# Donor Report 2016

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Sharing results is the best way to express our gratitude.



## Thank You

#### Dear Friends.

Once again this year, we would like to thank all the Alumni, individuals, corporations, foundations and institutions who have chosen to support Bocconi University with their donations. The purpose of this Donor Report is to describe some of the projects and initiatives we have developed together in 2016. The value of your acts of generosity have a special meaning thanks to the stories of professors, researchers, students and members of the Bocconi community.

As an institution founded thanks to a philanthropic gesture, we aim to be a driver of change and social mobility and to contribute to identifying fair, sustainable and practical solutions to our society's problems. As a university, we want to invest in people and their skills, and we particularly aim to invest in young people, as they are the key to building the future. Achieving this can be possible if we nurture partnerships with those, like you, who share our commitment, vision and goals.

Together, in fact, we can responsibly support knowledge, promoting cutting-edge teaching and impactful research, and taking advantage of the best educators and researchers. Together we can reward merit, offering real opportunities by investing in scholarships that provide more and more students – irrespective of their backgrounds – with access to quality education. Together we can offer young people the tools to build a new future, allowing them to experience a dynamic and stimulating environment that enhances their cultural knowledge and critical awareness.

We are proud of our accomplishments and we are looking forward to continuing to make a difference by developing new projects and new ideas with your support.

So thank you for standing alongside us in this challenge which, faced together, is within our reach.

Gianmario Verona

Rector

Bruno Pavesi

Chief Executive Officer

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## University Highlights



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university in Europe by number of ERC grants\* (Economics, Management and Finance sector SH1)



€ 27,000,000

invested in financial support for students



790

conferences, workshops and research seminars



international programs
(Bachelor, Master or PhD)



partner universities worldwide



13,824

students, of which 1,610 from abroad



4,447 graduates (a.y. 2014-2015)



Andrea Sironi is appointed Chairman of Borsa Italiana.

"Economia e Management" becomes "EMPlus", SDA Bocconi School of Management's new business culture journal.

BIDSA - Bocconi Institute for Data Science and Analytics, a new interdisciplinary research center, is created.

 Bocconi hosts Steve Clayton, Microsoft's
 Chief Storyteller and head of communication. Champions League cup and memorabilia on display at Bocconi for the cup final played in Milan.

Gianmario Verona is appointed new Rector of Bocconi.

The new student residence in viale Bligny is inaugurated.

Scientist Fabiola Gianotti lectures at the inauguration of the new academic year.

Enrico Letta, Dean of the Paris School of International Affairs at Sciences Po, talks about migration and social inclusion in times of crisis at the Allianz Alumni Academy.

<sup>\*</sup> European Research Council Grants.

## Within Our Reach Campaign Highlights\*



€ 51,500,000

raised and invested in strengthening faculty and research



€ 22,200,000

raised and invested in financial support for students, rewarding merit and promoting social mobility



€ 10,300,000

raised and invested in making life at Bocconi an ever more stimulating experience



20

years since the founding of the Partners for Development Program



named academic positions



scholarships awarded for merit and need



scholarships for international programs



named spaces at Bocconi

Launch of cooperation between Bocconi and JPMorgan Chase Foundation within the New Skills at Work initiative.

2016 AXA-Bocconi Seminar focusing on Smart Cities and their influence on everyday life.

Inauguration of LEAP - Laboratory for Effective Anti-poverty Policies, set up by Fondazione Romeo ed Enrica Invernizzi in Bocconi. The inaugural talk focused on the effectiveness of projects aimed at curbing poverty.

At the 2016 Donor Event, Bocconi thanks and honors those who have supported the University from 2007 to 2015.

European Banking Union: what future for Europe? A talk within the Europeans Project promoted by Bocconi and Fondazione

promoted by Bocconi and Fondazione Achille e Giulia Boroli with Mario Monti and Lorenzo Bini Smaghi.

University College London's Tali Sharot at the 2016 Helsinn Lecture, titled Experimental Research in Neurosciences and Implications for Human Behavior and Decision Making.

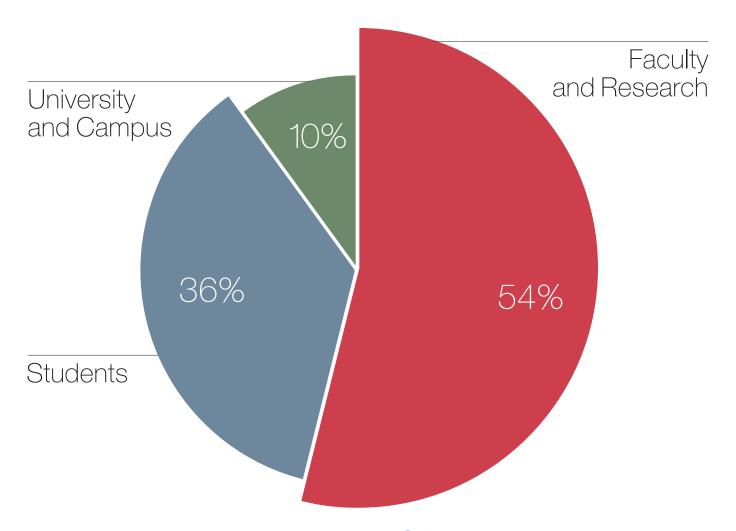
First edition of the LVMH Days, a student initiative to mark the beginning of the LVMH Associate Professorship in Fashion and Luxury Management.

The Invernizzi Center for Research on Innovation, named after the Fondazione Romeo ed Enrica Invernizzi, is inaugurated.

The General Symposium on Pensions, an outcome of the research by Deutsche Bank Chair in Quantitative Finance and Asset Pricing. Experts talk about demographic trends, financial markets and pensions.

<sup>\*</sup> This is a selection of projects funded from 2007 through 2016.

## 2016 Gift Allocation



2016 Gifts: 7,936,962 euros\*

<sup>\*</sup> Funds raised refers to formal pledges received.



## Faculty and Research 4,294,000 euros raised

Named academic positions and recruitment of Italian and international professors and researchers. Research projects, observatories, labs and research fellowships.



