



FEDERCHIMICA
CONFINDUSTRIA

N.I.C. Programme: “The 4th National Conference”

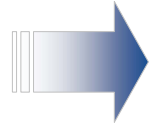
“How to benefit from the N.I.C. Programme”

Sergio Treichler

Federchimica

Milan, 01-02.12.2010

Structure of presentation



Why Federchimica launched the Programme “N.I.C. - Nanotechnology in Chemical Industry”

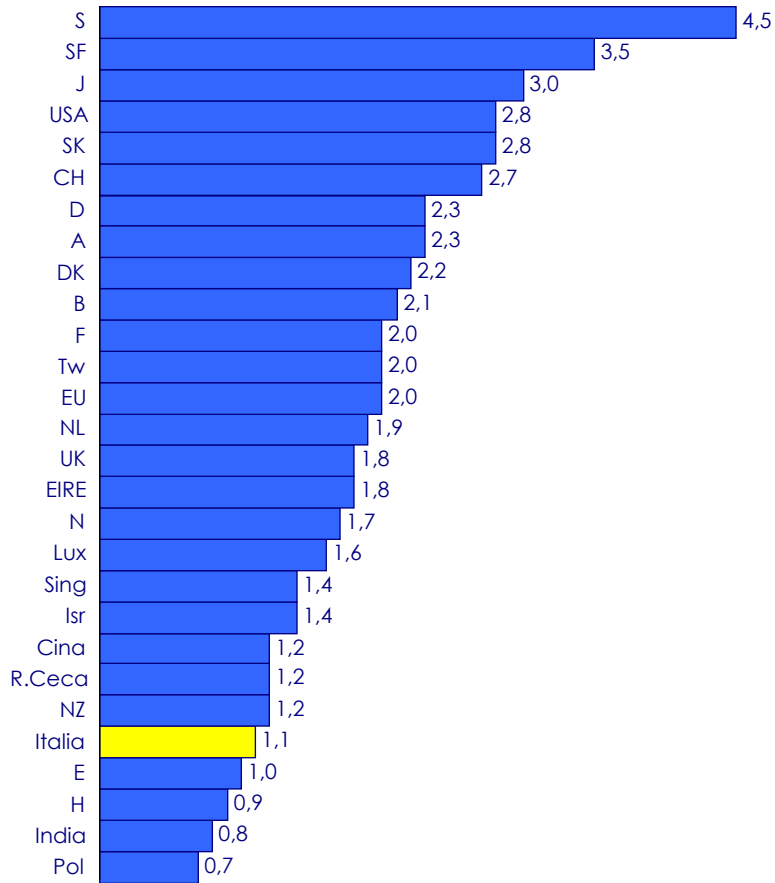
The scenario

- No supplementary Budget available from R&D Ministry

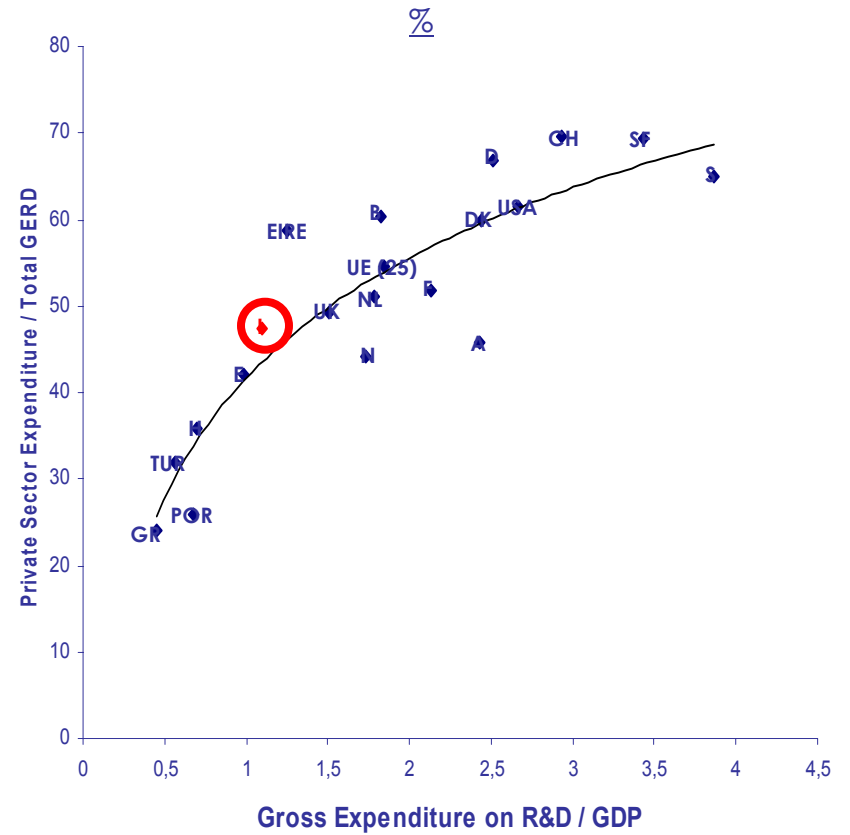


R&D situation in Italy

R&D costs in % (2004)



