

Bocconi

Donor
Report
2014

Donor Report 2014

Sharing results is
the best way
to express our
gratitude.

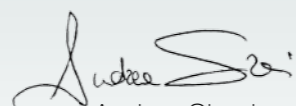
Your support tells us we are on the right track. We thank you by staying the course.

Dear Friends,
We would like to thank you once again this year for the vital support that each of you has given our University. We have turned your investment into real initiatives and projects that have been crucial to many students, and to the Bocconi community as a whole.

Research, educating new generations, and spreading knowledge are collective responsibilities that contribute to improving our society and the world where we live. The donations we have received this year are a testament to the confidence you have in our University and the impact that we can have together on our society. Gifts of every size are important to a young person who is committed to study and research.

We ask you to read this Donor Report, which is one way we and the recipients of your support thank you for your generosity.

The year ahead will be full of challenges, but we are certain that together with all of you - individuals, Alumni, corporations and foundations - we can construct a new vision of the future. Thank you for what you have done. We look forward to what we will do together.


Andrea Sironi
Rector


Bruno Pavesi
Chief Executive Officer



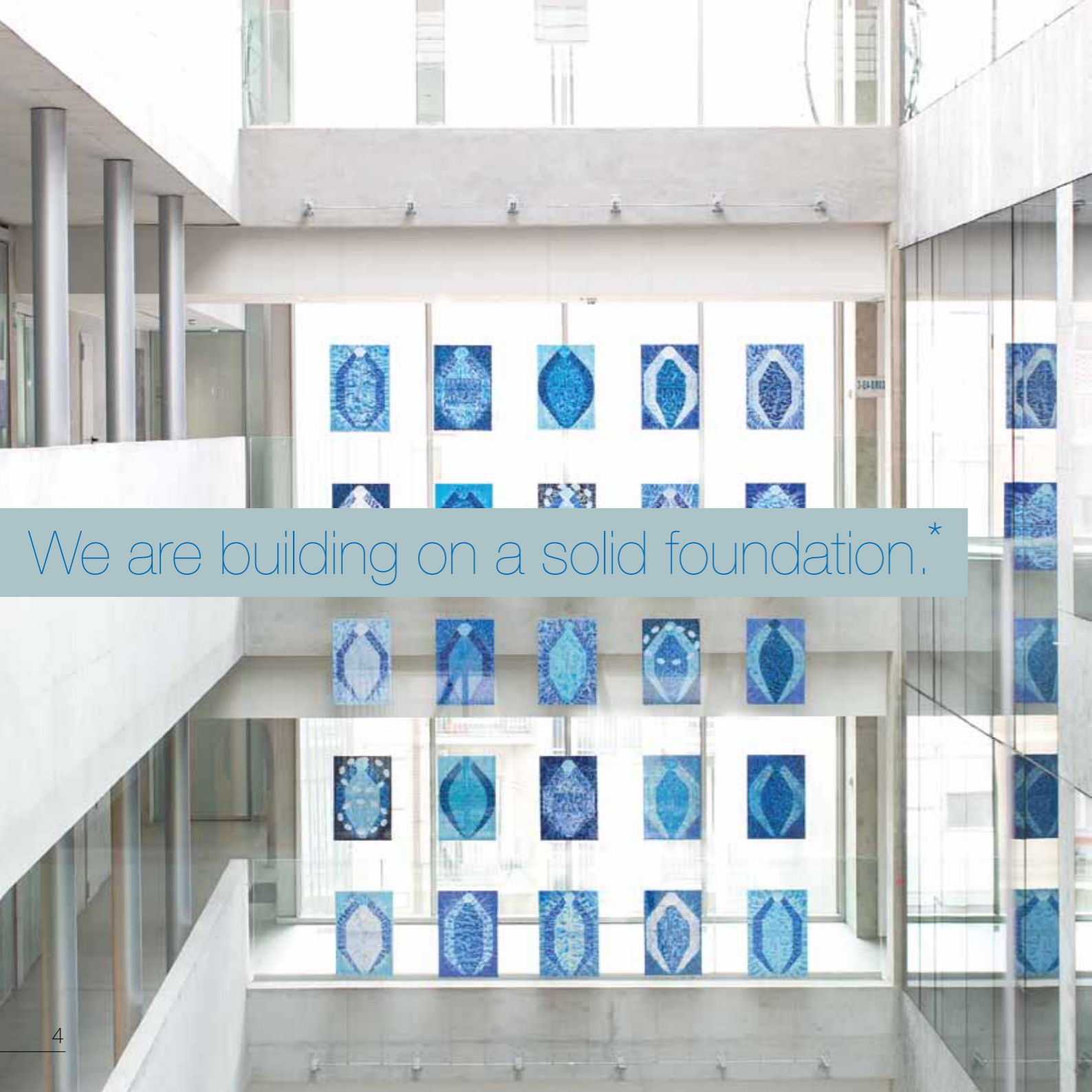
“

To stimulate economic growth and social mobility we must invest in people, especially young people. Your generosity is the best vote of confidence we could have.

”

Andrea Sironi
Rector

Bruno Pavesi
Chief Executive Officer



Faculty and Research

- 1.360** Faculty of whom:

 - 150** international
 - 339** permanent faculty
 - 126** trainee faculty and senior contract professors
 - 895** contract faculty and experts
 - 21** Visiting professor
 - 5** School
 - 8** Departments
 - 11** Research Centers
 - 1** Research Division

- 838** National and international publications in 2013
- 44** National and international active research projects in 2013

Students

- 14.111** enrolled students of whom:

 - 1.572** International
 - 2.113** Bachelor program graduates in 2012/2013
 - 1.918** Master of Science program graduates in 2012/2013
 - 247** Combined Bachelor and MSc in Law graduates in 2012/2013
 - 131** PhD candidates: 36.6% of whom are international

- 2950** Financial aid packages provided (approx.)