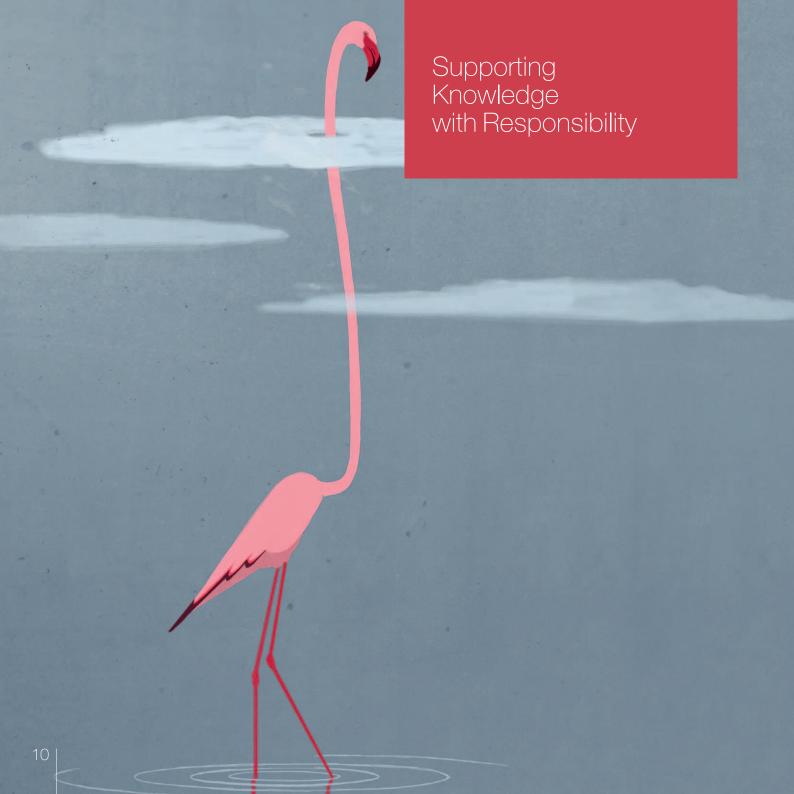
#### Students 2,869,299 euros raised

Partial scholarships, Bocconi Merit Awards, Master, MBA and PhD scholarships, International program scholarships, and the "Una Scelta Possibile" program.

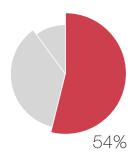


## University and Campus 773,663 euros raised

Extracurricular activities and campus facilities.



## Support for Faculty and Research



#### The Chair Financed by Deutsche Bank Becomes Permanent

The Deutsche Bank Chair in Quantitative Finance and Asset Pricing, established in 2010 on a five-year basis, has become a permanent Chair. On 26 April 2016, in fact, Flavio Valeri, Chief Country Officer for Italy at Deutsche Bank and Bocconi's Chief Executive Officer, Bruno Pavesi signed the agreement establishing an endowment whose annual return will in part finance research and teaching activities relating to the Chair. Carlo Favero, Head of the Department of Finance, continues to be its holder.

Deutsche Bank has had a special relationship with Bocconi University for some time. Since 1997, it is a member of the Partners for Development Program and in 2010 it signed a strategic partnership agreement which – in addition to establishing the Deutsche Bank Chair – calls for financing Bocconi Merit Award scholarships, research programs and naming a classroom in the Röntgen building.

Flavio Valeri, commenting on the agreement, expressed his satisfaction, emphasizing that Deutsche Bank's renewed commitment "is one of the Bank's highest expressions in the education of young talent and young blood that constitutes our future." For his part, Rector Andrea Sironi added, "the effects of demographic change affect economic growth, stock prices, interest rates, the sustainability of pension systems and the profitability of banks and insurance companies.

Bocconi University considers these issues to be of great relevance and has engaged numerous researchers in studying and understanding these phenomena, in part thanks to Deutsche Bank's valuable support [...]. This strategic partnership with Deutsche Bank, in addition to providing important economic support, is also a source of pride and great prestige for our University."

#### The General Symposium on Pensions

It was in fact research by the Deutsche Bank Chair in Quantitative Finance and Asset Pricing - focused on interactions between prices of economic activities and the effects of increasing longevity of individuals – that led to the creation of the "General Symposium on Pensions". The event was an opportunity to discuss recent theoretical and empirical developments relating to demographic trends, financial markets and pensions. In the 2016 edition, Carlo Favero and Vincenzo Galasso, Director of the Bachelor of Science in International Politics and Government, discussed the issue of the hypothetical once-a-century stagnation in the Euro area. Economist Larry Summers has recently revisited this idea, which involves a situation of insufficient growth combined with negative real interest rates and consequent financial instability. Favero and Galasso's analysis demonstrates, on the other hand, that over the next 20 years in Europe, we should expect a decrease in per capita GDP, but with real interest rates that will become positive again.

## An Increasingly Close Partnership with Intesa Sanpaolo

A long-time strategic partner of the University, Intesa Sanpaolo has decided to renew its support of the Intesa Sanpaolo Chair in Economics of Financial Regulation through 2018. The named Chair was established in 2005 and assigned to Donato Masciandaro, Professor of Political Economy and current Head of the "Ettore Bocconi" Department of Economics. Established before the financial crisis, this academic post fits into Bocconi's tradition of excellence in the sectors of finance and economics. Masciandaro focuses on the macroeconomic effects of monetary policy, financial supervision and regulation in an integrated perspective, in line with the trend of national and international institutions. In addition, the research covers the influences of gender and psychological and behavioral biases in monetary policy decisions, together with the importance of financial supervision and regulation in preventing money laundering and terrorism.





#### Donation in Memory of Isidoro Albertini

Isidoro Albertini, a 1942 Bocconi Alumnus, was an influential professional in the stock exchange and financial markets. Guided by sound ethical principles in life and in business, he promoted the Italian Stock Exchange abroad, contributing to its modernization. To remember his commitment and his personal and professional integrity, his family chose to honor his memory by supporting CLEAN-Crime Law and Economic Analysis, the BAFFI CAREFIN Centre research unit that analyzes relationships between integrity, fairness, legality and market operation, businesses and banks. Thanks to this gift, researchers will strengthen the quality and impact of their activity, disseminating its results at the annual "Isidoro Albertini Lecture." In addition, the family will support one Bachelor of Science student with a Partial Undergraduate Scholarship. The 2016-17 recipient is Luca Cristantielli, enrolled in Business Administration and Management.

## Fondazione Cariplo and Fondazione Invernizzi Celebrate Their 25<sup>th</sup> Anniversary

Two of Bocconi's historical strategic partners, Fondazione Cariplo and Fondazione Inversizzi celebrated their twenty-fifth year of activity in 2016 with a renewed commitment to the University. The donation from the Fondazione Inversizzi, which in 2015 established LEAP-Laboratory for Effective Anti-poverty Policies and named ICRIOS-Invernizzi Center for Research on Innovation, Organization, Strategy and Entrepreneurship, supports research through individual funds for the Faculty, Departments and the Bocconi Young Researcher Grant, a program for junior researchers. Thanks to the Fondazione Cariplo, two projects have been launched: New Science within the ASK Center, on the relationship between the humanities and technical knowledge, and NetHealth within the DONDENA Center, which will map the networks of contacts between immigrants and assess their impact on health, in order to propose treatment and prevention policies.





