

MARZOTTO VENTURE ACCELERATOR S.r.l.
and
CAMPUS BIO-MEDICO UNIVERSITY OF ROME

Call for Projects
“CIRCULAR 4 RECOVERY”

**Entrepreneurial projects for the development of innovative technologies,
solutions and services to support the circular transition and the recovery of the economy**

Regulation

Scenario

The linear economic paradigm “take-make-dispose” is based on the unfounded assumption of unlimited availability of resources. However, planet’s conditions present us with different and worrying evidence: in the next forty years the overall consumption of materials such as biomass, fossil fuels, metals and minerals will double (OCSE, 2018) and, at the same time, annual waste production will increase by 70% by 2050 (World Bank, 2018). On the other hand, the extraction and transformation of resources are responsible for half of total greenhouse gas emissions and more than 90% of biodiversity loss and water stress (European Commission, 2020).

The initiatives that aim to support efficiency can delay the crisis of this economic model but are not enough to fix issues related to the lack of resources and environmental, economic and social impacts due to reckless exploitation of natural resources.

The necessary transition towards to a new circular economic paradigm, based on cycles closure, waste elimination and the exclusive use of renewable energy sources, renewable raw materials and secondary raw materials, places us before unprecedented technological and social challenges, involving significant changes related to production processes (materials and energy input limitation, waste reduction, different criteria for materials selection, product reshape, new recovery and recycling technologies) and the radical rethinking of consumption and business models.

Europe is at the forefront of this global transition towards a circular and low-carbon economy, which is considered a key element of the new EU industrial strategy, to make European production system more sustainable and competitive, and generate new jobs:

- it is estimated that the application of the circular economy principles can create around 700,000 new jobs in the EU by 2030
- closed-loop models can increase the profitability of EU manufacturing companies, which spend around 40% of their budget on materials purchase, and protect them from prices fluctuations
- by leveraging single market and through the potential of digital technologies, the circular economy can strengthen the EU industrial base and foster the collaboration among companies and the creation of new business opportunities
- innovative models based on the collaborative economy and supported by digital technologies (Internet of Things, Big Data, Blockchain and Artificial Intelligence) are destined to accelerate the circularity and dematerialization of the economy, allowing to reduce dependence on raw materials.

In this direction, last March the European Commission adopted a new Action Plan for the Circular Economy, which represent one of the key blocks of the European Green Deal, the agenda for sustainable growth that redesigns EU commitment on climate and environment for the next thirty years – also through the target of making European industry a global leader in the field of clean technologies and products – and is an integral part of the European strategy to implement the 2030 Agenda and the Development Sustainable Goals of the United Nations.

This long-term strategic trend has met, after the COVID-19 pandemic, the extraordinary recovery measures adopted through the EU's long-term budget and the Next Generation EU initiative, which represent for Italy and Europe an unrepeatable opportunity to relaunch investments and implement important reforms, within the wider framework of the transition process towards a more environmentally and socially sustainable economy.

In order to meet the needs related to the Italian economic recovery, Italy is going to launch, in a few months, the National Recovery and Resilience Plan (PNRR), which following the European Commission guidelines will have to contribute to the priority targets of environmental and digital transition, innovation, competitiveness, resilience and social sustainability.

As part of this mission, Italy will aim to promote the achievement of the European Green Deal targets, through a broad investment program aimed, among other things, at the conversion of companies towards sustainable and circular production models, the development of bioeconomy and smart agriculture, the production of new eco-friendly materials, the energy sector de-carbonization through the energy efficiency and the enhancement of renewable sources, the gradual transport decarbonization and the electric mobility development, and the increasingly innovative management of the integrated cycles of water and waste.

Organizers

Marzotto Venture Accelerator S.r.l. (hereinafter, "MVA") carries out incubation/acceleration and venture capital activities, aimed at supporting entrepreneurial initiatives with a high content of technological innovation. It collaborates with excellent partners, making available to the incubated and/or accelerated companies its industrial and commercial network and the potential synergies with the businesses of one of the largest and oldest families of Italian entrepreneurs, committed for a long time to the environmental and social sustainability. It operates as an innovation and technology transfer agency, promoting a vast ecosystem of open innovation focused on the thematic areas "Circular Economy", "Smart Cities & Communities" and "Healthcare 4.0".