Average time to find first job:

- 1.8 Months** for graduates of the Undergraduate School
- 1.2 Months** for graduates of the Graduate School
- 1.7 Months** for graduates of the School of Law

Alumni**

- 12.267** Members of the Bocconi Alumni Association
- 97.787** Alumni
- 7.523** working outside Italy
- 26** Italian chapters
- 52** Foreign chapters

Space

- 266.882** m² in real estate assets

 - 6** IT rooms and labs with approximately:
 - 597** PC workstations and Wi-Fi coverage over the entire campus
 - 124** Classrooms (at the University and SDA Bocconi)

- 2.382** Study carrels (at the University and SDA Bocconi)

 - 6** Dormitories:
 - 1.599** beds
 - 1** One-Stop Service Desk for students
 - 1** Library, with the largest economics collection in Italy

Bocconi International

- 230** Partner Schools worldwide

 - 1** Bocconi campus abroad (Mumbai International School of Business)
 - 24** Double degrees
 - 1** Triple degree (World Bachelor in Business)

- 2.030** Outgoing students in study programs abroad in 2013
- 1.259** Incoming students from partner schools in 2013
- 22%** of Master graduates working abroad

SDA Bocconi School of Management

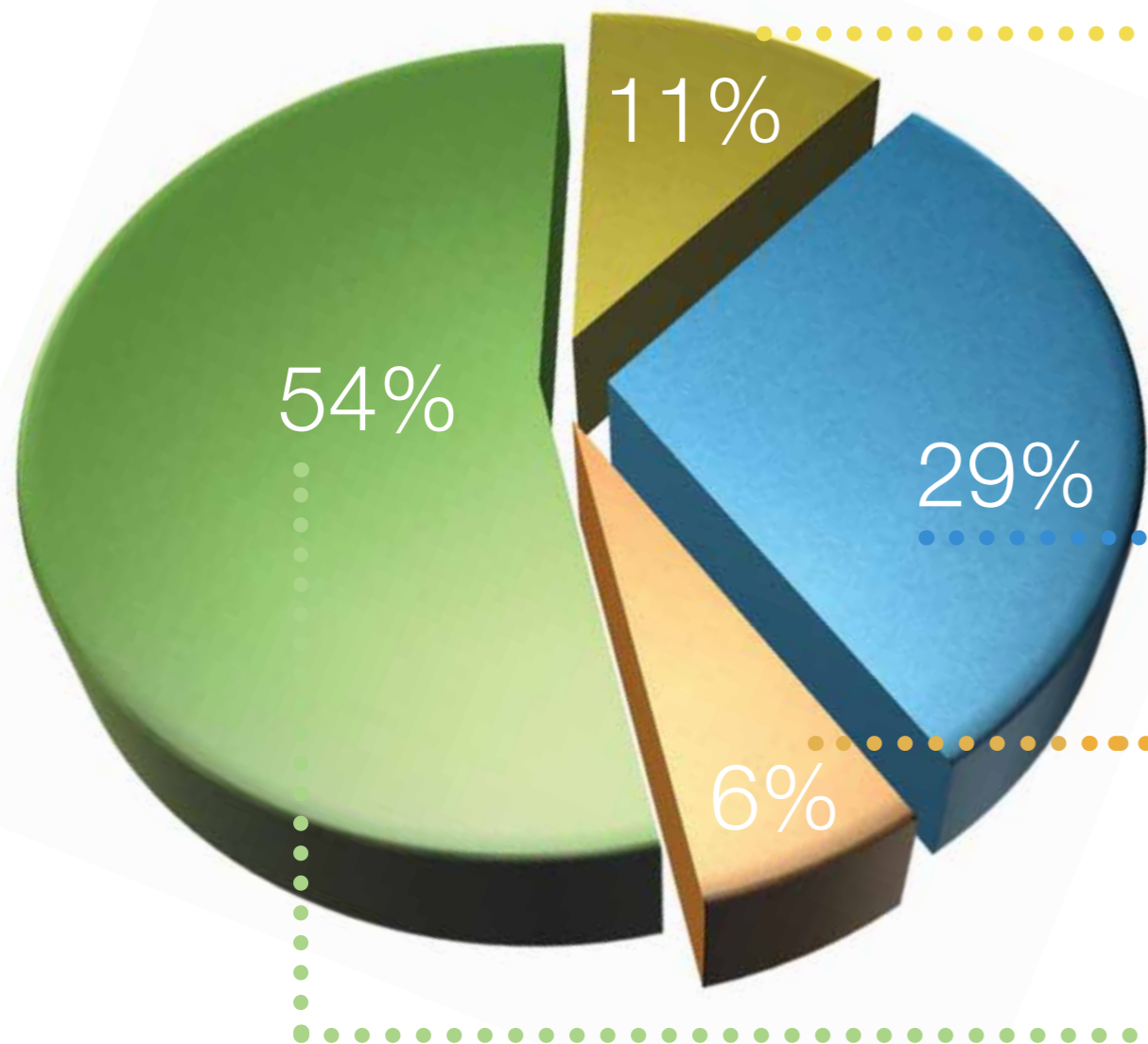
- 12.000** Participants in Executive training programs (approx.)
- 575** Participants in MBAs and specialized post-experience Master programs
- 52** Countries of origin

 - 4** MBAs and Executive MBA programs
 - 10** Full-Time Master programs
 - 5** Executive Master programs
 - 47** Executive open programs
 - 17** Research labs

*Source: Bocconi Institutional Brochure, October 2014.
**As of December 2014.

We are building on a solid foundation.*

How we investe d your support.



Students:

€ 1.126.375

Partial Scholarships, Bocconi Merit Awards, Master, MBA and PhD Scholarships, International Program Scholarships, and the "Una scelta possibile" program.



Faculty

€ 5.270.000

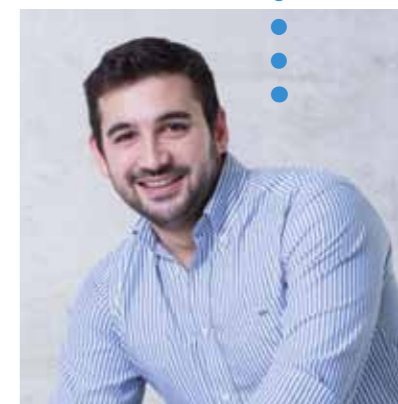
Named academic positions and recruitment of Italian and international professors and researchers.



Research:

€ 630.455

Research projects, observatories, labs and research fellowships.

