



**ScaleIT: the countdown is on for its 5th edition.  
The call opens today for Italian and south-eastern European top performing digital and tech scaleups for funding rounds ranging from €3 to €30 million**

- *In Milan on October 23<sup>rd</sup> and 24<sup>th</sup> 2019 the new edition reserved to international VC funds seeking investment opportunities with some of the most promising scaleups holding proven performance requirements.*
- *Italian scaleups interested in taking part can apply directly on [Scaleit.biz](https://scaleit.biz) in the section dedicated to the open call for registration. The call opens officially today, May 14<sup>th</sup> and will close on June 30<sup>th</sup> 2019.*
- *Scaleups selected and promoted by ScaleIT in the previous editions have raised over \$230 million (including companies such as BeMyEye, MotorK, Soundreef and Supermercato24 who announced significant investment rounds in these past years).*
- *According to Osservatorio ScaleIT, during the first four months of 2019 €92 million were invested in the Italian venture sector, over 40% of which coming from rounds with international investors.*

**Milan, May 14<sup>th</sup> 2019** – On October 23<sup>rd</sup> and 24<sup>th</sup> the fifth important edition of the ScaleIT Showcase will go live in Milan, the unique event/platform **conceived to bring together international investors interested in high-potential companies** (with Series A, B and C funding rounds ranging from €3 to €30 million) **and the best scaleups in Italy and south-eastern Europe. The call to participate in the selection starts today.**

In just over three years, also thanks to the important role played by ScaleIT, **over \$230 million were raised to finance highly innovative selected Italian and south-eastern scaleups** with proven performance requirements, valid business models, solid teams and interesting growth potential.

Initially launched as an event in 2015, today ScaleIT is a platform connecting scaleups, international investors and corporates all year long. **ScaleIT is also a genuine program designed for scaleups which culminates in its October showcase, a unique opportunity allowing international venture capitalists to meet a highly promising selection of scaleups.** In the span of the two-day event packed with pitches, keynotes, one-to-one meetings and opportunities for informal networking, the new Italian and Southeastern European entrepreneurship can present its development plans and attract international investments to help support its growth. Applications will be open only to companies that meet important performance requirements and access will be possible also through the open call on <https://scaleit.biz/#opencall> until June 30<sup>th</sup> 2019.



**Lorenzo Franchini, founder of ScaleIT** stated: *“The results of the 2018 edition have been extraordinarily positive: 32 international funds participating and over 100 one-to-one meetings organised between companies and international investors, an average growth of 177% and 48% of international sales of the selected scaleups. ScaleIT continues to increase its focus on both supporting scaleups through an ad hoc preparation programme to raise a significant round and also on the development of the platform allowing corporates strategic access to innovation generated by scaleups and venture funds.”*

**Data collected by Osservatorio ScaleIT** confirms that **2018 was a very positive year for Venture Capital in Italy** with over €600 million in investments and remarkably 27 operations also financed by international investors for a total of €330 million (55% of the total). **The first few months of 2019 mark a stall of VC investments in Italy (€92 million in investments: -31% vs 2018 including ICO's and -11% excluding them). This decrease is probably due to markets awaiting the implementation of the new reported legislation (i.e. new PIR, launch of the Fondo Nazionale Innovazione with the release of the Fondo di Fondi's activity and Invitalia Ventures direct investments). Of these €92 million invested, over 40% originates from rounds with foreign investors:** a sign of the enduring international interest in the Italian scaleup ecosystem with real development and success potential. Positive news on investments in scaleups therefore keep coming. Two operations stand out significantly: €44 million raised by Talent Garden, the co-working network for digital innovation and another €20 million raised by Brumbrum, a company established only two years ago, a new player in the digital automotive market (an operation which also received the support of international funds such as Accel, E-ventures and Bonsai Partners).

Interest on behalf of many new and consolidated partners highlights the relevance of the event. **Euronext**, the leading pan-European exchange in the Eurozone, has confirmed its role as main partner of ScaleIT in 2019. **Silverpeak, AWS, Salesforce, Orrick, Badenoch&Clark, Ludovici & Partners** are also joining in. While new supporters are important players such as **Poste Italiane** and **SisalPay**.

International and national VC funds will consequently have the opportunity to assess the innovative companies selected by the Advisory Board headed by **Lorenzo Franchini**, founder of ScaleIT and including, among others, **Michele Novelli**, venture capitalist, **Emil Abirascid**, journalist and entrepreneur and the angel investor **Pietro De Nardis**. Among the numerous funds present in the last edition, some of the most prestigious taking part included **Accel, Amadeus Capital, Ardian, Cisco Investments, DN Capital, Draper Esprit, EarlyBird VC, Eight Roads, Highland Europe, Holtzbrinck Ventures, Idinvest, Index Ventures, Iris Capital** and **Partech Ventures**.

#### ***Open call for scaleups - How to take part***

Italian scaleups interested in taking part may apply directly on [Scaleit.biz](https://scaleit.biz), in the section dedicated to the open call for registration. **The call will close on June 30<sup>th</sup> 2019.** The eligibility requirements are: to have achieved a turnover of at least €1 million in the past 12 months or



at least one million monthly users (in the case of online B2C), YOY growth of around 100% and at least 20% of total turnover generated abroad or a clear and sustainable internationalisation strategy. The selection will be closed and notified to candidates **by July 31<sup>st</sup> 2019**. The final shortlist will be announced in September.

**About ScaleIT**

ScaleIT is the event/platform and scaleups programme which each year selects 15 of the best Italian and south-eastern European scaleups, prepares and promotes them to a pool of international VC funds looking for investment opportunities in Series A and B rounds and ranging between €3 and €30 million. Founded in 2015 by Lorenzo Franchini - angel investor and entrepreneur in the Venture Capital sector - today ScaleIT is a platform connecting scaleups with investors and some of the most prominent corporates at both national and international level. Thanks to the platform, ScaleIT offers open innovation services developed for its partners.

ScaleIT is on [LinkedIn](#), [Twitter](#) and <http://scaleit.biz/>.

**Press Office:**

Simona Vecchies – [simona.vecchies@angelia.it](mailto:simona.vecchies@angelia.it) Mob. 335 1245190

Beatrice Cagnoni – [beatrice.cagnoni@bc-communication.it](mailto:beatrice.cagnoni@bc-communication.it) Mob. 335 5635111