#### The ECB Finances the Tommaso Padoa-Schioppa Visiting Professorship until 2020

The European Central Bank has decided to renew its funding for the Tommaso Padoa-Schioppa Visiting Professorship until 2020. The position was established in 2011 in memory of Tommaso Padoa-Schioppa, who served on the ECB Executive Committee and was one of the University's most illustrious Alumni, as well as one of the founding fathers of the Euro. The Professorship aims to bring an international scholar to Bocconi each year to undertake, research and teaching activities linked to issues of the economy and European monetary policy. The Professorship was awarded in 2011-2013 and again in 2014-2015 to Alberto Alesina, Harvard University and IGIER Bocconi Fellow, in 2013-14 to Kenneth Shepsle, Harvard University, and to Fabrizio Zilibotti, University of Zurich in 2015-16.

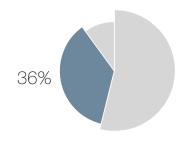
## Named Chairs and Professorships

Endowed Chair	2016
Prof. Carlo Favero	Deutsche Bank Chair in Quantitative Finance and Asset Pricing Funded by: Deutsche Bank
Endowed Chair	2014
Prof. Guido Corbetta	"AldAF-EY Chair in Strategic Management of Family Business" in memory of Alberto Falck Funded by: Italian Association of Family Companies and EY
Endowed Chair	2013
Prof. Guido Tabellini	Intesa Sanpaolo Chair in Political Economics Funded by: Intesa Sanpaolo
Endowed Professorship	2013
Prof. Chiara Fumagalli	Avvocato 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

Endowed (	Chairs	2011
	Prof. 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 Profe	essorship	2015
	Prof. Emanuela Prandelli	LVMH Associate Professorship in Fashion and Luxury Management Funded by: LVMH
Term Chair	-	2012
	Prof. Gianmario Verona	TIM Chair in Market Innovation Funded by: TIM
Term Chair	-	2007
<b>E</b>	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



## Support for Students



## The Fondazione Pasquinelli Renews its Support to Bocconi Students

The Fondazione Pasquinelli was established in Milan in late 2011 to honor the memory of Francesco Pasquinelli, a Milanese entrepreneur who managed to combine his work with a passion for culture and a focus on issues of particular social relevance. A successful industrialist in many sectors, Pasquinelli was also a talented musician, graduating from the Giuseppe Verdi Academy of Music at age 17.

The Foundation that bears his name continues his commitment to serving the city of Milan and the community in general through many initiatives based around three areas: art, music and social progress, with particular focus on youth and the elderly.

One of the most important initiatives in relation to young people chosen by the Fondazione Pasquinelli is its support of Bocconi students. Since its establishment in 2012, every year the Foundation has funded ten scholarships for Master of Science students. In 2016, the Foundation renewed its commitment to Bocconi students through its support of six additional students, as part of the Partial Undergraduate Scholarship program and the "Una Scelta Possibile" project.

To remain true to its ideals, the Foundation requires students wishing to apply for aid to be able to demonstrate real interest in art, music or social issues, in addition to their excellent academic results. The Fondazione Pasquinelli's President, Giuseppina Antognini, personally reviewed with admiration all the applications submitted by the students, commenting that they testify to intelligence and motivation, and that she was struck by the great human and social value of the candidates.



## Two Alumni United in Life and in Support of Social Mobility

Alumni Massimo Della Ragione and his wife Valentina Pan, have chosen to support the "Una Scelta Possibile" project with a philanthropic donation, offering bright and motivated young people with serious socio-economic difficulties the opportunity to show they believe in their abilities by undertaking university studies at Bocconi. Through their donation, the couple changes a student's life, allowing him or her to access a quality university education and thus offering a valuable chance for growth and personal and professional fulfillment. This is a generous gesture, and tangible evidence of the confidence that Massimo and Valentina have in their Alma Mater. It shows a commitment to taking practical action to overcome inequalities and promote the advancement of society.

#### UniCredit&Universities Masterscholarships Program

The Masterscholarships Program of the UniCredit&Universities Foundation every year funds scholarships for students enrolled in Master of Science programs in Economics or Finance at leading European universities.

Now entering its sixth year, the Program has provided more than 35 scholarships over the years, six of which assigned to students enrolled in one of the Master of Science programs at Bocconi and recipients of the Bocconi Merit Awards. The scholarships cover tuition and fees in full and offer a contribution towards living expenses for the entire duration of the study program. The recipient of this prestigious award for the 2016-17 academic year is Sergiusz Nowak, enrolled in the Master of Science in Finance.





#### Zucchetti Finances Two Scholarships

A University donor since 2013, the Italian software house Zucchetti has once again this year confirmed its commitment to promoting merit and social mobility, supporting six students so that they can attend the MasterOP Organization and Personnel and the MISA Master in Entrepreneurship and Business Strategy at the SDA Bocconi School of Management. Funding for scholarships is the most tangible demonstration of the deeply shared values and goals of the innovative Italian company and the University, and launches a positive message not only for our institution but also for the whole country.

### Ardian Foundation Supports "Una Scelta Possibile"

To create the best conditions for ensuring that promising students of modest socio-economic means are not deprived of the opportunity to make full use of their potential: this is the mission of the Ardian Foundation. For some time, the Foundation has been engaged in offering concrete assistance to many young talents to help them achieve their academic and professional dreams. The sense of responsibility underlying such a commitment resulted in the launch of a collaboration between the University and the Foundation three years ago. After having offered a generous contribution to the Partial Undergraduate Scholarship program in 2014 and 2015, in 2016 it renewed its link with Bocconi with a philanthropic donation in support of six students over the next three academic years as part of the "Una Scelta Possibile" project.



#### Support for Law Students

Once again in 2016, internationally renowned corporations and law firms have chosen to support bright and deserving young people enrolled in programs at the Bocconi School of Law. Thanks to a donation from the Maschietto Maggiore Besseghini law firm to the CopyrightX Fund, five students in the International Intellectual Property course will be able to take the final examination. The Portolano Cavallo law firm has made a commitment for the same purpose and has chosen to finance two students in the LL.M. in Internet Technology Law, which will be launched in 2017-2018. For this new program, Sky Italia has also made a commitment, opting to name a scholarship. Finally, the NCTM Law Firm, already a supporter in 2015 of the Partial Undergraduate Scholarship program, has extended its contribution to a Partial Scholarship for the Integrated Master of Arts in Law, assigned to Danilo Lupo.