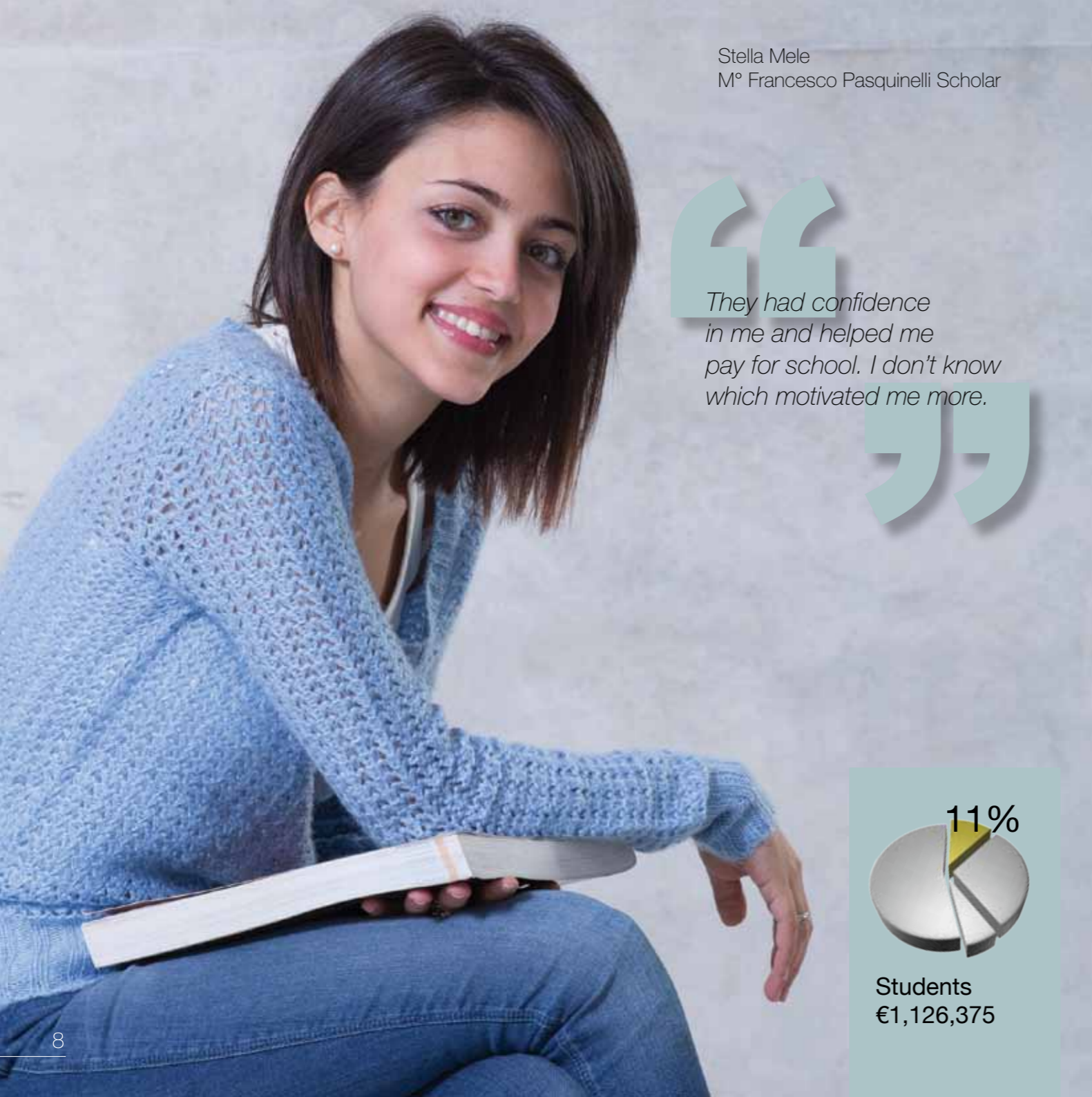


University and Campus:

€ 2.830.000

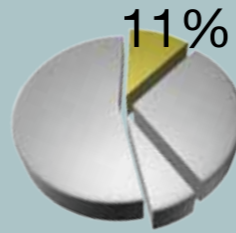
Extracurricular activities and campus facilities.

2014 Gifts: €9,856,830

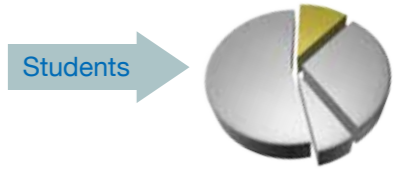


Stella Mele
M° Francesco Pasquinelli Scholar

“
They had confidence
in me and helped me
pay for school. I don't know
which motivated me more.
”



Students
€1,126,375



Rewarding talent and merit so a more equitable future becomes the ultimate reward.

The students of today are the citizens of the future. This is why we are committed to attracting and selecting talented young people who are bright and motivated, whatever their nationality or economic condition.

We want to offer our students an experience that educates them to be active members of an equitable society that is open and multicultural, and that gives them the tools to achieve their potential as people and as engaged members of a community.

With your generosity we were able to increase the number of financial aid packages we offered, so that in 2014 approximately 20% of our students benefited from help to meet the costs of their education.

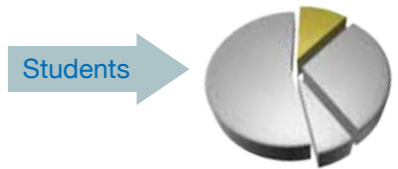
With your help we funded:

- **Partial Scholarships**, providing a partial waiver from University fees, aimed at Italian students from average-income families who are selected based on their academic performance.
- **Bocconi Merit Awards**, which award full tuition and are aimed at Italian and international students, selected solely on merit.
- **Master, MBA, and PhD Scholarships**, which fund talented graduate students with full or partial tuition waivers.
- **International Program Scholarships**, aimed at deserving students admitted to the World Bachelor in Business (WBB) and the Mumbai International School of Business (MISB) programs.
- **“Una scelta possibile”**, which supports students who have been admitted to Bocconi but who come from challenging socio-economic situations. The program offers some or all of the following assistance: full or partial tuition waiver, free room and board, funding for books and a personal computer, and additional living expenses. Because not all need is economic, support may include tutoring and academic coaching.



Giacomo Gentili
Fondazione Isacchi Samaja Onlus Scholar

“
I'm doing my Master in social enterprises and nonprofits thanks to a scholarship: a perfect example of putting philanthropy to work for the common good.
”



You and us.

The pact between generations and “Una Scelta Possibile”.