The Campus Bio-Medico University of Rome (hereinafter, "UCBM") promotes integrated teaching and research facilities, pursuing the mission of placing science at the service of mankind and ethical and sustainable development. It offers the student an educational experience aimed at its cultural, professional and human growth, proposing the acquisition of skills in a spirit of service. As part of its Third Mission activities, it promotes the enhancement of scientific research results, technology transfer and innovation, supporting the business technological validation and development. It promotes knowledge, the interdisciplinary nature of the sciences and research in all areas that contribute to the global good of the person.

Goals

MVA and UCBM (hereinafter, "Organizers") with this Call for Projects "CIRCULAR 4 RECOVERY" (hereinafter, "Call") aim to contribute to the circular transition and the relaunch of the national production system, by selecting, rewarding and supporting business Projects focused on developing innovative technologies, digital solutions and services (hereinafter, "Projects") with a low environmental and social impact in the following Key Focus Areas of the Circular Economy:

1. CIRCULAR BIOECONOMY
2. CIRCULAR WATER ECONOMY
3. CIRCULAR ENERGY ECONOMY
4. NEW CIRCULAR LIFE CYCLES
5. CIRCULAR CITY & LAND.

For each Key Focus Areas, the Call proposes several broad Challenges and a number of more delimited Challenges, identified in relation to the specific interests and innovation needs of the Corporate Partners who support the initiative.

A distinctive feature of this Call and more generally of the pre-acceleration and acceleration model proposed by MVA is the role of the Corporate Partners, which take action in all the phases/activities of the programs supporting the innovative enterprises selected, by providing services, know-how, equipment, market opportunity and funds, in accordance with the best practices in Open Innovation.

The Challenges proposed for the 5 KEY FOCUS AREAS intercept many targets and related sub-targets of the Sustainable Development Goals adopted by the United Nations for the Agenda 2030, as summarized below:

1. CIRCULAR BIOECONOMY - Sustainable Development Goals involved: SDG 2 Zero Hunger; SDG 8 Decent work and economic growth; SDG 9 Industry, innovation and infrastructure; SDG 12 Responsible consumption and production; SDG 13 Climate action.
2. CIRCULAR WATER ECONOMY - Sustainable Development Goals involved: SDG 6 Clean water and sanitation; SDG 8 Decent work and economic growth; SDG 9 Industry, innovation and infrastructure; SDG 12 Responsible consumption and production; SDG 13 Climate action.
3. CIRCULAR ENERGY ECONOMY - Sustainable Development Goals involved: SDG 7 Affordable and clean energy; SDG 8 Decent work and economic growth; SDG 9 Industry, innovation and infrastructure; SDG 12 Responsible consumption and production; SDG 13 Climate action.
4. NEW CIRCULAR LIFE CYCLES - Sustainable Development Goals involved: SDG 8 Decent work and economic growth; SDG 9 Industry, innovation and infrastructure; SDG 12 Responsible consumption and production; SDG 13 Climate action.
5. CIRCULAR CITY & LAND - Sustainable Development Goals involved: SDG 11 Sustainable cities and communities; SDG 8 Decent work and economic growth; SDG 9 Industry, innovation and infrastructure; SDG 12 Responsible consumption and production; SDG 13 Climate action.

Challenges

For each Key Focus Areas, the Call proposes several broad Challenges and a number of more delimited Challenges, identified in relation to the specific interests and innovation needs of the Corporate Partners that support the initiative.

Participants can propose projects consistent with the general Challenges or the issues highlighted in the specific Challenges, by selecting the relevant Code when completing the registration form (see the following paragraph "Registration and project deliverable").

1. CIRCULAR BIOECONOMY

Challenge 1.1

- Extraction and recovery of bioactive substances and other secondary raw materials from waste of agro-food production, zootechnical effluents, agro-industry effluents, digestates leaving biogas plants. [Code CB.1.1]

Specific Challenges:

- 1.1.1 Technologies and systems for the management, the treatment and the energy and production recovery of livestock waste (for example, systems for the elimination of pathogens and weeds), for the reduction and the reuse of climate-altering emissions in zootechnical sector. [Code CB.1.1.1]
- 1.1.2 Technologies and processes for primary waste exploitation for energy and production purposes (cosmeceutics, food industry, bioplastics, etc.). [Code CB.1.1.2]
- 1.1.3 Advanced technologies and systems (for example, blockchain) for good and efficient trade management between producers and users of agricultural supply chain waste, in particular for the traceability of supply chain and the cross-tracking traceability of waste and raw material, to guarantee the quality of the extracted product for human consumption (food, cosmeceutics). [Code CB.1.1.3]