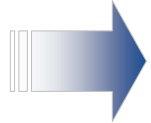
Private Sector's role in the total R&D cost (2005)



The scenario	Decisions taken
<ul style="list-style-type: none">• No supplementary Budget available from R&D Ministry	<ul style="list-style-type: none">• To focus on Regional Authorities & Private Investors
<ul style="list-style-type: none">• No sufficient perception by Actors to create critical mass	<ul style="list-style-type: none">• To try to generate a business community with shared interests
<ul style="list-style-type: none">• Scarce culture of planning	<ul style="list-style-type: none">• To select Leaders, 4 specific Task Forces

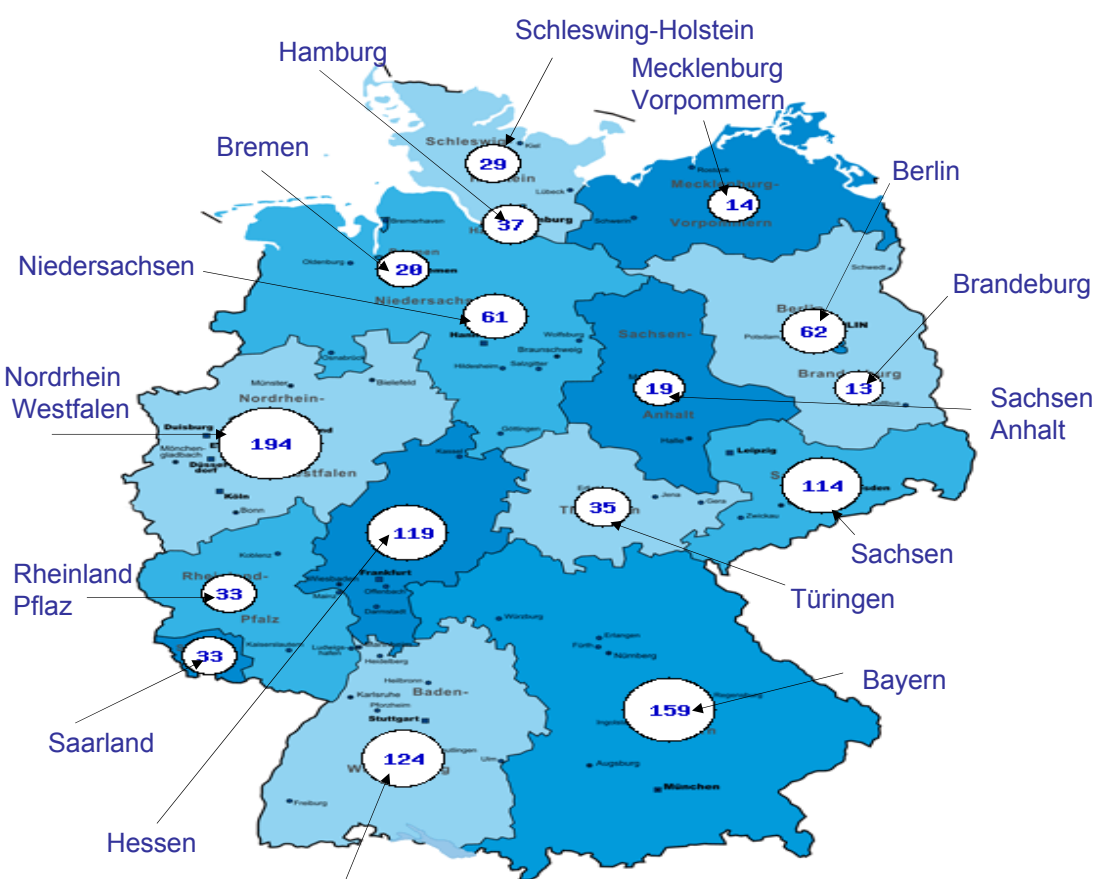









Structure of presentation

- ✓ Why Federchimica launched the Programme “N.I.C. - Nanotechnology in Chemical Industry”