#### An Alumnus for New Generations: A Generous Contribution to Support the BAA Scholarship Fund

On the occasion of the BAA Christmas Party 2016, Maurizio Cohen, who graduated in Business Administration in 1980, renewed his support for the BAA Scholarship Fund. Maurizio, who had generously contributed to the fund in 2015, chose to demonstrate once again his affiliation to Bocconi and the sense of that pact between generations that Bocconi Alumni honor every year at the Christmas Party. Launched in 2010, the fundraising initiative in support of the BAA Scholarship Fund is an opportunity to give a gift, thus offering the chance to access a quality education to deserving students who would otherwise struggle to afford their studies at Bocconi. The 2016 recipient is Letizia Castellano, enrolled in the Bachelor of Science in Economics and Management in Arts, Culture and Communication.

## Anastasia at Bocconi with the BAA Scholarship for Sicily

Giuseppe Zarbo, a 1993 Business Administration graduate, was one of the first Alumni to respond to the appeal from the BAA Palermo Area and its Leader Dario Marino to support a Sicilian student as part of the Partial Scholarship program. Following the example of the University's founder and demonstrating a strong spirit of solidarity between generations - BAA Palermo is committed to supporting students with a fundraising initiative linked to the local area: the "BAA Scholarship Fund for Sicily." Giuseppe Zarbo's contribution made it possible for Anastasia Serena Gatto, recipient of the first named scholarship granted by the Fund, to enroll in the Bachelor of Science in Business Economics and Management. Inspired by this generous gesture, other Sicilian Alumni have chosen to join Giuseppe Zarbo in contributing to the fund, with the aim of supporting more scholarships in the future.



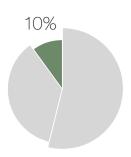


### The Alumni Senior Commitment to the Alumni of the Future

Since 2013, during the annual celebration dedicated to those marking 40, 50, 60 and 70 years of graduation, increasing numbers of Bocconi Alumni are choosing to commemorate this major anniversary by making a donation. They give to the Alumni Senior Scholarship Fund, supporting the Partial Undergraduate Scholarship program. This is a way of honoring the value of their learning experience, allowing other young people to experience it with equal passion and enthusiasm. This was the case for Alessandro Gerli – a 1960 Economics graduate – who has supported the fund since 2014, renewing and increasing his commitment towards new generations of Bocconi students. Thanks to his contribution, Giuseppe Leone, Diego Dessi and Maddalena Cunial, recipients of the Alumni Senior Scholarship, are able to focus on their studies with peace of mind.



## Support for the University and the Campus



#### New Spaces for Alumni on the New Campus Thanks to the BAA Zurich Chapter

A particularly effective testimony of the impact of Bocconi Alumni as individuals (and as a team) is that offered by the BAA Zurich Chapter. Many Bocconi graduates work successfully in the economic and financial capital of the Swiss Confederation. Like their colleagues around the world, they are members of the local BAA Chapter, helping it to organize events and other activities of great interest to the Bocconi community.

Inspired by the philanthropic gesture of another Bocconi Alumnus who launched the project with a donation of more than  $\in$  100,000, these Alumni had the idea of giving the Chapter's financial year surplus towards the construction of the Alumni space on the new Bocconi campus in the former Centrale del Latte area.

"We wanted our support to go towards something really practical, tangible, something that would remain over time. We really like the idea of being able to contribute to the growth of our community," said Omar Misuraca, emerging markets trader for UBS and longtime Leader of the Zurich Chapter. He adds, "Alumni who, like us, live and work abroad are the main ambassadors of the Bocconi brand. As a consequence, a university that keeps growing and improving becomes an increasingly important presence in countries where its Alumni promote it."

#### 1996-2016: The Partners for Development Program Celebrates its Twentieth Anniversary

Assolombarda, Deloitte, Goldman Sachs, Generali Group, J.P. Morgan and PwC: these are the six Partners that have supported the University through their membership in the Partners for Development Program since its establishment in 1996. Started exactly twenty years ago, the Program promotes constant dialogue and widespread collaboration between the academic and business worlds. Its goals are to implement projects on issues of mutual interest, develop a network of regular contacts between the Bocconi community as a whole and the corporations involved, and contribute support to Bocconi's growth.

The Program is aimed at a select group of businesses and enterprises aware of the value of innovation, education and research, allowing them to collaborate practically in University life through direct participation of their senior management in the Development Committee and Coordination Committee. Joining the Partners for Development Program also means sharing the University's values and being committed alongside it to the Within Our Reach Campaign. It is all about improving the context in which we live, seeking fair, sustainable and practical solutions to world problems, making a pact between generations and building a new vision of the future, together.



#### The 2016 Partners for Development are:

- Accenture
- Allianz
- Angelini
- Assolombarda
- Banca Mediolanum
- BNL Gruppo BNP Paribas
- Deloitte
- Fnel
- Goldman Sachs International Italian Branch
- Gruppo Generali
- IBM Italia
- J.P. Morgan
- L'Oréal Italia
- Noberasco
- PwC
- RCS MediaGroup
- Salini Impregilo
- UBI Banca



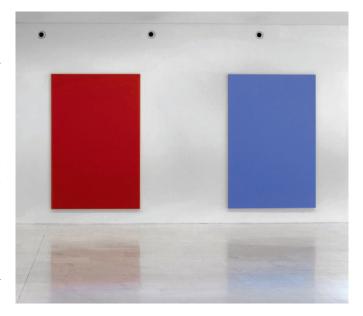


## Smart City, Sharing Economy and Insurance in the AXA-Bocconi Seminar

"Smart City, Smart Insurance? The challenge of the city of the future and the role of insurance." This was the topic of the AXA-Bocconi Seminar 2016, at which academics, financial experts, the private sector and the sharing economy investigated the prospects of insurance in cities of the future featuring a high degree of technology. The AXA-Bocconi seminar, which every year opens debate to the public and to students on a cutting-edge issue of new emerging risks, leveraging the excellence of research in the University and the experience of AXA in protecting risks, is just one of the activities arising from the collaboration between AXA and Bocconi. The partnership began in 2012 with the establishment of the permanent AXA-Bocconi Chair in Risk assigned to Massimo Marinacci and has continued with the awarding of a post-doc fellowship to Nicoletta Balbo, a researcher affiliated to the DONDENA center.