Challenge 1.2

- Transition towards new models of sustainable and regenerative agriculture, supported by digital/precision agriculture systems and oriented towards objectives of optimized management of natural and energy resources, reduction of climate-altering emissions, preservation of agricultural soils, revitalization of ancient crops, safety and health food [Code CB.1.2]

Specific Challenges:

- 1.2.1 Support and facilitation systems for the implementation and management of food supply chains, to ensure availability and use of the agricultural product; forecast of production at national/international level and of the trend of the commodity exchange (recognition of crops from remote sensing, yield forecasts from remote sensing, predictive models of production and market trends); DSS for the generation of cost/revenue scenarios for the choice of crops and cultivation methods to be adopted. [Code CB.1.2.1]
- 1.2.2 Technologies and systems to support the traceability of agronomic operations, the improvement of the production processes phases that have the greatest impact on the environment (also through analysis based on Life Cycle Assessment results) and the control of compliance with production regulations/production disciplinary [Code CB.1.2.2]

- 1.2.3 Systems for facilitating the collection and automatic recording of data useful for sustainability reports and for the processing of environmental impact indices in the agricultural sector. [Code CB.1.2.3]
- 1.2.4 DSS, software and technologies to support the site-specific fields management, to optimize company management, save energy and agronomic inputs, obtain products with particular nutritional value: analysis soil variability, identification of crops more suitable for land, the definition of sowing density and optimal fertilization plans with variable flow rates, irrigation support (times and quantities), pathogen attack risk prediction and optimal periods for weed treatment, automatic recognition of plant diseases, phytosanitary and weed treatment with variable flow rate, innovative use of drones in agriculture. [Code CB.1.2.4]
- 1.2.5 Technologies and systems for animal welfare and the control of their state of health. [Code CB.1.2.5]

2. CIRCULAR WATER ECONOMY

Challenge 2.1

- Reuse of municipal/industrial wastewater, sequestration techniques for water pollutants, recovery of nutrients and other secondary raw materials from sludge and leachate. [Code CW.2.1]

Specific challenges:

- 2.1.1 Technologies and design of chemical-physical systems for the selective sequestration of organic and inorganic micropollutants (e.g. microplastics) in the treatment of tertiary civil wastewater. [Code CW.2.1.1]
- 2.1.2 Development of ultra-compact thermal and catalytic cracking processes (gasification and pyrolysis) for reducing the volume of sewage sludge and recovery of valuable substances [Code CW.2.1.2]

Challenge 2.2

- Smart management of water and wastewater networks considering processes digitalization, automation and efficiency (for example, real-time monitoring of consumption, pipelines monitoring, leaks detection, big data collection and management, forecasts on the networks operation, predictive maintenance, augmented reality and Digital Twins, etc.). [Code CW.2.2]

3. CIRCULAR ENERGY ECONOMY

Challenge 3.1

- Development of innovative and sustainable technologies, digital solutions, processes for the energy production from renewable sources, green hydrogen, energy from secondary raw materials, bioenergy from renewable raw materials and secondary raw materials, for heat recovery and energy storage (electro- chemical, thermal, hybrid, power-to-gas), for the capture, storage and reuse of CO₂. [CE.3.1 code]

Specific Challenges:

- 3.1.1 New technologies for the sequestration and reuse of CO₂ deriving from aerobic (composting) and anaerobic (biogas production) digestion processes. [EC Code 3.1.1]
- 3.1.2 Development of innovative processes for the capture and reuse of Hydrogen and CO₂ deriving from biogas upgrading processes. [EC Code 3.1.2]

Challenge 3.2

- Development of innovative and sustainable technologies, digital solutions, and processes of circular design, remanufacturing, disassembly, reuse, recovery, recycling, use of circular and eco-compatible materials in the energy supply chain (batteries, photovoltaic modules, wind turbines, electric car columns, smart meters, batteries, power grid). [Code CE.3.2]