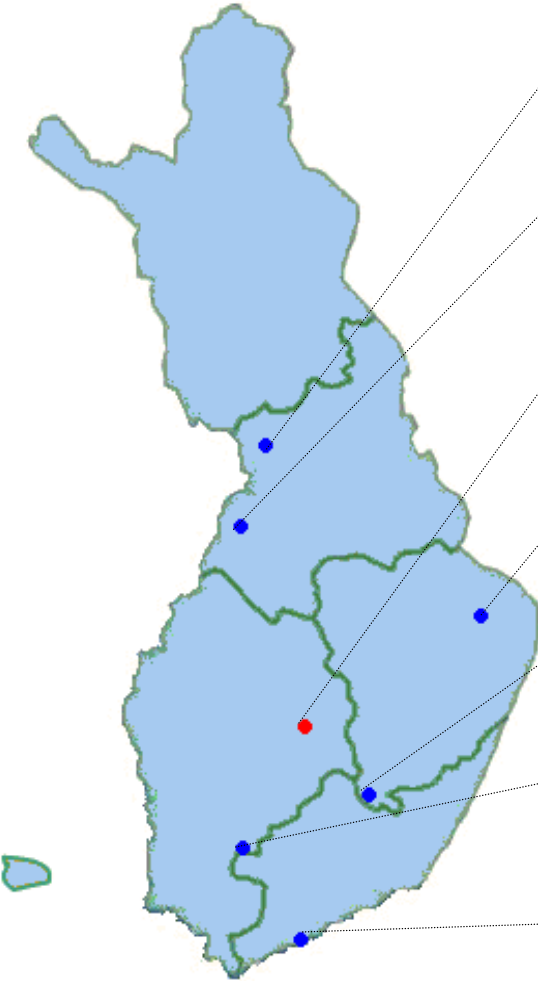
The definition of the strategy and the appropriate organization to realize it

1st example: The “Nanotech Clusters” in Germany, 2008.

16 Regions with 1,066 Actors	Main specialized networks	
 <p>© Copyright by VDI Technologiezentrum GmbH</p>		
		
		
		
		

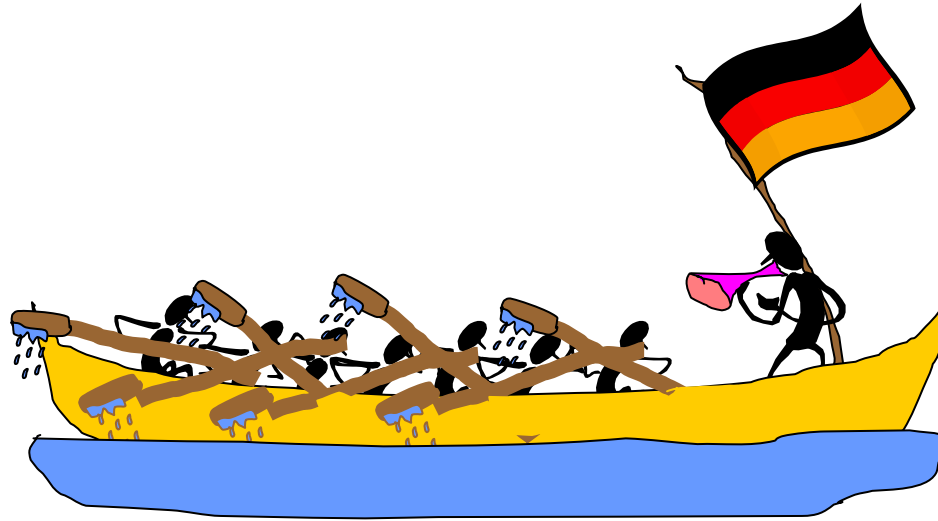
Source: VDI Technologiezentrum GmbH

2nd example: The geographical network in Finland, 2008.

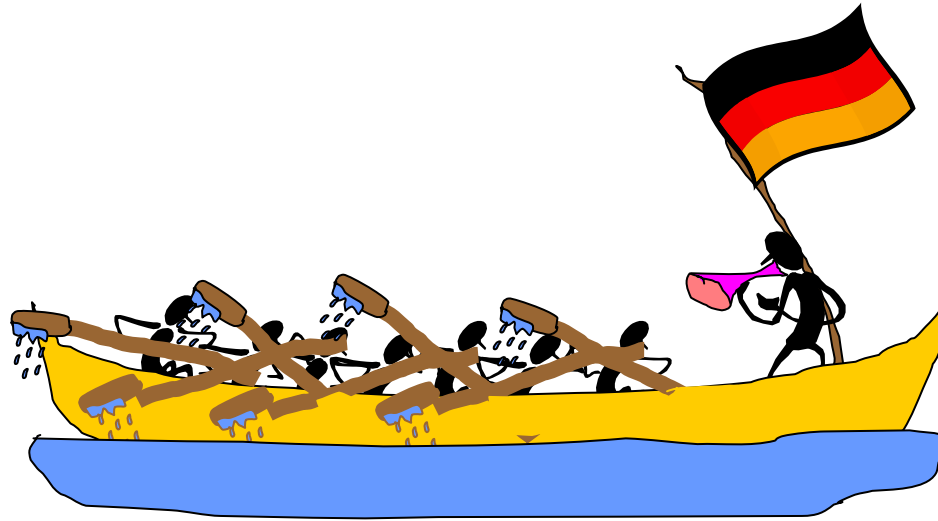
The 6 Provinces	Actors selected	Specialization
	Oulu Innovation Ltd/Micropolis Ltd	Integrated micro and nanotechnology products
	Technology Centre Keted	Industrial applications of chemistry
	Jvväskvlä Innovation Ltd	Nanotechnology - functional and self-assembling nanostructures
	Joensuu Science Park Ltd	Photonics and advanced materials
	Mikkeli Technology Centre Ltd	Photonics, materials and precision technologies
	Technology Centre Hermia Ltd	Thin film coatings and polymer composites
	Culminatum Ltd Oy	Nano and micro systems and global business development