Diego De Giorgi (Business Administration, class of 1992) and Veronique Morghen (Business Administration, class of 1993) met at Bocconi as students, then graduated and married. They are “Bocconi Alumni to the core” and have shown it by supporting their Alma Mater with a donation to the “Una scelta possibile” scholarship program. It is a philanthropic gesture to offer others the same opportunity to change their future, broaden their horizons, and access the top-level education they themselves enjoyed as students.

In memory of...

The number of companies, organizations, and individuals who choose to honor the memory of a late colleague by supporting or setting up a scholarship grows every year. Just one example is Intesa Sanpaolo and Gas Plus together with a group of client partners who have commemorated Mario Brivio, a manager of the bank who died suddenly in 2013, through a donation to support a student in the Bocconi Merit Awards program. Other honors for colleagues lost too soon include Heineken Italia for Rita Pellicani, Falck Renewables for Claudia De Angelis, and Intesa Sanpaolo for Roberta Lento. These are all examples of honoring the memory of a colleague and friend by investing in young people.

Supporting students through Friends of Bocconi, Inc.

Alumnus Carlo Bronzini graduated in Business Administration in 1987. Now living in New York, he decided to support a student from his own region of Trentino Alto Adige through the Partial Scholarship Program, taking advantage of an opportunity to support his Alma Mater by repaying just some of what Bocconi gave to him. His donation is the first under the American not-for-profit Friends of Bocconi, Inc. created to accept tax-deductible gifts from U.S. taxpayers.

Isacchi Samaja Onlus Foundation for the future of students.

On the 100th birthday of Amelia Isacchi Samaja, the foundation that bears her family's name increased its support for Università Bocconi by renewing funding for a student scholarship in the SDA Bocconi Master of Management of Social Enterprises, Not for Profit Organizations, and Cooperatives program, integrating its donation with funding for the Graduate Partial Scholarship Program. The Isacchi Samaja Onlus Foundation also works with the Roberto Franceschi Foundation to fund Bocconi's Dondena Centre Young Professional Grant program, which offers scholarships for young graduates and PhD candidates undertaking research on social issues.



“
I'm here thanks to the international network of Alumni who are working together to create a more equitable and united world.
”

Juan Sebastian Marin Ramirez
MBA Reunion Scholar 2014

Senior Alumni for Bocconi Students.

In 2013, at the annual Senior Alumni event organized by the Bocconi Alumni Association (BAA) to celebrate 40, 50, and 60 years since graduation, the Senior Alumni Fund was established. Its aim is to ask long-time Bocconi graduates to support students, in the spirit of forging a solidarity between generations. The fund provides partial scholarships for deserving undergraduates.

The generosity of nearly 90 Alumni has meant that in two years the fund has raised more than €25,000 to support outstanding young people whose families struggle to pay for their education.

The funds raised have created two scholarships of €12,000 each and allow two talented students the chance to study at Bocconi. The beneficiaries are Marco Graziano from La Spezia, studying Economics and Social Sciences, and Giuseppe Leone from Puglia, studying Economics and Management.

You and us. The power of giving together.

MBA Reunion: Honoring your degree by giving others the same opportunity.

A SDA Bocconi MBA is much more than just a Master degree: it is the entrance to a network of Alumni who support each other and the University, encourage younger colleagues taking the same path, and help fellow Alumni find their way in the complicated job market.

At the 2013 MBA Reunion, a fund was set up to provide scholarships that will enable particularly capable and motivated students to earn a SDA Bocconi MBA. In the two years since the project began, contributions from more than 80 Alumni have totaled more than €45,000.

With the generous involvement of the Bocconi Alumni Association and SDA Bocconi, two full scholarships for the Full-Time MBA program have been awarded to outstanding international students: Angeline Chen, MBA 39, from Shanghai and Juan Sebastian Marin Ramirez, MBA 40, from Colombia.

“
I'm studying at Bocconi thanks to the generosity of those who came before me. It's a pact between generations that I plan to honor as well.
”

Giuseppe Leone
Alumni Senior Scholar 2014





5x1000. A formula and its results.

We extend a special thank you to those who chose to contribute to the Partial Scholarship Program in 2014 by designating their 5x1000 to Bocconi University.

This choice has become a significant tool for social mobility, because this program, which exempts students from paying 60% of their tuition fees, has opened the University to deserving Italian students from average-income families who would otherwise struggle to pay the costs of studying at Bocconi.

The results achieved with your support.

Since 2006 when 5x1000 began, we have raised €564,845 through the generosity of many contributors. We have invested these funds in research, teaching and various types of assistance for deserving students.

You and us.

Christmas Gala: Students helping students.

Solidarity between generations doesn't necessarily take the form of a senior professional helping a young person at the beginning of his or her career. Sometimes students decide to help their fellow students. This winter, the Bocconi student representatives organizing the traditional student Christmas Gala dedicated a portion of the income to the "Una scelta possibile" scholarship program,

This help, from the young to the very young, was inspired by Vittorio Colao - Bocconi Alumnus and "Una Scelta Possibile" donor - and demonstrates the spirit of intergenerational solidarity by establishing a virtuous circle that promotes social mobility and the spread of knowledge.

Over the years the funds have been used as follows:

Funds allocated *

€68.805

€299.442

€104.605

€91.993

Project financed

Project financed

Bocconi Graduate Merit Awards

Scholarships for deserving students and for the recruitment of academics from abroad

Scholarships for junior researchers

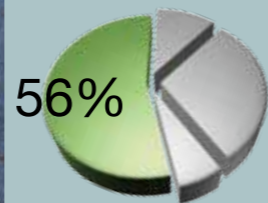


*Results for 2006-2012.

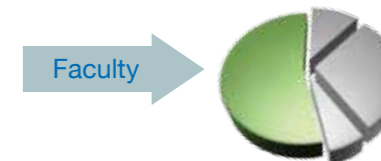
“

Joining Bocconi's faculty is an honor. One that I passionately accept.

Fabiano Schivardi
Rodolfo Debenedetti Chair
in Entrepreneurship



Faculty
€5,270,000



Thanks to you we can attract the best professors. From around the world.

A decisive factor essential to the University's international ranking is its faculty, comprised of brilliant and renowned professors and researchers from all over the world. Bocconi faculty conduct innovative research, provide effective and innovative teaching, and stimulate and train talented young people.