Challenge 3.3

- Technologies, methodologies, applications and tools for intelligent energy management, energy resources optimization, grid security and resilience, to support in particular distributed generation and energy communities (e.g. smart grids and microgrids, smart metering systems, monitoring, control and automation systems, supervision systems, distribution management systems, intelligent sensors and actuators, protection/security applications, forecasting consumption and production methodologies and algorithms, optimization methodologies and algorithms, etc.) [Code CE.3.3]

4. NEW CIRCULAR LIFE CYCLES

Challenge 4.1

- Innovative and sustainable technologies, digital solutions, processes of collection, separation, selection, plastics recycling, creation of new recyclable and "circular" plastics, reuse of recycled plastics and disposal/enhancement of mixed non-recyclable plastics. [NC code 4.1]

Specific Challenges:

- 4.1.1 Plastic materials recycling of the personal protective equipment used in the workplace to protect the head (accident prevention helmets, work helmets, protective helmets). [NC code 4.1.1]
- 4.1.2 Recycling of surgical mask and facial filter materials (FFP1, FFP2, FFP3). [NC code 4.1.2]

Challenge 4.2

- Innovative and sustainable technologies, digital solutions, processes of collection, separation, disassembly, selection, circular design, remanufacturing, recycling and recovery of components and waste materials generated by electrical and electronic equipment (WEEE). [NC code 4.2]

5. CIRCULAR CITY & LAND

Challenge 5.1

- Development of innovative technological approaches, digital solutions, and processes to support integrated and circular models in the urban environment for the management of material flows, sustainable mobility, energy systems, the areas built for residential and production purposes. [Code CC.5.1]

Specific Challenges

- 5.1.1 Sustainable and intelligent intermodal mobility systems in urban areas, to support the optimized management of a workforce distributed throughout the territory, freer in the organization of its time and the choice of workplace, following the new models of "Smart Working" and "Phygital Enterprise". [Code CC.5.1.1]
- 5.1.2 Innovative solutions to improve buildings circularity in terms of use of materials and energy resources. [Code CC.5.1.2]

- 5.1.3 Innovative solutions for the use of infrastructures (in particular, electrical networks, public lighting, telecommunications) as enabling platforms for the development of integrated circularity models in the various urban areas (residential and production). [Code CC.5.1.3]

Challenge 5.2

- Reconversion and enhancement in a sustainable and circular view of the agro-food, tourism, crafts and small industry chains in rural and inland areas. [Code CC.5.2]

Specific Challenges

- 5.2.1 Innovative biorefinery models based on the integration of waste from specific supply chains with similar characteristics, capable of ensuring the maximum economic value of waste and the reduction of environmental impacts, supporting the functioning of biodistricts. [Code CC.5.2.1]

Eligible Projects

The following subjects can apply to the Call, submitting their own Projects:

- Teams not yet established in companies and composed of individuals who are at least eighteenth years of age
- Spin-off research
- Innovative start-ups
- Innovative SME
- Other types of companies already operating on the market but with innovative projects in the area of interest, potentially susceptible to spin-offs.

The subjects as described above are defined collectively as the "Participants" or, individually, the "Participant" within the meaning of this Regulation.

The minimum level of TRL required for the eligibility of Projects is 4.

Based on the initial TRL and an assessment of the estimated time needed to reach the market, the eligible Projects selected through an evaluation procedure access Pre-Acceleration and Acceleration Awards and Programs, detailed below.

Project deliverables and registration

Each Participant must fill in, no later than 31st January 2021, the appropriate registration form, present on the MVA website (marzottoventure.com) and also accessible from the Open Innovability platform (openinnovability.enel.com) on the dedicated page <https://openinnovability.enel.com/projects/Call-for-projects-circular4recovery>.

Applications received in different ways will not be accepted.

Each Participant, even in the case of a Project proposed by a Team, must indicate a main contact person.

In section "Description of the Project" the following main points can be illustrated:

- Company Idea (Business overview of the project);
- Key People (Bio, roles and competences of the Team);
- Business Strategy (Business model and go-to-market strategy);
- Technology (Technology used with indication of any patents);
- Market & Positioning (Target market, competitive scenario and positioning compared to competitors);
- Key Financials (Expected economic results in terms of turnover, costs and investments);
- Technology Roadmap & Business Upside (Roadmap of technological development and future business upside of the Project with indication of the main milestones);

It will be also necessary to attach in PDF format:

- a Pitch that develops the different points listed for the section "Description of the Project".