20 new Companies created each year!

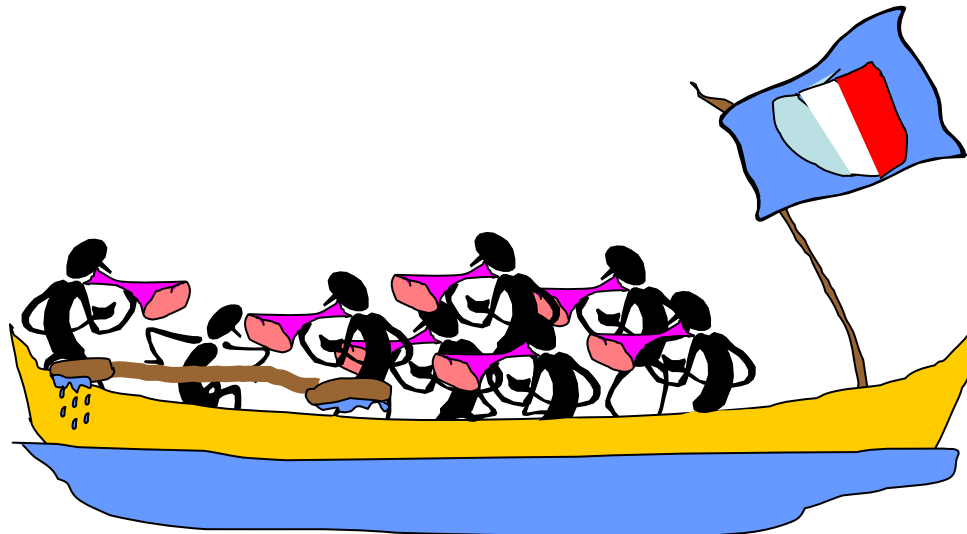
The lesson from Northern Europe:



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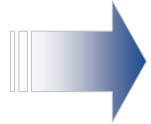


Vs. the Italian one...



Structure of presentation

- ✓ Why Federchimica launched the Programme “N.I.C. - Nanotechnology in Chemical Industry”
- ✓ The definition of the strategy and the appropriate organization to realize it



The structure and the results obtained

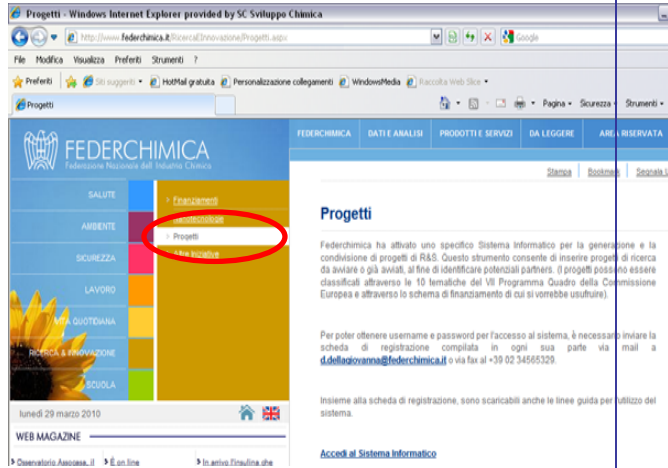
1st Task Force



Objectives	Tools/Partners
To generate high quality deal flow	•“Where the ideas generate value”

The IT system created for Programme “N.I.C.”

