to put these products on the market, highlighting their quality and reducing excessive and often unjustified waste.

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A large, dark silhouette of a dandelion seed head is positioned on the left side of the image. The background is a teal-to-green gradient with faint, scattered dandelion seeds.

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A decorative graphic consisting of three white circles of varying sizes, arranged in a cluster on the right side of the text.