It is, finally, the Participant's faculty to attach:

- a Business Plan in PDF format
- any additional documentation considered useful to draw and strengthen the proposal (for example, patents, technical annexes describing the technology and its intellectual property).

All the papers presented can be written in Italian or in English.

Awards and services delivered

▪ Awards

Downstream of the evaluation procedure of the submitted, 20 (twenty) winning Projects, distributed among the 5 Key Focus Areas identified by the Call, will be selected and participate in a Pre-Acceleration Program, with a maximum duration of 12 weeks.

At the end of the pre-acceleration phase, up to 10 (ten) Projects will be selected and access a subsequent Acceleration Program, lasting between 12 and 24 weeks.

The prizes awarded to the winning Projects will be differentiated according to the specific needs of the Projects and their level of maturity and proximity to the market.

With reference to the Pre-Acceleration Program, the Prizes will be awarded in the form of:

- credits for each selected Project - up to a maximum of Euro 25,000 - to be used for technological and entrepreneurial empowerment services, provided by the Organizers and the Corporate Partners network, within a maximum overall cap for all winning projects of Euro 500,000,00;
- dedicated physical spaces in the Phygiwork S.p.A. Business Centers located in the territory of the Municipality of Rome.

With reference to the Acceleration Program, the Prizes will be awarded in the form of:

- credits for each selected Project - up to a maximum of Euro 70,000 - to be used for technological and entrepreneurial empowerment services, provided by the Organizers and the Corporate Partners concerned, within a maximum overall cap for all projects eligible for the acceleration phase of Euro 700,000,00;
- equity, quasi-equity, forms of guarantee and co-guarantee on medium-long-term debts, to be used in co-investment with third-party resources, within the limits of a maximum overall plafond made available by MVA and the Corporate Partners concerned, amounting to Euro 10,000,000.00;

- dedicated physical spaces in the Phygiwork S.p.A. Business Centers located in the territory of the Municipality of Rome.

- **Pre-Acceleration Program Services**

The services provided under the Pre-Acceleration Program, through the intervention and support of the Organizers and Corporate Partners interested in individual Projects, will be the following:

- Technology Validation

Pre-competitive testing of the technologies proposed by the enterprise, identification of innovation trends, scouting and selection of existing technologies, technical-comparative analysis also in relation to the technological portfolio of the Corporate Partners concerned, intellectual property protection.
- Market Assessment

Initial definition of competitive positioning aimed at identifying potential development opportunities, also in additional market segments and/or through new business solutions.
- Competence Assessment

In-depth analysis of the entrepreneurial skills owned by the company, aimed at the construction of tailor-made paths of entrepreneurship training.
- Basic Entrepreneurship Training

Basic managerial training program, structured according to the specific needs of the enterprise and aimed at the development of entrepreneurial skills (value proposition and business model design; market and positioning; elements of marketing, organization, finance, operation and supply chain management; pitching; corporate models and legislation for innovative startups and SMEs; elements of project management; effective communication and networking; problem solving; decision making).
- Supply Chain Network

First scouting of commercial opportunities and/or partnerships with customers and suppliers made available by MVA and the Corporate Partners concerned.
- Funding Searching

Research for opportunities linked to public benefits and third-party funded projects, including further strengthening of development and acceleration activities.
- Office Space

Dedicated offices and exclusive spaces, located in a context that makes the sharing of skills and the dissemination of know-how easier.

- **Acceleration Program Services**

The services provided under the Acceleration Program, through the intervention and support of the Organizers and Corporate Partners interested in individual projects, will be the following:

- General Mentoring

Assistance of expert advisors, selected according to the sector or the technology of the company, to define and implement a winning business model.
- Skilled Mentoring

Support of top managers to improve the strategic positioning of the business and identify the most effective ways of scalability and market penetration.