To continue to expand the Bocconi faculty and add diverse experiences and expertise, this year 16 new international faculty members have been recruited from top universities in Europe and around the world.

They include the 2001 Nobel laureate in Economics, Michael Spence, now senior economics professor at the University; as well as Fabiano Schivardi, professor of Finance and the first holder of the Rodolfo Debenedetti Chair in Entrepreneurship.

The University's capacity to recruit faculty is influenced by its ranking, but made possible in part by your support: to improve and grow as a university we must continue to attract new faculty from among the most qualified academics in the world by endowing new academic positions and funding new programs.

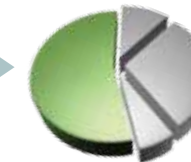


“

We have supported Bocconi for 18 years and today we are increasing our investment. A great insurance company must be able to predict the future.

”

Faculty



“AldAF - EY Chair in Strategic Management of Family Business” in memory of Alberto Falck.

An endowed chair is the natural evolution of the term chair held by Guido Corbetta. It has been funded permanently by a joint donation from the Italian Association of Family Businesses (AldAF), EY, and a number of leading Italian family firms, including: ApAF, Banca Sella, De Agostini, Eigenmann & Veronelli, Epta Group, Falck Renewables, Fontana Finanziaria, Inaz, Italcementi, Maggiore Finanziaria, Mapei, Rizzo-Bottiglieri-De Carlini-Armatori and Vitale Barberis Canonico.

You and us. New Chairs 2014.

Gruppo Generali Endowed Chair in Insurance and Risk Management.

In 2014 Gruppo Generali, a long-standing supporter of the University and member of the Partners for Development Program, increased its support by becoming a Strategic Partner and endowing a new chair: The Gruppo Generali Endowed Chair in Insurance and Risk Management. An international search recently began to fill this prestigious new academic position.

In addition to endowing the chair, the contribution establishes the Major in Insurance within the Master of Finance program.

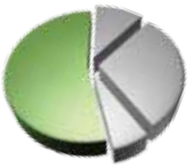
“

My chair is named in memory of a great industrialist and recognizes the fundamental role of family businesses in economic development.

”

Guido Corbetta
“AldAF - EY Chair in Strategic Management of Family Business”
in memory of Alberto Falck



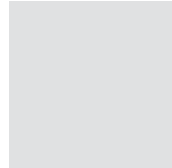


Endowed Chairs 2014



Prof. Guido Corbetta

“AldAF - EY Chair
in Strategic Management of Family Business”
in memory of Alberto Falck



International search in progress.

Gruppo Generali Endowed Chair
in Insurance and Risk Management
Funded by:
Gruppo Generali

Endowed Chair 2013



Prof. Guido Tabellini

Intesa Sanpaolo Chair
in Political Economics
Funded by:
Intesa Sanpaolo

Endowed Professorship 2013



Prof.ssa Chiara Fumagalli

Aw. Giovanni Agnelli Associate Professorship
in Economics
Funded by:
Fondazione Giovanni Agnelli

Endowed Chair 2012



Prof. Michele Polo

eni Chair
in Energy Markets
Funded by:
eni

Term Chair 2012



Prof. Gianmario Verona

TIM Chair
in Market Innovation
Funded by:
Telecom Italia

Endowed Chairs 2011



Prof.ssa Eliana La Ferrara

Romeo and Enrica Invernizzi Foundation Chair
in Development Economics
Funded by:
Romeo and Enrica Invernizzi Foundation



Prof. Massimo Marinacci

AXA-Bocconi Chair
in Risk
Funded by:
AXA Research Fund



Prof. Fabiano Schivardi

Rodolfo Debenedetti Chair
in Entrepreneurship
Funded by:
Carlo De Benedetti

Term Chair 2010



Prof. Carlo Favero

Deutsche Bank Chair
in Quantitative Finance and Asset Pricing
Finanziata da:
Deutsche Bank

Term Chair 2007



Prof. Francesco Perrini

SIF Chair
of Social Entrepreneurship
Funded by:
Dynamo Foundation
and Isabella Seragnoli Foundation

Term Chair 2005



Prof. Donato Masciandaro

Intesa Sanpaolo Chair
in Economics of Financial Regulation
Funded by:
Intesa Sanpaolo



“
This course looks to a sustainable future, and even more importantly, teaches it.
 ”

Alberto Grando
 Director of Sustainable Operations Management Course supported by Italcementi Foundation.

Retail Bank Management supported by Banca Mediolanum.

In 2014, Banca Mediolanum joined the ranks of supporters by naming the two-year course in Retail Bank Management. Taught by Anna Omarini, a faculty member in the Department of Finance, the aim of the course is to provide students with knowledge of management in the retail banking sector. Through this donation, the company once again supports Bocconi: by investing in teaching, and doing so in a sector that is of strategic significance for the University and close to the bank's core business.

You and us. Named Courses 2014.

Sustainable Operations Management supported by Italcementi Foundation.

In the year of both Italcementi's 150-year company anniversary and its Foundation's 10-year anniversary, the Italcementi Foundation became a supporter of the University, focusing on sustainability and higher education. Its generous donation names the Sustainable Operations Management course taught by Alberto Grando, full professor in the Department of Management and Technology and Vice Rector for Development. The Foundation also funds the Partial Scholarship Program.



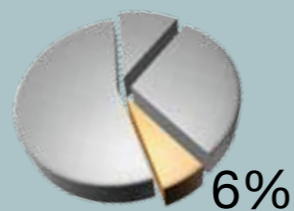
“
Retail Banking means paying attention to the needs of people and small businesses: a worthwhile purpose for all countries.
 ”

Anna Omarini
 Director of Retail Bank Management Course supported by Banca Mediolanum

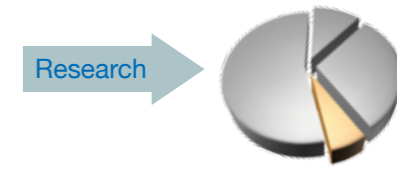


“
We strongly believe that
research is an essential element
of the future of Italy.
And big companies agree.”

Alessio Cozzolino
Telecom Italia PhD Student



Research
€ 630,455



Today we are researching the innovations of tomorrow.