## Three Artists Contribute to the BAG Permanent Collection

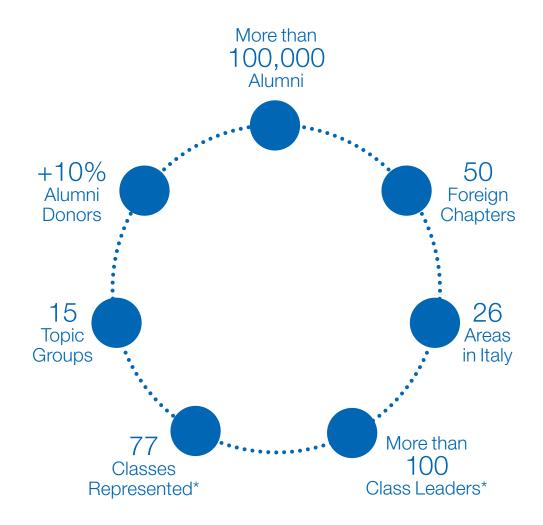
Established as a project to bring the Bocconi community closer to contemporary art, Bocconi Art Gallery has transformed the University's buildings into a veritable museum, open to the city. In 2016, the BAG permanent collection was enhanced by new works, donated by three artists who thus contributed to supporting Bocconi's commitment to promoting culture in its many forms. They include "Fight and Flight," by Arthur Duff, a US artist who has made the relationship between space, words and light his signature style; "Verde Smeraldo Scuro," "Blu Reale" and "Rosso Vermiglione Cinese" by Sonia Costantini, whose work focuses on monochrome painting; and "Una o due figure" by Massimo Raciti, an artist committed to the field of lyrical abstraction, whose artistic work is a constant search for the point of origin, where poetry and matter merge.





The Bocconi Alumni community is made up of more than 100,000 graduates and diploma holders, residing in 110 countries across the globe. The point of reference for them is the BAA Bocconi Alumni Association, which develops networking, continuous learning and career advice activities to increase the cohesion and interconnection of this international community. The Association relies on the commitment of volunteers. who give their time and talent and who invest energy in its growth, cultivating the network, organizing events and thus generating new opportunities. Bocconi would like to thank all these volunteers and all Alumni for the confidence and pride with which they support their Alma Mater, and for honoring their experience at Bocconi by choosing to "give back," contributing to the Within Our Reach Campaign.

## Time, Talent and Treasure



The figures are updated as of January 2017 and the percentage of Alumni Donors refers to this year's increase over 2015.

<sup>\*</sup> Classes are groups of Alumni representing Master and MBA programs.

## Our Donors

With this Donor Report, we would like to thank all the donors who, in 2016, have responsibly supported knowledge, given an opportunity to merit and, together with the University, contributed to building a new vision of the future through young people.

Once again this year, we want to thank you by borrowing the words of one of the beneficiaries of your support: Claudio, a Master of Science student, who received a scholarship thanks to a gift from one of the University's partners.

His testimony conveys the value and impact of a donation:

"Thanks to your support, I have been able to focus on my studies without worry. I must admit that it has been an intense, but very challenging and interesting journey.

Step by step, year after year, I have grown. I would like to thank many people, all those who have believed in me and who have supported me: each of them has given me something and allowed me to move forward.

Thanks especially to you who have given me this scholarship. In addition to the obviously important economic support, the scholarship also represented an injection of confidence. I am – and always will be – infinitely grateful to you. I hope, one day, to be able to do the same and to emulate your gesture for students who need it."

So thanks to all of you who have believed and continue to believe that investing in university education is a tool for improving the world in which we live.

Thanks also to all the donors who prefer to remain anonymous, to those who have chosen Bocconi as the beneficiary of a bequest and to all those who in 2016 have chosen to allocate their "5 per 1000" Italian tax designation to the University, thus contributing to the Partial Scholarship program.

### Our Donors Alumni and Individuals

#### Pellicani Circle

- Pellicani Bianchi from 1 to 249 euros
- Pellicani Blu from 250 to 999 euros.

The pelican has been the University's mascot ever since the time of the Bocconi University Graduates Association (ALUB), which chose it as its symbol at the beginning of the last century. Blue and white are the University's colors. Pelicans have been the emblem of altruism since ancient times.

#### Leoni Circle

• from 1,000 to 9,999 euros

The lion sculptures, by Arturo Martini, in the entrance hall of the main building at Via Sarfatti 25, are the University's symbol par excellence. Tradition has it that you may walk between them only after graduating. Lions represent strength, prudence and courage.

#### Alloro Circle

- Alloro Bronze from 10,000 to 49,999 euros
- Alloro Silver from 50,000 to 99,999 euros
- Alloro Gold over 100,000 euros
- Alloro Diamond over 1,000,000 euros

The laurel (alloro) wreath in the University's crest represents the accomplishment and the good fortune of having achieved knowledge and understanding through sacrifice and dedication. The laurel – laurus in Latin, from which the word "laureate" also derives – is a symbol of victory, knowledge and wisdom. For this reason, it is used to crown new graduates.

Bocconi University is grateful to all individuals and Alumni who have personally chosen to support its initiatives.

As a way of acknowledging their commitment and participation, we have established a series of donor groups, each of them associated with a symbol of the University. The total amount of donations received within a single fiscal year determines to which group a donor belongs.

#### 1902 - Loyalty Society

This society recognizes all donors who have supported the University for at least two consecutive years. It commemorates the year in which Ferdinando Bocconi, by donating part of his own estate, founded Bocconi University in memory of his son, Luigi.

#### Ettore Bocconi Society

This society comprises all donors who have made a bequest to the University. Ettore Bocconi, son of Ferdinando and brother of Luigi, led the University until his death and bequeathed the entire Bocconi family estate to the University his father had founded.

#### Pellicani Circle

#### Pellicani Bianchi

- Sandro Aglialoro
   Business Administration, 2004
- Fabienne Agliardi ★
- Alberto Albertini Economics, 1974
- Luca Aldeghi
- Soren Andersen MBA 16, 1991
- Maria Anghileri Law, 2011
- Salvatore Aranzulla
   Duginger Administration and Manager

Business Administration and Management, 2014

- Francesca Arbitani \*
   Master NP&COOP, 2011
- Giorgio Alberto Arlati ★
  Economics and Business Administration, 1966
- Alessandro Arnone ★
   Business Administration, 1987
- Massimo Arrighi ★ MBA 10, 1985
- Davide Atzeni CEGA 52, 2006
- Riccardo Azzali ★
   Business Administration, 1974
- Marco Baeli ★
  EMBAS 10, 2011
- Enzo Baglieri
  Business Administration, 1992
- Paolo Barbanti ★ MBA 15, 1990
- Marco Battistello MBAs Raccordo, 2002
- Ilaria Battistini ★ Law, 2004
- Andrea Belloni
   Business Administration, 1996

- Andrea Benocci ★
  Business Administration, 1993
- Luca Bernabè ★ EMBAS 15, 2016
- Bianca Maria Bettoli \*
   Business Administration and Management, 2015
   and enrolled in International Management
- Aaditya Bhagra International Management, 2014
- Giovanna Bonora
- Giorgio Bottini
   Business Administration, 1991
- Paolo Ugo Branchi ★
  Business Administration, 1973
- Francesco Brazzoli Economics, 1976
- Francesco Bresciani
   Economics and Business Administration, 1946
- Simone Brevigliero MBA 31, 2006
- Dorota Brodzik ★
   Master MAFED, 2015
- Ilaria Brustia GEMBA 7, 2015
- Luigia Buonvino
   Economics and Business Administration, 1956
- Cosimo Calcagno MBA 41, 2016
- Francesco Caldara
   Business Administration, 1996
- Ilaria Cannalire ★
  International Economics, Management and Finance, 2015
- and enrolled in International Management