Federchimica's website



Password

Problem of confidentiality

“Where money meets ideas”



1st proposal (1 page)

4 months

yes no

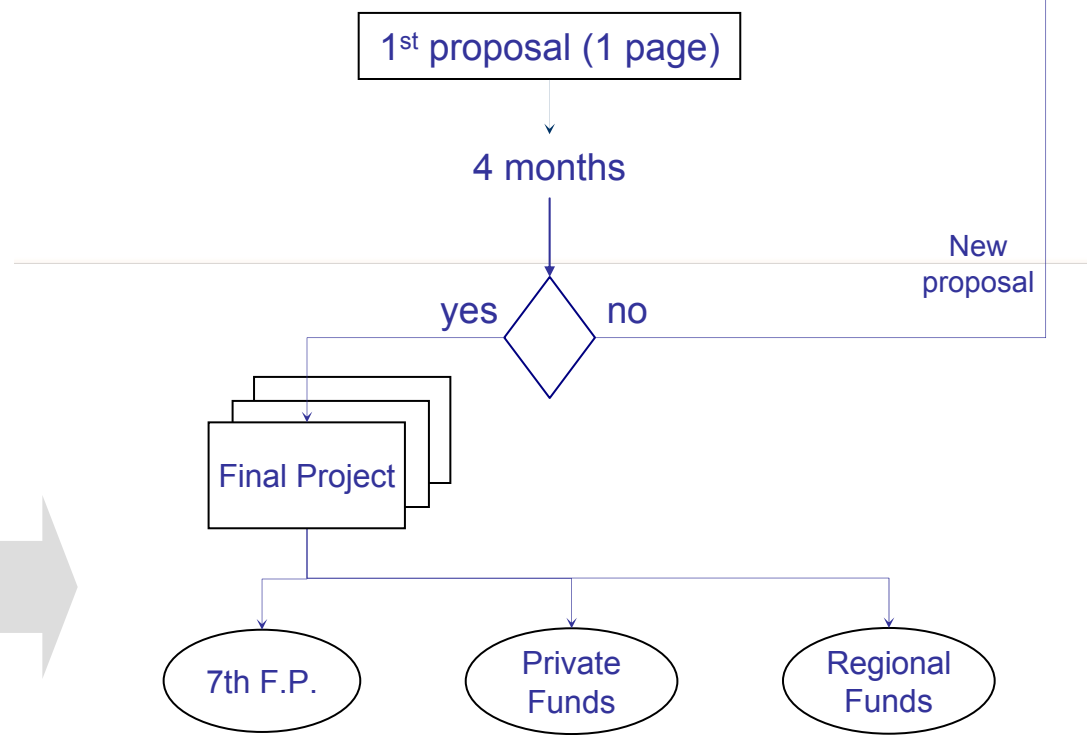
New proposal

Final Project

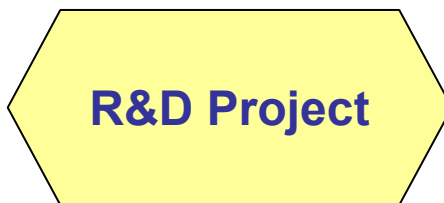
7th F.P.

Private Funds

Regional Funds



1st Task Force




Objectives	Tools/Partners	Results obtained
To generate high quality deal flow	<ul style="list-style-type: none">•“Where the ideas generate value” •Italian Chemical Society, CNR, Suschem Italy, ECRN, + 12 Universities	<ul style="list-style-type: none">•About € 30.0 million of costs covered by EC’s 7th FP •2 startups incorporated (Rare Earths Recovery) •15 Startups presented during the events

2nd Task Force:

Venture Capital

Objectives	Some Results obtained
<p>To present to the international and national venture capital's community that Italy is a Country to make deals, too</p>	<p>Corporate Ventures & Ventures Capitalists presented their investments criteria:</p> <ul style="list-style-type: none">• Basf Corporate Venturing (D)• Finlombarda S.p.A. (I)• 360° Capital Partners (I)• Du Pont International S.A. (CH)• Rusnano (RUS)
<p>➔ The "Looking South"</p>	

The route for the High Tech investments to North Europe

Preferential Route	Strategy	Results
	<p>Foreign direct investement</p>	<ul style="list-style-type: none"> • In last 15 years they have been created beyond 5.000 opportunities of chemical businesses in the Northern Europe, through U.S. capital. • While 30 years ago in Ireland a pharmaceutical chemistry industry did not exist at all, presently some 120 companies (with 1,500 employees) • Including 90 US companies are based in this Country
	<p>Marketing of Local Area</p>	<ul style="list-style-type: none"> • 35 start - ups from the USA with beyond 800 Scientists are present in the Centre of Molecular Medicine "Max Delbrück" to Berlin since 1991 (€ 250 million invested);
	<p>Scientific and Technological Park</p>	<ul style="list-style-type: none"> • 300 US Branches are based in > 120 Businesses Park in France
	<p>Specific programmes with US.</p>	<ul style="list-style-type: none"> • ANVAR launched the "Technology Franco-Americaine" project • EIRE realized the "Come back to your Country" project

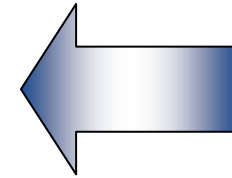
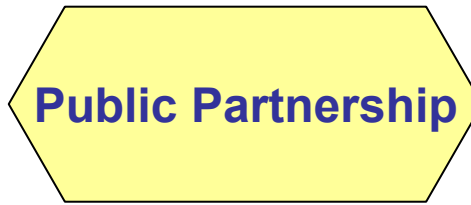
Source: Brochures ; Business week; Enterprise Ireland; E. V.C.A.; E.V.C.J.; Interviews; USA Embassies in Europe.