Research is key to the growth of the University. It fosters the spread of knowledge in Bocconi's strategic areas for the benefit not only of the University but for society as a whole. Research in the social sciences in the broad sense actually promotes economic and social development and is a point of reference for the managers who make decisions that will influence the future of the nation.

Investments in the European Commission's "Europe 2020" strategy, the recognition of the European Research Council, and the number of publications by our faculty in international journals are encouraging signs, but as a university we want to enhance further the quality and relevance of our research through an interdisciplinary approach. To this end, we are investing in innovative projects, and strengthening the Research Centers, Departments, and PhD School. We are able to do so because of the support of the private sector whose donations enable us to redouble our efforts.

“
Helping young workers
understand socio-economic
and financial realities
is essential, not only for them
but for the whole country.
”



Francesco Saita
Coordinator
FINLIFE II Research Project

You and us.

Research



Invernizzi Foundation. Global support for research.

In 2014 the Romeo and Enrica Invernizzi Foundation again made a significant gift to support research and scholarships in the PhD School. This donation is in addition to its contribution in 2011 endowing the Chair in Development Economics, held by Prof. Eliana La Ferrara.

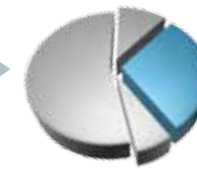
The Guido Mucciarelli Fund supports for innovation in legal research.

Through a generous donation in memory of a great jurist, a donor, who wishes to remain anonymous, has set up a fund to support the PhD in Legal Studies. The fund will honor not just the memory but also the important contribution of Guido Mucciarelli to the field of business law by funding the Legal Studies Program with two new opportunities for junior researchers: a scholarship for a PhD candidate and support for a postdoctoral fellow. Thanks to this gesture, Università Bocconi will continue improve the quality of our research by recruiting young outstanding researchers to our academic community.

Citi Foundation for FINLIFE II.

In 2014 Citi Foundation supported FINLIFE II (Financial Education and Planning for a Long Life), the second stage of an education and research project, originally funded in 2013 by the Foundation, aimed at testing the effectiveness of financial education on a population of young adults employed in the metalwork industry and enrolled in the industry's leading pension fund. The vast majority of these workers are low-income and exposed to considerable uncertainty because of competition from emerging countries, thus they need tools for the economic and retirement aspects of their future.

FINLIFE II was followed by a research team led by Prof. Francesco Saita (Director of BAFFI CAREFIN, the Centre for Applied Research in Finance at Bocconi and professor in the Department of Finance). Also taking part were Prof. Carlo Favero (Department of Finance), Prof. Francesco Billari (Department of Sociology - Nuffield College, Oxford University) and Dr. Patrizia Contaldo (Pension and Insurance Division of BAFFI CAREFIN).



“
I want to live and study on
a campus that is open
to the neighborhood, to the
city, and to the world.”

A university that speaks with Milan and dialogs with the world.

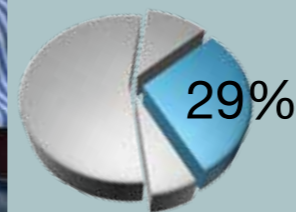
Living and working on a stimulating campus is an essential element of personal and professional development. This is why Bocconi has always paid close attention to students' academic and living experiences at its urban campus, and enhances them with a broad range of extracurricular activities such as sports, cultural and social activities, and volunteer work.

Coming face-to-face with different cultures, social interaction, and contact with the arts and new forms of knowledge are prerequisites for broadening and enriching one's cultural background, developing an open and cosmopolitan attitude, and maximizing one's abilities.

Bocconi is a space that is not just physical, but characterized by lively academic and cultural activity in the service of the University community and the entire city of Milan.

Your help and donations have contributed to:

- building projects to create new spaces and implement new technologies for teaching, study, and research;
- cultural projects such as the BAG Bocconi Art Gallery;
- ongoing University activities through the Partners for Development Program;
- institutional events such as the Bocconi-Boroli Lecture.



University
and Campus.
€ 2,830,000

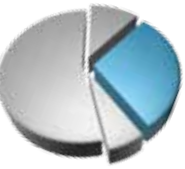
Duccio Damiani
Bocconi Student



Massimo Kaufmann
Clinamen
2013
oil on canvas

You and us.

University and campus



Bocconi-Boroli Lecture in memory of Achille Boroli.

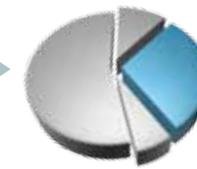
In 2014 the Achille and Giulia Boroli Foundation again renewed its support for the University by funding the Bocconi-Boroli Lecture. In 2012 the Foundation chose to jointly name the then-Bocconi Lecture, dedicated to Ferdinando Bocconi and his entrepreneurial genius, for Achille Boroli. Boroli was an Italian entrepreneur who, like Ferdinando Bocconi, held support for higher education in high regard.

The Lectures are prestigious events, with speakers of great renown: pioneers in their own field of research who, through a public lecture, discuss subjects that are of international importance to the Bocconi community and the broader public. The speaker at the 2014 Lecture, held on May 29, was Alan Krueger, Professor of Economics at Princeton University and Chief Economist at the White House from 2011 to 2013.

Gifts to the BAG – Bocconi Art Gallery.

In 2014 two important in-kind donations enriched the BAG - Bocconi Art Gallery and supported the commitment of the University to the promotion and dissemination of culture in its new and multiple forms. Through the mediation of its president, Claudio Marenzi, Hemo, a company working in the arts sector, donated "Clinamen," a visionary painting by Massimo Kaufmann. The second donation was from Elio Marchegiani, whose generosity and art enhanced the gallery with his historical piece "La Grande Scacchiera (The Great Chessboard)."

These donations, which are of inestimable aesthetic and cultural value, illustrate one of the many ways to support the University and encourage students and the people of Milan to consider contemporary art.



The Partners for Development Program.

The Bocconi Partners for Development Program brings together a select number of companies and organizations who appreciate the value of innovation, education, and research.

Since 1996, through the work of the Development and the Coordinating Committees, the program has promoted dialogue and collaboration between academia and business, creating innovative projects in areas of mutual interest, developing a network of privileged contacts between the Bocconi community and the companies involved, and contributing to the support of the University's development projects.

In 2014 15 companies participated in the program through their donations, ensuring support for Bocconi initiatives and the University's current priorities.