- Business Development

Assistance for the development of sales channels and the design of the product offering through marketing and commercial experts.
- Expert Review

Coaching of executives in tailor-made management assistance logic, according to the needs and stage of development of the enterprise, also through business coaching formulas.
- Temporary Management

Assistance by highly experienced executives and specialized advisors to support the key functions of the organization, improve the effectiveness of business processes and facilitate the transfer of know-how.
- Advanced Entrepreneurship Training

Advanced managerial training programs, structured according to the specific needs of the company and aimed at consolidating entrepreneurial skills (business planning and development; business modeling; digital business models; financial and administrative management; performance measurement and control; intellectual property and patents; project management; innovation design; design thinking and user centered design; teamworking and teambuilding; leadership, motivation and empowerment; sustainability and business ethics).
- Open Technology

Support of technological innovation processes through the use of technologies made available by the portfolio of interested Corporate Partners.
- Business Launch

Assistance for the testing of products and services, aimed at starting the commercial phase of the proposition to the market.
- Large Scale Demonstrator Opportunity

Support for testing products and services on a large scale through the Corporate Partners concerned.
- Supply Chain Network

Support for partnerships with customers and suppliers made available by MVA and the Corporate Partners concerned.
- Equity, Debt, Guarantee

Financial support through the intervention of MVA and third parties in co-investment to cover fund needs, also through the provision of direct co-guarantee on the facility of the Central Guarantee Fund.
- Corporate Spin-Offs

Support to the corporate business through the participation in the capital of "newco" specially established to enhance and support its development.
- Funding Searching

Research for opportunities linked to public benefits and third-party funded projects, including further strengthening of development and acceleration activities.
- Office Space

Dedicated offices and exclusive spaces, inserted in a context that facilitates the sharing of skills and the dissemination of know-how.

The actual composition of the portfolio of services provided - among those mentioned above - in the Pre-Acceleration and Acceleration Program will be established on the specific needs of each of the winning Projects, as identified by the Acceleration Team, also in agreement with the Corporate Partners concerned.

Procedures of assessment

Within 60 days of the expiry date of the Call, the MVA Acceleration Team:

- will verify the eligibility of the submitted projects (subjective participation requirements, a minimum level of maturity with $TRL \geq 4$), excluding those ineligible;
- will carry out an in-depth analysis of the market potential of the Projects presented and proceed to a pre-selection, also involving UCBM and Corporate Partners interested in the topics of reference.

Within 60 days after the closing of the pre-selection phase, the Projects admitted will be examined by the Acceleration Team, integrated into its composition by executives of the Organizers, advisors and experts, identified by the Organizers also within their respective structures.

Furthermore, in accordance with the themes and project contents, the Corporate Partners will also be involved in this phase, to acquire their assessment and eventual expressions of interest on the Projects under evaluation.

Participants may be asked to provide further material on the respective Projects and to meet the Acceleration Team, possibly integrated into its composition by representatives of the Corporate Partners concerned, in one-to-one meetings (made with teleconference technologies), to deepen the potential of the Projects.

Without prejudice to the full decision-making autonomy of the Acceleration Team in choosing the winning Projects, some of the main criteria that will be taken into consideration in the evaluation of the Projects are identified below, by way of example and not exhaustive:

- consistency with the Call goals;
- quality and skills of the business team
- innovation degree
- technical and economic feasibility.

At the end of the in-depth analysis, the Acceleration Team will identify, in total autonomy and at its own discretion, 20 (twenty) winning Projects to be included in the Pre-Acceleration Program, which will have a maximum duration of 12 weeks.

At the end of the Pre-acceleration Program, the Acceleration Team, in agreement with the Corporate Partners concerned, will decide the possible admission of the Projects, up to 10 (ten), to the Acceleration Program, of varying duration between 12-24 weeks.

The services provided to the companies selected for participation in the Pre-acceleration and Acceleration Programs will be selected - as part of the portfolio referred to in the previous paragraph "Awards and services delivered" - based on the specific needs of each of the winning projects, as identified by the Acceleration Team, also in agreement with the Corporate Partners concerned.

Procedures of the access to the Programs

Access to the Pre-acceleration Program is subject to the following compliance by the Participant, through the legal representative (in the case of a company already established) or one or more individuals (in the case of a Participant not yet established as a company):

- the signing of the contractual documentation proposed by MVA and, possibly, also by the Corporate Partners interested in the Project development;
- within 30 (thirty) days from the submission by MVA of the contractual proposal referred to in the previous point, the establishment (if not already established) of a company in one of the following forms: i) limited liability company; ii) simplified limited liability company;
- the commitment to register the constituent or established company in the special section of the Register of Innovative Start-ups (Decree-Law No. 179 of 18 October 2012, converted by the Law No. 221 of 17 December 2012, and subsequent amendments) or that of Innovative SME (Decree-Law No.3 of 24 January 2015, converted by the Law No. 33 of 24 March 2015 and subsequent amendments);
- the election, as the Local Unit of the constituent or newly established Company, of a venue designated by the Organizers, dedicated to logistically support the winning Project for the activities of the Pre-Acceleration Program.

