

PRESS RELEASE

“SUSTAINABLE ENERGY VENTURE”. PIETRO FIORENTINI GROUP AND INTESA SANPAOLO INNOVATION CENTER HAVE LAUNCHED A PROGRAMME TO SUPPORT THE BEST TECHNOLOGIES IN THE FIELD OF ENERGY SUSTAINABILITY

- **The call for international startups and SMEs to accelerate the development of the best technologies applied to the hydrogen supply chain and CO₂ emissions reduction is now open.**

Milan, 08 March 2022 - Pietro Fiorentini Group and Intesa Sanpaolo Innovation Center have officially announced the launch of the **Sustainable Energy Venture** programme, the call for national and international startups and SMEs aimed at identifying and supporting the best technologies for the **development of the hydrogen supply chain** and the **reduction of CO₂ emissions**.

Pietro Fiorentini Group aims to draw on its production expertise and the distinctive set of skills gained in the field of **Lean & Agile Management** to accelerate outstanding technological innovation projects in the field of energy sustainability, thus significantly contributing to the **decarbonisation targets** promoted by the EU.

Through the **StartUp Initiative** platform, Intesa Sanpaolo Innovation Center will support the management of Pietro Fiorentini Group in selecting the applications received and by tutoring the companies that will be selected to take part in the project.

The programme will be divided into various stages. First, a **boot camp** (*World Class for Technology Deployment*) providing startups and SMEs with tools and skills taught by coaches with proven international experience in business and venture capital, and in the end, a culminating **arena** where the finalists will have the opportunity to pitch their technological innovations.

The winning startups/SMEs will have the chance, in collaboration with the board of Pietro Fiorentini Group, to evaluate **several collaboration prospects** from a production, economic, and financial perspective.

“The idea of contributing to sustainability through technology is the concept at the base of our purpose, the ultimate goal that drives the Company and its operations”, explains **Mario Nardi, Managing Director of Pietro Fiorentini Group**. “This involves not only developing new solutions by relying on our internal resources, but also opening up to external cross-contamination in a spirit

of *open innovation*, in a quest to find the most brilliant ideas both in Italy and abroad. This programme is aimed at enhancing the technological and intellectual capital of those who will be selected to take part in it, accelerating their growth by drawing on our expertise when it comes to both production and management’.

“Intesa Sanpaolo Innovation Center is committed to fostering innovation in alternative energy supply chains and carbon reduction technologies and, therefore, is glad to offer its support to this acceleration programme for an already significant client, such as the Pietro Fiorentini Group.” Says **Maurizio Montagnese, President of Intesa Sanpaolo Innovation Center**. “The Sustainable Energy Venture initiative provides a tangible opportunity to further boost an industry that we find extremely interesting and that we are actively engaged in: the hydrogen industry and related innovations”.

Further information about the call is available on the [Sustainable Energy Venture project page](#) on the Pietro Fiorentini Group website.

Pietro Fiorentini, founded in Bologna in 1940, is today one of the major industrial companies in the North East of Italy, with headquarters in Arcugnano (Vicenza). The Group has around 30 locations amongst its manufacturing and commercial sites, both in Italy and abroad, and employs around 2,000 people worldwide. In 2021 it reached a consolidated production value over € 460 million, an increase of about 15% compared to 2020, with an EBITDA forecast close to € 80 million. The Group has a solid customer base including natural gas distribution and transmission companies, Oil & Gas companies, EPC and industrial end-users, which recognize its absolute standing in terms of product and process innovation. At the core of the company's production is a wide range of technologically advanced solutions all along the multi-gas system: from components and services for natural gas transmission and distribution networks, to a series of engineered systems that include valves, multi-phase meters, process plants, reducing and metering systems. In the last ten years the company has made significant investments in R&D, M&A, plants and production means, which have led to a leadership position in the Smart Metering sector and more generally in Smart Grids. More recently, as part of the energy transition process, the Group is accelerating its efforts to seize the new opportunities related to green energy sources such as biomethane, hydrogen and power to gas.

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Intesa Sanpaolo Innovation Center is the company of Intesa Sanpaolo Group dedicated to innovation: it explores the world of cutting-edge innovation, invests in applied research projects and high-potential startups and accelerates the implementation of the circular economy criteria, to make Intesa Sanpaolo the driving force behind a new economy that is socially and environmentally aware. Based in the Turin skyscraper designed by Renzo Piano, with its national and international network of hubs and laboratories, the Innovation Center is an enabler of relations with other stakeholders of the innovation ecosystem - such as tech companies, startups, incubators, research centers and universities - and a promoter of new forms of entrepreneurship in accessing venture capital. Intesa Sanpaolo Innovation Center focuses mainly on circular economy, development of the most promising startups, venture capital investments of the management company Neva SGR and applied research.

For further information:

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