2014 Partners for Development.

- Accenture
- Allianz S.p.A.
- Assolombarda
- BNL-BNP Paribas Group
- Deloitte
- Deutsche Bank S.p.A.
- Goldman Sachs International - Filiale Italiana
- Gruppo Generali
- IBM Italia S.p.A.
- Indesit Company
- J.P. Morgan
- L'Oréal Italia S.p.A.
- PwC
- RCS MediaGroup S.p.A.
- UBI Banca



Donor Event 2014.

Every year, the Donor Event is a time of thanks that brings donors together with the students, researchers, and faculty members who have benefited from their support. Taking part in the evening's events were representatives of the companies and foundations who partnered with Bocconi, as well as the Alumni and individual donors who supported the University in 2013.

On January 22, Bocconi University celebrated its supporters with an event just for them: a preview visit to the BAG - Bocconi Art Gallery 2014 with Emilio Isgrò, Massimo Kaufmann, and Elio Marchegiani, the artists who created three of the works on exhibit.

Rector Andrea Sironi and Chief Executive Bruno Pavesi welcomed and publicly thanked all individuals, Alumni, companies, and foundations who, through their support and confidence, had contributed to the University's development projects. Prof. Severino Salvemini, chair of the Contemporary Art Committee at Bocconi, explained the BAG - Bocconi Art Gallery cultural project, which has for several years made the University the location of a permanent contemporary art exhibition. Guests were then given a guided tour of the exhibition.



Our donors.

With your generosity, and because of your confidence in us, we have been able to support the growth of the University by investing in its development.

We thank the corporations, foundations and organizations who have contributed our projects as well as the growing number of individuals and especially Alumni who made gifts to our programs.

We also thank the donors who prefer to remain anonymous and those who have chosen to include Bocconi in their estate plans.

Thank you.

Our donors. Individuals.

- Alberto Albertini
Economics, 1974
- Sergio Ambrosio
- Francesca Anders DeMarco
- Angelo Antinoro
- Francesca Arbitani
Master NP&COOP, 2011
- Riccardo Azzali
Business Administration, 1974
- Giuseppe Bancale
Economics and Business Administration, 1964
- Dario Franco Baranello
Economics and Business Administration, 1964
- Luca Barbieri
Evening Executive MBA 3, 2015
- Roberto Barbieri
Economics and Business Administration, 1964
- Andrea Battaglia
MBA 14, 1989
- Romano Bernini
Business Administration, 1974
- Carlo Bronzini Vender
Business Administration, 1987
- Bruno Giuseppe Busacca
Business Administration, 1984
- Giuseppina Buzzi
Economics and Business Administration, 1963
- Laura Camagni
Economics and Business Administration, 1973
- Pierenrico Cantalupi
Economics and Business Administration, 1964
- Paolo Guerriero Carloni
MBA 10, 1985
- Carlo Cartasegna
MBA 14, 1989
- Angelo Casò
Economics and Business Administration, 1964
- Renzo Cenciarini
Economics and Business Administration, 1974
- Guido Colnaghi
Economics and Business Administration, 1953
- Giampio Console Camprini
Economics and Business Administration, 1964
- Antonio Corbari
MBA 14, 1989
- Angelo D'Auria
MBA 29, 2004
- Emanuele D'Avolio
MSc in Management, 2014
- Fabio Dal Pan
MBA 34, 2009
- Diego De Giorgi
Business Administration, 1992
- Ettore Del Borrello
MBA 14, 1989
- Luciano Giuseppe Di Giorgio
Economics, 1963
- Ignacio Diez
Global Executive MBA 6, 2014
- Gabriele Dini
MBA 34, 2009
- Michele Facco
Evening Executive MBA 8, 2009
- Giovanni Ferrari Trecate
Economics and Business Administration, 1956
- Gustavo Feudatari
Economics and Business Administration, 1953
- Alberto Fisogni
Global Executive MBA 6, 2014
- Andrea Rocco Fossa
MBA 19, 1994
- Maria Antonella Franchini
Economics, 1974
- Angelo Gastaldi
Economics and Business Administration, 1963
- Giuseppe Gatti
Economics and Business Administration, 1963
- Alessandro Gerli
Economics and Business Administration, 1960
- Ubaldo Ghiringhelli
Economics and Business Administration, 1962
- Alberto Grando
Business Administration, 1983
- Marco Guazzoni
Evening Executive MBA 3, 2004
- Alberto Guerrini
MBA 29, 2004
- Ivo Invernizzi
Business Administration, 1999
- Edoardo Lanzavecchia
MBA 14, 1989
- Tomislav Ljubimov
Global Executive MBA 5, 2013
- Iuri Longhi
MBA 34, 2009
- Carlo Giovanni Mammola
MBA 9, 1984
- Elio Marchegiani
- Giovanni Marchi
Economics and Business Administration, 1953
- Mario Masciocchi
Economics and Business Administration, 1964
- Michele Masnaghetti
MBA 14, 1989
- Fabrizio Mazzoleni
MBA 14, 1989
- Emmanuel Micheli
MBA 29, 2004
- Gianfranco Minutolo
Business Administration, 1991
- Luca Monaldini
MBA 34, 2009
- Riccardo Monti
MBA 14, 1989
- Veronique Morghen
Business Administration, 1993
- Anna Mundell
- Gabriella Murgo
Foreign Languages, 1964
- Alberto Nobolo
Business Administration, 1974
- Fabrizio Onida
Economics and Business Administration, 1964
- Gabriele Orlandi
Executive MBA 6, 2009
- Lisa Orombelli
- Benvolio Panzarella
Executive MBA 1, 2004
- Andrea Pavero
MBA 9, 1984
- Lucio Peri
Business Administration, 1974
- Franco Perone
MBA 14, 1989
- Laura Pigato
- Claudio Pozzi
MBA 34, 2009
- Flavia Righini
Foreign Languages, 1964
- Alfredo Sala
MBA 14, 1989
- Anna Maria Sardella
Foreign Languages, 1974
- Fabio Siddu
Global Executive MBA 6, 2014
- Margherita Graziella Silvò
Foreign Languages, 1972
- Flavia Spena
MBA 14, 1989
- Pietro Strada
Business Administration, 1991
- Mario Tambalotti
Economics and Business Administration, 1954
- Ramiro Tettamanti
Economics and Business Administration, 1964
- Fabio Tomassini
MBA 24, 1999
- Marco Tonegutti
MBA 29, 2004
- Roberto Turco
MBA 14, 1989
- Manuela Vallecchi
MBA 14, 1989
- Giuliano Vanni
Economics and Business Administration, 1974
- Giovanni Jody Vender
Business Administration, 1974
- Fabio Venturelli
MBA 14, 1989
- Gianmario Verona
Business Administration, 1994
- Clara Vitalini
MBA 14, 1989
- Mario Zearo
MBA 14, 1989
- Luigi Zoia
Economics and Business Administration, 1974

Our donors. Corporations.