2nd Task Force:

Venture Capital

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<p>➔ The “Looking South”</p>	 <p>• Feasibility study for a 20.0 mil € VC Found in Lazio completed!</p>

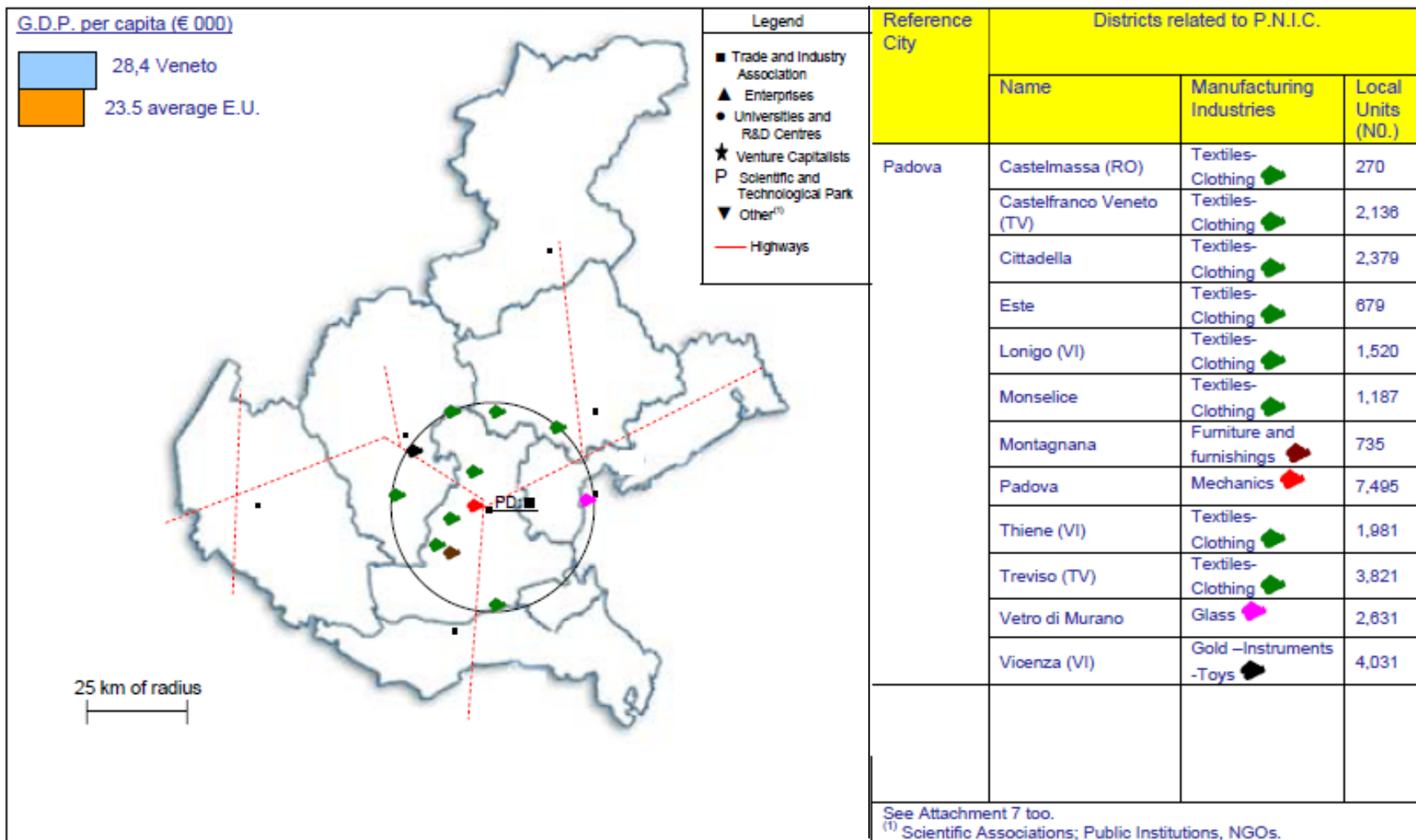
3rd Task Force:



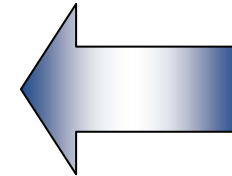
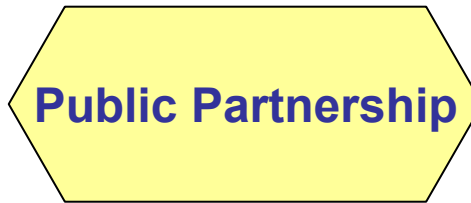
PPP!!!