  Mariagabriella Capozzi
- Wanagabriella Capozzi
   Business Administration and Law, 1999
   Camilla Caravati
- Gianluca Carbone MBA 21, 1996

Andrea Carissimo

Business Administration, 1990

Gennaro Casale ★

MBA 25, 2000
• Giuseppe Federico Catella ★

EMBAS 15, 2016Francesco Centola enrolled in EMBAS 17

• Giulio Alberto Chiodarelli

Economics and Business Administration, 1972

Stefano Chiozzotto

Business Administration, 1995

• Francesco Ciravegna ★

Economics and Business Administration, 1965

• Angelo Coglitore Finance, 2004

• Damiano Colnago

Business Administration, 2005

 Federica Colombo EMBA 8, 2011

• Alberto Contin MBA 21, 1996

• Gianluigi Contin

Business Administration, 1990

• Alessandro Coppola

Business Administration, 1993

• Orazio Corva

EMBAS 10, 2011

 Claudio Cosetti MBA 21, 1996

Alberto Crippa

Economics and Business Administration, 1966

• Daniele Crocenzi Finance, 2007

Giannicola D'Aprile ★

Economics and Business Administration, 1973

Marco Debiaggi
 EMBA 9, 2012

 Stefano D'Esposito EMBA 13, 2016  Maurizio Giovanni Di Costanzo Business Administration, 2001

 Pierattilio Di Gregorio EMBA 8, 2011

 Mariano Di Rienzo Enrolled in MBA 42

Federica Diotallevi

Economics of Public Administration and International Institutions, 2003

 Guido Emiliano Doveri ★ EMBA 3, 2006

Vito Elia

Economics, 1995 and enrolled in EMF 1

Massimo Fabris
 Business Administration, 1994

Federico Facchini.

Business Administration and Management, 2016 and enrolled in Marketing Management

Adriano Facciolini ★
 Business Administration, 1975

 Michele Facco EMBAS 8, 2009

Davide Fatigati

Business Administration, 1994

Marco Ferrari ★
 EMBAS 14, 2015

 Ferdinando Ferrari Bravo ★ EMBAS 14, 2015

Simone Ferri

Economics and Management of Arts, Culture and Communication, 2008

- Domenico Francesco Floro
- Marco Fracassi

Business Administration, 1997

• Pietro Gaddi

Business Administration, 1990

 Alessandro Maria Gandolfi Business Administration, 1991

• Edwin Alexis Garcia Almario Enrolled in GEMBA 8 Maria Luisa Gasparini ★

Master in Small Enterprises Management, 2005

Assia Gekova

GEMBA 7, 2015

Elena Gelosa

Business Administration, 1993

Andrea Gerards

Enrolled in Business Administration and Management

Alessandra Gerosa \*

Ubaldo Ghiringhelli ★

Economics and Business Administration, 1962

Valeria Guarisco

Economics, 1990

Marco Guazzoni

EMBAS 3, 2004

 Francesco Guidara EMBA 3, 2006

- Dorina Hysenbelli ★
- Aldo Filippo Invitti MBA 21, 1996
- Riccardo Isola ★ EMBA 2, 2005
- Naomi Kohashi