- A2A
- Accenture
- Allianz
- Arca SGR
- Autostrade per l'Italia
- AXA Assicurazioni
- Banca di Piacenza
- Banca Mediolanum
- Banca Sella
- BNL–BNP Paribas Group
- Bottega Veneta
- Brunello Cucinelli
- Coeclerici S.p.A.
- De Agostini
- Deloitte
- Deutsche Bank S.p.A.
- Eigenmann & Veronelli
- Enel
- eni
- Epta Group
- Equita SIM
- Ermenegildo Zegna
- EY
- Falck Renewables
- Falck Renewables in memoria di Claudia De Angelis
- Fontana Finanziaria
- GEICO
- Generali Immobiliare Italia Sgr
- Goldman Sachs International – Filiale Italiana
- Google Ireland Limited
- Gruppo Generali
- HERNO
- IBM Italia S.p.A.

- Inaz
- Indesit Company
- Intesa Sanpaolo
- Intesa Sanpaolo, Gas Plus e clienti partner in memoria di Mario Brivio
- Intesa Sanpaolo in memoria di Roberta Lento
- Italcementi
- J.P. Morgan
- L'Oréal Italia S.p.A.
- Luxottica Group
- Maggiore Finanziaria di Partecipazioni
- Mapei
- Medtronic Italia
- Miroglio Group
- Pastificio Artigiano Cav. Giuseppe Cocco
- Pirelli & C.
- Pirelli Tyre
- Pixartprinting
- PwC
- QUI! Group
- RCS MediaGroup S.p.A.
- Reckitt Benckiser Italia
- Rizzo-Bottiglieri-De Carlini-Armatori
- Sace
- SCM GROUP
- Telecom Italia
- The Boston Consulting Group
- The European House - Ambrosetti
- UBI Banca
- UBS Italia
- Vitale Barberis Canonico
- Zucchetti S.p.A.

Our donors. Foundations and Organizations.

- Academy Of Management, Bps Division
- AldAF - Associazione Italiana delle Aziende Familiari
- ApAF - Associazione per le Aziende Familiari
- Associazione Civile Giorgio Ambrosoli
- Associazione Enrico Somaschini
- Associazione Italiana dei Professori di Diritto Tributario
- Assolombarda
- AXA Research Fund
- BAA - Bocconi Alumni Association
- Citi Foundation
- Consorzio Nazionale Imballaggi
- EIEF
- European Central Bank
- Fondazione Achille e Giulia Boroli
- Fondazione Altagamma
- Fondazione Cariplo
- Fondazione Dynamo
- Fondazione Falck
- Fondazione Gigi e Pupa Ferrari
- Fondazione Giovanni Agnelli
- Fondazione Isabella Seragnoli
- Fondazione Isacchi Samaja Onlus
- Fondazione Italcementi
- Fondazione M° Francesco Pasquinelli
- Fondazione Marco Besso
- Fondazione Roberto Franceschi Onlus
- Fondazione Romeo ed Enrica Invernizzi
- INET
- La Fondation Ardian
- London Stock Exchange Group Foundation
- Pensionato Bocconi 12 Sempre
- Rotary Club Milano Nord-Ovest
- Società Italiana di Filantropia
- Studio Legale e Tributario Biscozzi Nobili
- UniCredit & Universities Foundation

Tax advantages.

As a **not-for-profit**, we are able to provide tax advantages for gifts at all levels and guarantee transparent management of all donations.

Italian Taxpayers.

According to Italian law, the University is sustained in part through the contributions of private individuals and corporations and the Italian tax system extends tax benefits to contributors who make donations to it.

- **Individuals:**
Contributions and donations made to Bocconi University by individuals can be **deducted in full** from their gross income (art. 10 comma 1 letter I-quarter of DPR 917/1986 (TUIR)).
- **Corporations:**
Contributions and donations are deductible for an amount not exceeding 2% of the company's declared taxable income according to art.100, comma 2, letter a) of DPR 917/1986 - RM of 17 October 2008, n. 386/E. Contributions and donations from businesses to universities specifically in support of research are **fully deductible** from their taxable income according to art. 1, comma 353 of Legge Finanziaria 2006.

UK Taxpayers.

Charitable contributions of £250+ to the University from UK taxpayers may be made through the Charities Aid Foundation and may be eligible for UK tax advantages and Gift Aid.

US Taxpayers.

Charitable contributions to the University may be made through the US non-profit corporation Friends of Bocconi University, Inc. and may be eligible for US tax advantages.

Contacts

Development Office

Lisa Orombelli

Director
lisa.orombelli@unibocconi.it

Alessandra Gerosa

Secretary
alessandra.gerosa@unibocconi.it

Diletta Masperi

Database Administrator
diletta.masperi@unibocconi.it

Michela Vegezzi

Prospect Research
michela.vegezzi@unibocconi.it

Corporate Relations

Beatrice Alfieri

Head
beatrice.alfieri@unibocconi.it

Giovanna Bonora

Corporate Partnership Manager
giovanna.bonora@unibocconi.it

Roberto Calamandrei

Corporate Gift Officer
roberto.calamandrei@unibocconi.it

Jacopo Brian Gazzola

Corporate Gift Officer
jacopo.gazzola@unibocconi.it

Individual Giving

Francesca Anders DeMarco

Head
francesca.demarco@unibocconi.it

Francesca Arbitani

Annual giving manager
francesca.arbitani@unibocconi.it

Foundation Relations

Brunella Santi

Coordinator
brunella.santi@unibocconi.it

Development Office
Università Commerciale Luigi Bocconi
Via Sarfatti, 25 - 20136 Milan
Tel. +39 02 5836 3550
direzionesviluppo@unibocconi.it
www.unibocconi.it/sostienibocconi