Approach	Results obtained
To integrate the territory where nanotech critical mass could impact on traditional industrial districts	Detail study on potentialities of the Territories

Network of competences and nanotechnologies in the territory of Veneto region, towards the Programme N.I.C.



3rd Task Force:



PPP!!!

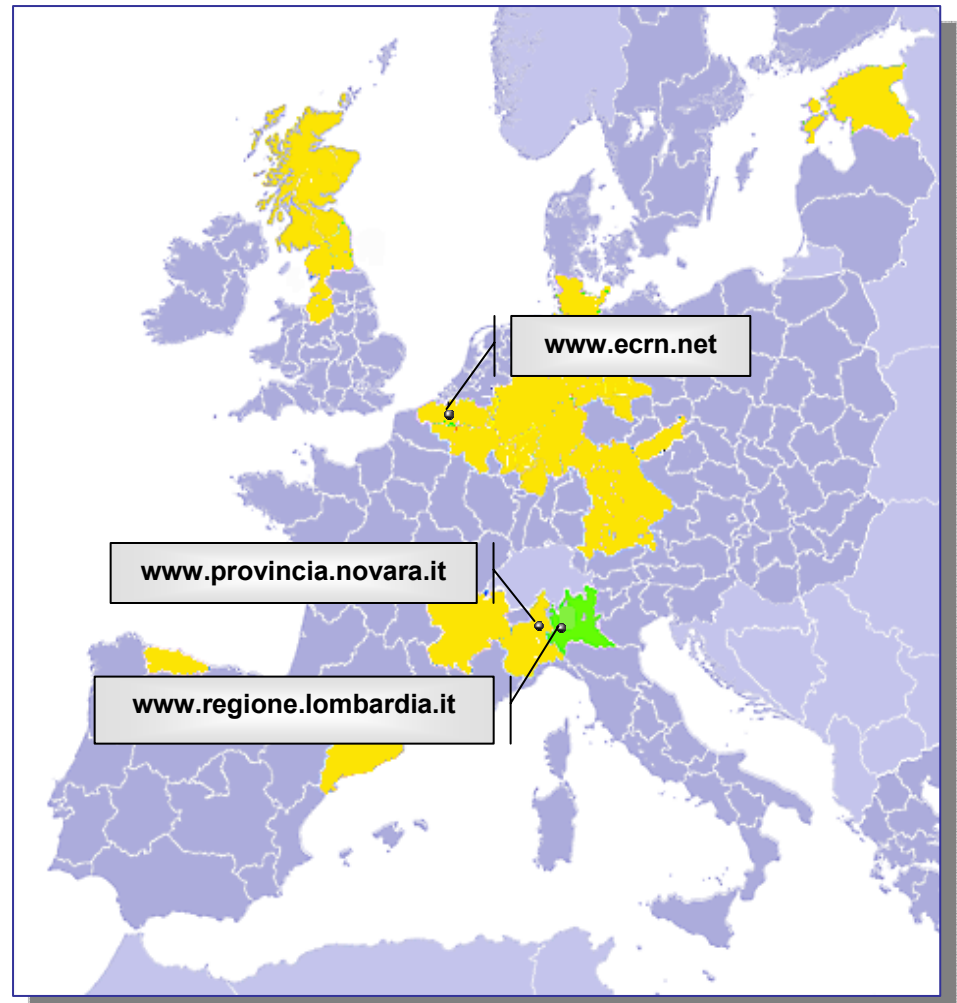
Approach	Results obtained
To integrate the territory where nanotech critical mass could impact on traditional industrial districts	Detail study on potentialities of the Territories
To integrate European territories through nanotechnology	3 Projects presented to the EC's calls

The recent application to “Central Europe Programme” (€2.4mln) for the “Nano Force Proposal”



European Chemical Region Network

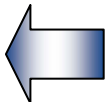
Federchimica cooperates with ECRN - European Chemical Regions Network - which includes 16 territories with strong presences of Chemical Industry. By ECRN it is possible to define, assemble and manage projects of R&D and local sustainable development, thanks to Chemistry.



