Business Networking Week in Italy -

II Edition

Milan, February 24-28, 2020
About the E4Impact Foundation

- **E4Impact Foundation** is a spin off of *Università Cattolica del Sacro Cuore of Milan* which contributes to the development of African Countries through the training of a new generation of local entrepreneurs capable of combining economic success with social/environmental impact.

- **E4Impact** pursues its goals through the delivery of educational programmes in entrepreneurship, including **Global MBA in Impact Entrepreneurship**.

- **Impact to date**
  - 32 editions of the MBA implemented;
  - more than 900 entrepreneurs trained;
  - 73% with a business currently in place;
  - 33% women entrepreneurs;
  - 4,500 jobs created in the value chain;
  - 40 African professors trained;
  - 20 African university managers trained.
Business Networking Week in Italy – BNWI

The BNWI is a networking programme that E4Impact offers to the best entrepreneurs from the Global MBA in Impact Entrepreneurship it delivers in Africa.

The BNWI intends to:
• facilitate the matching between European and African companies attentive to social and environmental impact;
• establish a collaboration platform between African Entrepreneurs and Italian Businesses.

Participants to the BNWI will be able to:
• be part of an international business network;
• acquire knowledge about Italy’s entrepreneurial ecosystems;
• develop personal relations with peers overseas;
• explore new markets and business opportunities;
• visit – and be inspired by - Italian excellences.
BNWI I

24 African Entrepreneurs

Year of Business Establishment
- Start-up (<3 years) 58%
- Scaling Business (3-10 years) 30%
- Mature Business (>10 years) 12%

Countries
- Kenya 25%
- Uganda 18%
- Ethiopia 15%
- Ghana 15%
- Sierra Leone 15%
- Ivory Coast 15%
- Senegal 6%

Business’s Industries
- Energy 24%
- FinTech 12%
- Health 20%
- Education 12%
- Manufacturing 12%
- Agro-food 12%
BNWI I Edition: Main activities

- Sessions on how to import/export from/to European markets;
- **Networking** with Italian import/export companies from/to Africa;
- Transferring of knowledge and tools for *business internationalization*;
- **Cluster visits** to Italian leading companies;
- One-to-one meetings with potential *customers and suppliers*;
- Sharing experiences and best practices with *peers overseas*;
- **Visit to Barilla** headquarters, one of the Italian best companies in the World.

*Visit to Barilla: BNWI entrepreneurs with Pietro Barilla*
BNWI II: What’s New!

February 24 to 28, 2020, Milan

118 applicants

25/30 African entrepreneurs selected from 12 Countries

**CONFINDUSTRIA**
will reserve to BNWI participants
a dedicated space and arrange B2Bs
at **CONNEXT 2020**
Italy’s main business network event

**ROTARY CLUB MILANO SUD**
through its
**PROGRAMMA VIRGILIO**
will host to a dedicated business dinner
for the BMWI participants
# BNWI II: The Programme

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<tr>
<th>Feb 20</th>
<th>Monday 24</th>
<th>Tuesday 25</th>
<th>Wednesday 26</th>
<th>Thursday 27</th>
<th>Friday 28</th>
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<tbody>
<tr>
<td>9.00-13.00</td>
<td><strong>Welcome Session</strong>&lt;br&gt;Visit to UCSC</td>
<td><strong>Workshops</strong>&lt;br&gt;Import/Export from EU Italy’s innovative technologies</td>
<td><strong>Italian Excellences</strong>&lt;br&gt;Visit of one of the best Italian entrepreneurial excellences in the world</td>
<td>CONNEXT 2020&lt;br&gt;B2B meetings and matching with selected Italian companies&lt;br&gt;Deal Rooms</td>
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<td>14.30-17.30</td>
<td><strong>Conference on Business between Italy and Africa</strong>&lt;br&gt;Gian Marco Moratti Award</td>
<td><strong>Cluster specific Business Visits</strong></td>
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<td>20.30</td>
<td><strong>Welcome reception</strong></td>
<td><strong>Rotary Business Dinner</strong></td>
<td><strong>E4Impact Social Dinner</strong></td>
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**B2B Sessions**<br>**Business Visits**<br>**Workshops & Conferences**<br>**Social Time**
Gian Marco Moratti Award

Gian Marco Moratti Award Ceremony

where the 2019 **3 best E4Impact entrepreneurs** will be awarded the following prizes* by the **E4Impact President** Letizia Moratti:

- **Best Social Impact**
- **Best Business Model**
- **Best Innovation**

*The Winners will receive a money prize which will cover all their travel and accommodation expenses for the BNWI participation*
Contacts

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