



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.

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

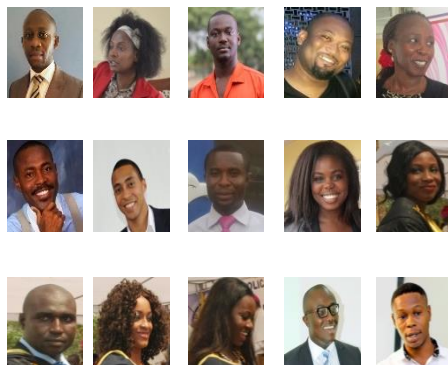
The BNWI intends to:

- facilitate the **matching** between **European and African companies** attentive to social and environmental impact;
- establish a collaboration platform between African Entrepreneurs and Italian Businesses.

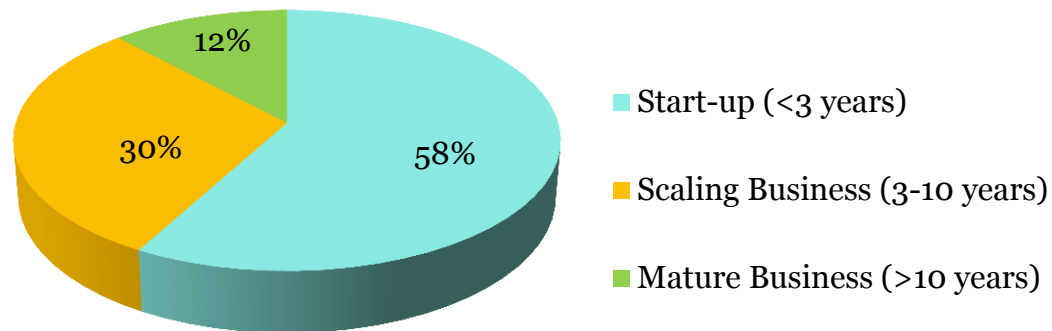
Participants to the BNWI will be able to:

- 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**.

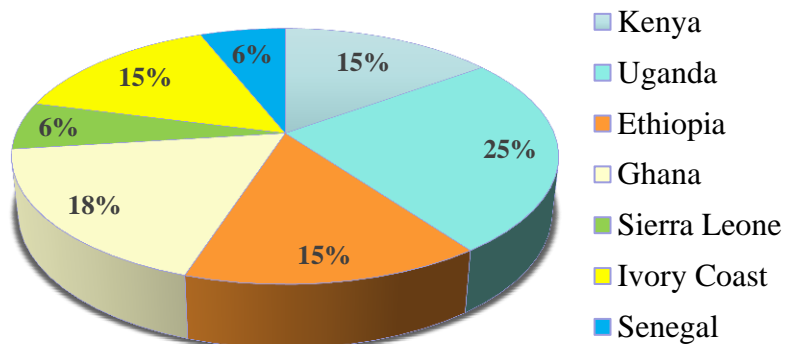
24 African Entrepreneurs



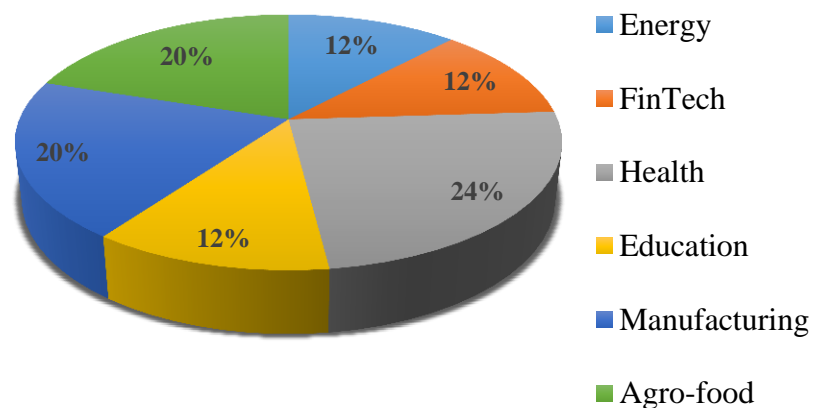
Year of Business Establishment



Countries



Business's Industries



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*



CONFINDUSTRIA

CONNEXT

ROTARY CLUB MILANO SUD

*through its
PROGRAMMA VIRGILIO
will host to a dedicated business dinner
for the BMWI participants*



V PROGRAMMA
VIRGILIO



BNWI II: The Programme

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

B2B Sessions

Business Visits

Workshops & Conferences

Social Time

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 accomodation expenses for the BNWI participation*

Fabio Petroni, Director of Programmes

fabio.petroni@unicatt.it

Luca Colombo, BNWI Coordinator

luca.colombo@unicatt.it