**2 Projects about
Nanotechnology are
supported by Lombardy
Region**

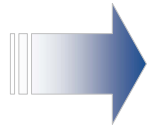
4th Task Force:



Objectives	Results
<ul style="list-style-type: none">• To manage the nanotech business according to the C.S.R.'s principles	<ul style="list-style-type: none">• Shared definition of nanotech• To interface with current Regulations  Smart Regulations!• Manual “How to manage nanomaterials in responsible way”
<ul style="list-style-type: none">• To inform and to cooperate with Public Institutions & Authorities	<ul style="list-style-type: none">• 3 hearings at the European Parliament

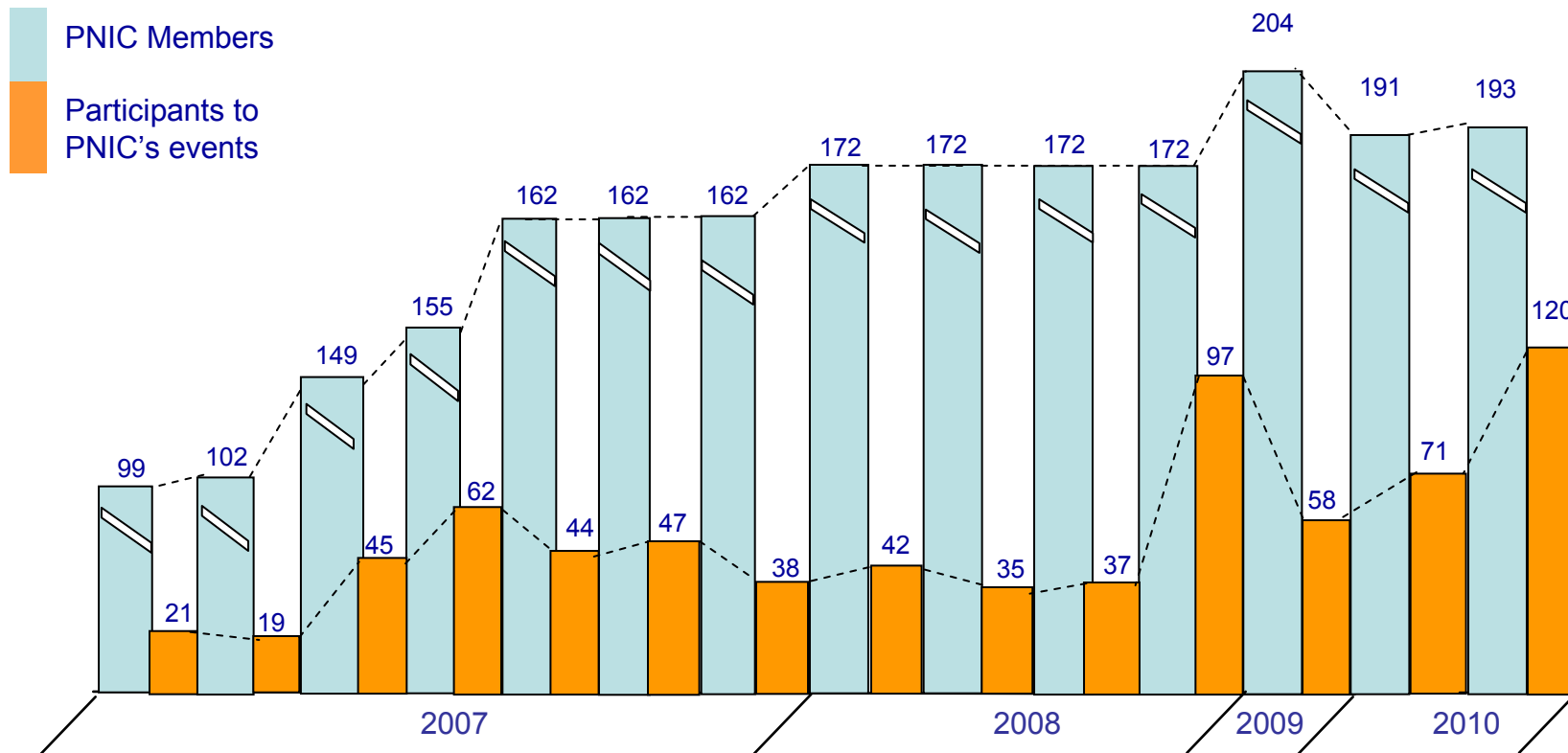
Structure of presentation

- ✓ Why Federchimica launched the Programme “N.I.C. - Nanotechnology in Chemical Industry”
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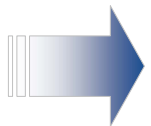
More work to be done

Enhancing participation to the Programme N.I.C. but still low loyalty to the events



Structure of presentation

- ✓ Why Federchimica launched the Programme “N.I.C. - Nanotechnology in Chemical Industry”
- ✓ The definition of the strategy and the appropriate organization to realise it
- ✓ More work to be done



Conclusions

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- ➔ Needs of cooperation between Public Institutions and Companies are increasing under the E.U.'s “Innovation Union”
- ➔ Needs to act on the territories to better transfer Conferences into realities
- ➔ Federchimica as reliable Partner for your proposals!