Enrolled in FMBAS 17

Nereo Larcher \*

Economics and Business Administration, 1953

Lorenzo Lentini

Law. 2004

Andreina Levi

Foreign Languages, 1957

- Andrea Lieto
- Eugenio Lolli

MBA 22, 1997

Anita Lombardi

EMBAS 8, 2009

Gianluigi Lucchini

Business Administration, 2000

- Emanuele Lucchini Guastalla
- Marco Lucci

Enrolled in EMBAS 17

Stefano Macalli

Enrolled in FMBAS 17

Francesca Macrì

Business Administration and Management, 2016 and enrolled in Management

- Santi Magazú
- Marco Maglienti

Business Administration, 1987

Dario Maisto

MBA 41, 2016

 Michele Mancini EMBA 7, 2010

Monica Mannino

Business Administration, 1994

Massimo Mannori

MBA 21, 1996

- Paolo Marcangeli
- Giovanni Marchi

Economics and Business Administration, 1953

Paolo Mari

Business Administration, 1986

Dario Marino ★

Master in International and Economic Management, 2006

Luca Martinetti Osculati ★

EMBAS 4, 2005

Matteo Massimo Martini

Business Administration, 1994

Diletta Masperi

Economics and Social Sciences, 2012

Ilaria Massa

Business Administration, 1999

Federico Mastroleo

EMBA 13, 2016

Paolo Matteini ★

MBA 15, 1990

• Beatrice Mezzogori

Economics and Management of Arts, Culture and Communication, 2007

Francesco Milanesi

Enrolled in FMBAWE 1

Andrea Miori

Business Administration, 1986

Aleksandar Mitrevski

EMBAS 5, 2006

 Maurizio Moirano MBA 16, 1991

• Pierluigi Molla

Business Administration, 1981

Giovanni Montanari

Enrolled in Economic and Social Sciences

Liliana Maria Moretti

Business Administration, 1995

Ana Music

Accounting, Financial Management and Control, 2014

Francesco Negri
 Business Administration, 1992

• Gualtiero Nicotra EMBA 8, 2011

• Emanuele Fedele Palmisano Business Administration, 2004

 Nicola Panzani MBA 41, 2016

• Marco Paris

Martina Pasquini

Puginasa Administration and

Business Administration and Management, 2012

Alessandro Patruno
 Business Administration, 1997

 Alessandro Pecorelli Enrolled in EMBAS 17

Maura Perinotte Depetris
 Business Administration, 1991

 Marco Piacentini ★ EMBAS 10, 2011

• Lorenzo Picicco

 Yves Pitton MBA 26, 2001

Massimo Polli ★
Business Administration, 1985

Francesco Prencipe
 Economic and Social Sciences, 1983

 Carlo Prevedini MBA 1, 1976

Fabrizio Redaelli

Business Administration, 1986

Gianluca Renzini
 MBA 18, 1993

Giovanni Roberto
 Economics and Business Administration, 1976

Paolo Ronco

• Gianluigi Rossi
Business Administration, 1990

Paolo Rota
 EMBA 8, 2011

 Simona Anna Maria Ruzzenenti ★ Business Administration, 1987

 Paolo Sabbatucci MBA 21, 1996

Giancarlo Sacconi
 Executive Program, 1997

 Marco Saltalamacchia ★ MBA 12, 1987

Gianpietro Sanavia
 MBA 21, 1996

• Ilaria Sangalli
Economics and Finance, 2015
and enrolled in Finance

Brunella Santi

 Oscar Santilli Marcheggiani MBA 1, 1976

• Ferruccio Sapignoli ★ EMBA 11, 2014

Alberto Schellino
 Business Administration, 2003

Pierluigi Secco
 Enrolled in EMBAS 17

 Arturo Alessandro Stievano Business Administration, 1993

Matteo Stifanelli

• Ida Tagliafierro Master MiMeC, 2010 and enrolled in EMBAS 2017

• Giorgio Tedeschi ★ Business Administration, 1992

Ramiro Tettamanti
 Economics and Business Administration, 1964

 Cristina Tognelli EMBAS 7, 2008 Luca Tomasini ★

Business Administration, 1997

Nikolaus Tribus

Economics and Business Administration, 1973

• Daniele Carlo Trivi

Business Administration, 1981

Marco Trombetta

Economic and Social Sciences, 1992

 Marco Troncone MBA 21, 1996

 Manuela Vallecchi \* MBA 14, 1989

• Giulio Vanetti

Economics and Business Administration, 1966

• Gilberto Vendramin MBA 16, 1991

Isabella M. Ventura

Economics and Business Administration, 1968

Valeria Verdini ★
 MBA 16, 1991

Massimo Verduci ★

Business Administration, 1987

 Massimo Veronelli EMBA 8, 2011

Guido Vesin

MBA 16, 1991

 Vittoria Villa enrolled in GEMBA 8

Nicola Zambon

Business Administration, 1995

Matteo Zanetti

Economics and Management of Arts, Culture and Communication, 2011

 Tristano Zanuttini MBA 21, 1996

 Marcelo Zapata MBA 23, 1998

• Fei Zhou

Business Administration, 2005

Giovanni Antonio Zingarini

Economics and Business Administration, 1965

#### Pellicani Blu

- Adam Adamosi \*
   MBA 34, 2009
- Francesca Anders DeMarco ★
- Giuseppe Bancale ★

Economics and Business Administration, 1964

• Daniele Bellavita ★

Economics and Business Administration, 1946

Alberto Bianchi ★

Economics and Business Administration, 1945

Arnoldas Blekaitis

International Economics, Management and Finance, 2013

Fausto Boni

Business Administration, 1989

Mirko Pietro Bordiga

Business Administration, 1995

Laura Bruno

Business Administration, 1990

• Laura Camagni ★

Economics and Business Administration, 1973

Bona Cambiaghi ★

Foreign Languages, 1963

Antonella Carù ★

Business Administration, 1986

- Stefano Caselli ★
- Giancarlo Cavagnolo ★

Economics and Business Administration, 1975

• Claudio Ceper ★

Economics and Business Administration, 1971

Guido Colnaghi ★

Economics and Business Administration, 1953

 Gianluca Colombo ★ EMBAS 14, 2015

• Davide Consiglio Economics, 2003

- Isabella Corlaita
- Claudia Costanza

Business Administration, 1992

Paolo Cuccia ★
 MBA 5, 1980

 Demis Diotallevi ★ EMBA 3, 2006

• Sergio Dusini ★

Economics and Business Administration, 1966

• Federico Faleschini MBA 21, 1996

 André Feole MBA 21, 1996

• Laura Iris Ferro CEGA 43, 1998

 Fabrizio Salvatore Antonio Maria Finocchiaro Business Administration, 1991

Graziella Francini
 Foreign Languages, 1967

 Giorgio Gandini ★ MBA 10, 1985

Teresio Gigi Gaudio
 Economics and Business Administration, 1966

Mario Gay
 MBA 21, 1996

• Fabrizio laconetti \* MBA 16, 1991

Ivo Invernizzi \*
 Business Administration, 1999

Stefano Invernizzi
 Economics of Public Administration and International Institutions, 1999

 Massimo Camillo Leto di Priolo Economics and Business Administration, 1971

• Mauro Maggioni Economics, 2001

• Gianfranco Minutolo ★
Business Administration, 1991

 Lorenzo Alessandro Miracoli ★ Business Administration, 1975

• Giovanni Mocchi ★ CEGA 41, 1996

• Vittorio Mongino ★ Economics, 1976

• Eugenio Morpurgo ★
Business Administration, 1984

Anna Mundell ★

Umberto Prandi
 Economics of Public Administration
 and International Institutions, 2005

Angelo Provasoli
 Economics and Business Administration, 1967

Pier Paolo Raimondi ★
 Business Administration, 1993

• Kim Salvadori Finance, 2013

 Stefano Piero Scabbio Business Administration, 1990

• Fabrizio Sechi ★ EMBAS 5, 2006

Margherita Graziella Silvò ★
 Foreign Languages, 1972

Luca Sorteni ★
 MBA 21, 1996

• Daniele Michele Sottile Business Administration, 1992

 Ranganath Subramoney MBA 16, 1991

Rosa Maria Talamoni ★
 Foreign Languages, 1964

Clemente Tondini
 Economics and Business Administration, 1966

Pasquale Vaira ★
 Economics and Business Administration, 1965

Roberto Vavalà
 Business Administration, 1986

• Gianmario Verona ★
Business Administration, 1994

Mary Zhao
 MBA 32, 2007

• Lili Zhou MBA 31, 2006

# Leoni Circle

- Lucia Benedetti ★
- Vincenzo Berretta
- Bruno Busacca ★
   Business Administration, 1984
- Francesco Cafagna
  Business Administration, 1997
- Laura Candotti Business Administration, 1994
- Alida Carcano
   Business Administration, 1991
- Laura Cioli ★
   MBA 15, 1990
- Maurizio Cohen ★
  Business Administration, 1980
- Silvia Colombo ★
- Luca De Benedetto EMBA 3, 2006

Alberto Foglia ★

Economics and Business Administration, 1953

Alessandro Gerli ★

Economics and Business Administration, 1960

- Alberto Grando ★
   Business Administration, 1983
- Luca Mignini
   Business Administration, 1986
- Bruno Pavesi ★
   Economics and Business Administration, 1965
- Vittorio Rizzo
   Economics and Business Administration, 1967
- Federico Tasso ★ MBA 12, 1987

# Alloro Circle

### Alloro Bronze

- Massimiliano (Business Administration, 1992) and Mary Greenhill Cagliero
- Mariafrancesca Carli \* Economics, 1988
- Giuseppe Carocchi Economic and Social Sciences, 1986
- Luciano Cimmino
- Alberto Cribiore ★<sup>F</sup>

Economics and Business Administration, 1969

- Donato Alberto De Donato ★<sup>F</sup> Business Administration, 1988
- Massimo Della Ragione
   Business Administration, 1988
   and Valentina Pan
   Economics, 1994