At the end of the Pre-Acceleration Program, if a positive outcome is reached in the unquestionable opinion of each of the Parties, the selected Projects enter the next phase of the Acceleration Program, accessing the relevant services made available by the Organizers and the Corporate Partners concerned, and any participatory investment, through the intervention of MVA, the Corporate Partners and/or third parties in co-investment.

This possible subsequent acceleration phase shall be governed by a separate agreement on the further activities of the Acceleration Program and the possible involvement of third parties, also in relation to the hypothesis of defining corporate, industrial and commercial partnerships, the terms and conditions of which shall be negotiated in good faith between the Parties.

Intellectual property

The intellectual property of the Projects is of the Participants who developed and presented them. Each Participant shall assume the full responsibility for the protection of inventive and/or original aspects through the means deemed the most appropriate.

Notwithstanding the foregoing, submitting the application the Participant authorizes the Organizers:

- to employ the name of its main contact person, the corporate name and image as well as the name, image and identifying signs of the Project, for the promotional and advertising purposes strictly related to the Call;
- to publish the Project and its materials on any website that can be traced back to the Organizers, or on third-party sites authorized by the Organizers, or in other ways deemed appropriate for promoting the Call;

- to exhibit and represent the Project and its materials at congresses, conferences, seminars or similar events for the dissemination of the results of the Call;
- to disclose the Project and its materials to third parties, in particular the Corporate Partners, for the activities related to the evaluation and selection process, the activities necessary to verify the assumptions of co-investment or contribution, in any mode, to the development, marketing and economic use of the Project, and, more generally, for all the activities related to the application to the Call.

Protection of privacy and confidentiality

Under Regulation 2016/679/EU, the data provided by the Participant will be processed in accordance with the regulatory provisions on the protection of personal data. In this regard, full reference is made to the text of the “Information on the processing of personal data”, which is an integral part of this Regulation.

The information about economic, financial, operational, commercial, administrative, and intellectual property issues provided by the Participants and concerning the Projects submitted, will be considered confidential and will become the subject of specific confidentiality agreements between the Organizers and the third parties, in particular the Corporate Partners, which will have access to the aforementioned information for the activities related to the assessment and selection process, the activities necessary to verify the hypotheses of co-investment or contribution, and, more generally, for all the activities connected with the application for the participation to the Call.

Limitations of liability

Given the modalities of participation to the Call, the Organizers and Enel S.p.A., owner of the platform Open Innovability (openinnovability.enel.com), do not assume any responsibility for technical malfunctions of hardware or software, outages of network connections, momentary system unavailability, registrations of Participants that, for any reason, are failed, incorrect, inaccurate, incomplete, illegible, damaged, not received, lost, delayed, incorrectly routed or intercepted, electronic communications or communications of other types that are delayed or other technical problems related to the registration and upload of the contents concerning the Call.

Guarantees and indemnities

Each participant declares and guarantees that the Project:

- is an original work whose the Participant has the related intellectual property and economic exploitation rights;
- does not contain any trademark, logo or other element protected by industrial property law or copyright owned by third parties, and, where rights of third parties exist, the Participant has previously obtained all the necessary authorizations and licenses from its holder;

- does not infringe other rights of third parties, including, inter alia, patents, business secrets, rights arising from contracts or licenses, advertising rights, rights relating to privacy, moral rights or any other rights worthy of protection;
- is not the object of a contract with a third party;
- has no defamatory content, representation, outrageous consideration or any other content that could harm the name, honour or reputation of the Organizers and Partners or any other person or company;
- has no pornographic or sexual content or discriminatory in any way whatsoever (including, specifically, discrimination based on the race, sex, sexual orientation, religion and/or political beliefs of individuals or groups), or content that promotes violence or injury to any living being or any other offensive, obscene or inappropriate content;
- does not contain any threat or content aimed at intimidating, harassing, or mistreating the private life of an individual;
- does not constitute a breach of applicable law and has no content encouraging unlawful conduct.