- Nicolò Foscari Widmann Rezzonico ★<sup>F</sup> Economics, 1999
- Davide Glavina
   Business Administration, 1997
- Monica Mandelli \* F
   Economic and Social Sciences, 1995
- Angela Miccoli F
   Business Administration, 1994
- Riccardo Monti \*
   MBA 14, 1989
- Giuseppe Zarbo Business Administration, 1993

## Alloro Gold

- Albertini Family
- Luciano Gobbi MBA 3, 1978

### Alloro Diamond

 Diego (Economics, 1985) and Monica Piacentini F

# Ettore Bocconi Society

- Sergio Carestiato
- Alberto Dondena
- Clara Ricordi

## BAA Groups Bocconi Alumni Association

- BAA Ascoli-Fermo-Macerata
- BAA Como
- BAA Ginevra
- BAA Lecco-Sondrio
- BAA Londra
- BAA Madrid
- BAA Monza
- BAA Palermo
- BAA Parigi
- BAA Roma
- BAA Shanghai
- BAA Ticino
- BAA Varese
- BAA Zurigo

# Donors of Works of Art to BAG Bocconi Art Gallery

- Sonia Costantini
- Arthur Duff
- Mario Raciti

The symbol F identifies individuals who have supported Bocconi University projects with a donation to Friends of Bocconi, Inc.

# Our Donors Corporations, Foundations and Institutions

## Strategic Partners

A small group of corporations, foundations and institutions which, sharing the University's vision and strategic goals, choose to support it with large donations of long-term duration in its development process, becoming an active part in the future of our society and the country.

# **Supporting Partners**

These are partners committed to supporting wide-ranging projects over a long-term period. By making major donations, these corporations, foundations and organizations finance scholarship programs, academic positions, research programs, technology or classrooms and campus spaces, helping the University to achieve its goal of putting knowledge and expertise at the service of the community.

# Partners for Development

Companies and institutions aware of the value of innovation, education and research choose to join the Partners for Development Program. Established in 1996, this Program promotes dialogue and collaboration between the academic world and the business world; it develops a network of close contacts between the Bocconi community and its partners and it contributes to sustaining the growth of the University through annual contributions, used to finance the University's development projects.

Bocconi has always placed great importance on engaging the economic and institutional worlds in its activities. Support from corporations, foundations and institutions is in fact crucial for the University, which shares its values, vision and goals with its partners. There are various methods of supporting its projects and enhancing each of them. Bocconi has gathered its donors into groups, based upon the extent and duration of their engagement.

## Supporters

These are corporations, foundations and institutions that choose to support a specific initiative: educational programs and research activities, scholarships and projects implemented across the campus.

# Strategic Partners

- AldAF Associazione Italiana delle Aziende Familiari
- AXA Research Fund
- Deutsche Bank
- Fni
- EY

- Fondazione Cariplo
- Fondazione Giovanni Agnelli
- Fondazione Romeo ed Enrica Invernizzi
- Intesa Sanpaolo
- TIM

# Supporting Partners

- Ardian Foundation
- Autostrade per l'Italia
- Citi Foundation
- Enel
- Equita SIM
- Fondazione Altagamma

- Fondazione Dynamo
- Fondazione M° Francesco Pasquinelli
- J.P. Morgan and JPMorgan Chase Foundation
- Luxottica
- LVMH Moët Hennessy Louis Vuitton
- Tod's

# Partners for Development

- Accenture
- Allianz
- Angelini
- Assolombarda
- Banca Mediolanum
- BNL Gruppo BNP Paribas
- Deloitte
- Enel
- Goldman Sachs International Italian Branch

- Gruppo Generali
- IBM Italia
- J.P. Morgan
- L'Oréal Italia
- Noberasco
- PwC
- RCS MediaGroup
- Salini Impregilo
- UBI Banca

# Supporters

- ABIServizi
- Academy of International Business

- Antin Infrastructure Partners
- Antin Infrastructure Partners UK Limited

- ApAF Associazione per le Aziende Familiari
- Arca SGR
- Associazione Civile Giorgio Ambrosoli
- Associazione neu [nòi] Spazio al Lavoro
- Assolombarda
- ASTOI Confindustria Viaggi
- Atlantia e Autostrade per l'Italia
- AXA Assicurazioni.
- BAA Bocconi Alumni Association
- Banca Mediolanum
- Banca Sella
- Beckman Coulter
- Brunello Cucinelli
- Caleido Group
- Confagricoltura Lombardia
- Davide Campari-Milano S.p.A.
- De Agostini
- Eigenmann & Veronelli
- Emerald Group Publishing Limited
- Epta Group
- Ermenegildo Zegna
- Éupolis Lombardia
- Eurizon Capital
- European Central Bank
- Falck Renewables
- Falck Renewables in memory of Claudia De Angelis
- Fondazione Achille e Giulia Boroli
- Fondazione AEM
- Fondazione Bracco
- Fondazione Cav. Lav. Carlo Pesenti
- Fondazione Gigi & Pupa Ferrari
- Fondazione Isabella Seragnoli
- Fondazione Isacchi Samaja Onlus
- Fondazione Marco Besso
- Fontana Finanziaria

- Geico
- Generali Investment Europe
- Gruppo Barletta
- Inaz
- Intesa Sanpaolo, Gas Plus and partners in memory of Mario Brivio
- Intesa Sanpaolo in memory of Roberta Lento
- Italcementi
- Lazard
- London Stock Exchange Group Foundation
- Macron
- Maggiore Finanziaria di Partecipazioni
- Mapei
- Mars Italia
- Maschietto Maggiore Besseghini Studio Legale
- MIINT Program Bridges Ventures
- Mondelez Italia
- Nctm Studio Legale
- Pixartprinting
- Portolano Cavallo Studio Legale
- QUI! Group
- Rizzo-Bottiglieri-De Carlini Armatori
- Rotary Club Milano Nord Ovest
- Ryoma Mc S.r.I.
- SDA Bocconi Ski Club
- Sisal
- Sky Italia
- Soremartec Italia
- Studio Legale De Berti Jacchia Franchini Forlani
- UBS Italia
- UniCredit&Universities Foundation
- Vitale Barberis Canonico
- Yacht Club Italiano
- Zucchetti

# Tax Advantages

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

## Italian Taxpayers

#### Individuals:

Contributions and donations made by individuals can be deducted in full from their gross income (art. 10 comma 1 letter I-quater 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 declared taxable income according to art. 1, comma 353 of Legge Finanziaria 2006.

# Residents of Other European Countries

Bocconi's membership in the Transnational Giving Europe network may allow tax benefits for residents of 19 European countries.

## **UK Taxpayers**

Charitable contributions of £250+ 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 eligible for US tax advantages.

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