The Participants expressly declare for themselves and their successors in title to indemnify and hold the Organizers and their Partners fully harmless from any claim, claim for compensation or claim for damages made by any third party, for the violation of one of the provisions referred to in this paragraph "Guarantees and indemnities", for the maximum period allowed by law.

General conditions

The Organizers reserve the right, at their sole discretion, to cancel, modify or suspend, in whole or in part and at any time, the Call, as well as any of its content, appearance or selective criteria, or to select a lower number of winning Projects than the one initially envisaged, after notification of changes on the MVA website (marzottoventure.com) and the Open Innovability platform (openinnovability.enel.com).

MVA may transfer or assign any right or obligation arising from the Call and/or this Regulation to any company within its portfolio.

The Organizers reserve the right, at their sole discretion, to disqualify any Participant who:

- a) attempts to tamper with the registration process or the operation of the Call;
- b) acts in breach of this Regulation, e.g. providing misleading statements, not participating in meetings established under the Acceleration Program, etc. ;
- c) behaves inappropriately and contrary to the interest of serene and correct conduct of the Call.

The participation to the Call is free of charge and does not entail any obligation or commitment of any nature outside the conditions governed by this Regulation.

The Participants undertake to accept unconditionally any decision taken by the Acceleration Team and the Organizers concerning the Project Evaluation Procedure referred to in the previous paragraph "Procedures of assessment".

Under no circumstances the submission of the application, the selection and award of the Call and/or the signing of the contractual documentation referred to in the paragraph "Procedure of the access to the Programs" of the Regulation shall be understood or may be interpreted as an offer or contract of employment between the Organizers or Enel S.p.A. and the Participant.

Under no circumstances may the Call and its Regulation be understood and/or interpreted as an offer to the public according to art. 1336 of the Italian Civil Code.

Veracity of the information

The Participants shall ensure that all information, data and, more generally, any other material provided to the Organizers in the submission of the application and/or in any other phase of the Call, are accurate, correct, truthful and complete.

The Participants, therefore, assume the full and exclusive responsibility for the truthfulness of the aforesaid declaration.

Effectiveness

The obligations contained in the Regulation will take effect from the submission of the application and will remain in force until the end of the Call, except as indicated in the paragraph "Guarantees and indemnities", last paragraph, of this Regulation.

Competent Court

Any dispute that may arise concerning the Regulation, including disputes relating to its validity, interpretation, execution, termination or performance, shall be the exclusive competence of the Court of Rome, any other competing Court excluded.

DISCLAIMER

The Participant acknowledges that participation to the Call is not binding for the Organizers, and in particular for MVA, and will be subjected to analysis and feasibility assessment by the MVA Acceleration Team and the Organizers. Therefore, the Organizers do not undertake any commitment towards the Participant concerning their candidacy for the Call. The Participant undertakes to unconditionally accept any decision made by the Acceleration Team and the Organizers about the Project assessment procedure. Any commitments between the Participant and the Organizers, in particular MVA, may be assumed exclusively through the stipulation of specific agreements, as required by this Regulation with reference to the procedures for accessing the Pre-Acceleration and Acceleration Programs.

The Organizers do not undertake any obligation regarding the confidentiality and/or dissemination of the contents covered by industrial property rights, or all patents, ornamental and utility models, industrial inventions (patented and non-patented), trademarks (registered or not registered), related applications, names, internet domains, industrial and commercial secrets, proprietary or confidential information, know-

how, technology, processes and formulas, customer and supplier lists, copyrights (both moral and economic exploitation), copyrights and all documentation relevant to the above (hereinafter, "IP Content"), which will be shared by the Participants for the Call. The IP Contents, therefore, may be disclosed to third parties, in particular the Corporate Partners, to carry out the activities relating to the process of evaluating and selecting the Projects, the activities necessary to verify the hypotheses of co-investment or contribution, in any way, to the development, marketing and economic use of the Projects, and, more generally, all the activities connected with the application to the Call. Consequently, the Organizers cannot be held responsible for any use by third parties of the IP Content and for any damage that may arise to the user.

The Participant understood that the Call is launched and managed exclusively by the Organizers and that as part of this initiative, Enel SpA makes the Open Innovability platform (openinnovability.enel.com) available for the sole purpose of promoting the initiative. Any liability of Enel S.p.A., for whatever reason, concerning this Call is excluded.