

# Donor Impact Report

Within our reach

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Thank you

## Dear Friends,

We would like to thank all of you for your trust and your support. Together, we have reached an important milestone, which also represents a new starting point for all of us.

Five years ago, we launched the **Within Our Reach campaign**, with the aim of bringing out the truly transformative role philanthropy for everyone who gives and everyone who receives. An ambitious goal, one that is indeed “within our reach,” thanks to all of you.

At the end of the Campaign, we are proud to share everything we have accomplished, and describe the impact of your gifts in the following pages. We would first of all like to celebrate achieving the Campaign goal: a total of €125 million has been raised.

This number, however, has a much greater value: so many personal stories, lives changed and transformed thanks to the support you have chosen to offer.

**It is people who make the difference.** Including everyone who chose to make a gift, our Campaign Board, and everyone – more than 3,000 people, alumni, companies and institutions – who generously and strongly supported the first multiyear fundraising campaign at an Italian university.

This first milestone, achieved at a time also made complex by the pandemic, is also a new starting point for all of us: together we have laid the foundations for a new idea of the future and together we aim to continue to carry forward an ongoing **pact between generations** over the years.

Investing in young people, in knowledge accessible to everyone and in cutting-edge research in the social sciences is the only way to build a better society together, where merit, equality and talent inspire the choices of tomorrow.

Together, this has been within our reach. **Together we will be able to go further**, towards new ambitious challenges and new goals.

**Gianmario Verona** | RECTOR

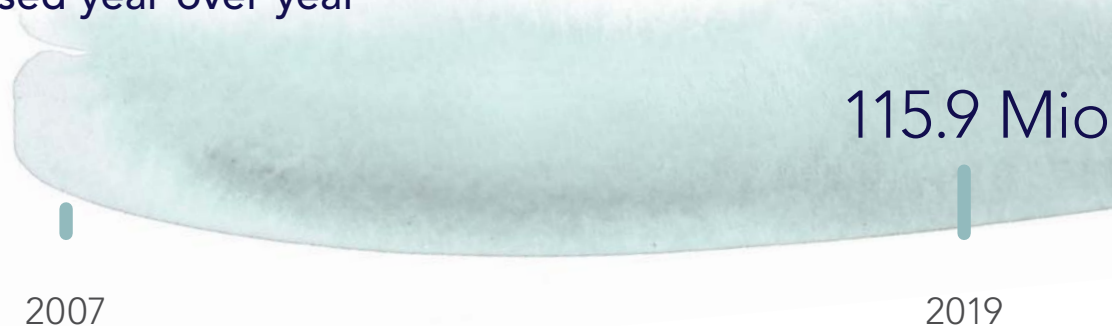


**Riccardo Taranto** | MANAGING DIRECTOR



# Within our reach Campaign

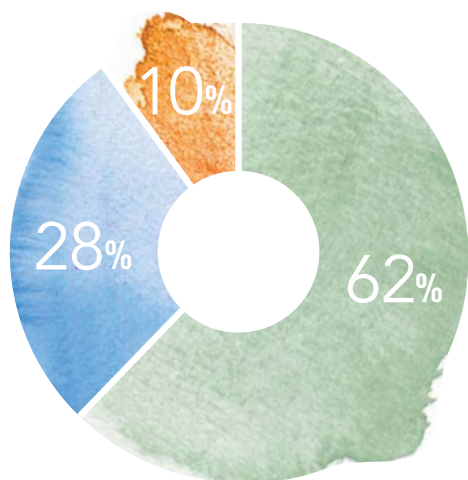
Funds raised year over year\*



## FROM NUMBERS TO IMPACT

Gift allocation according to fundraising Campaign priorities

2007 – 2020



<b>FACULTY AND RESEARCH</b>
77,000,000 mln
<b>STUDENTS</b>
34,800,000 mln
<b>UNIVERSITY AND CAMPUS</b>
13,000,000 mln

\* Amount in euros

\* Funds raised refers to formal pledges received year over year. Any changes are due to amendments to original agreements.

# 125 Mio

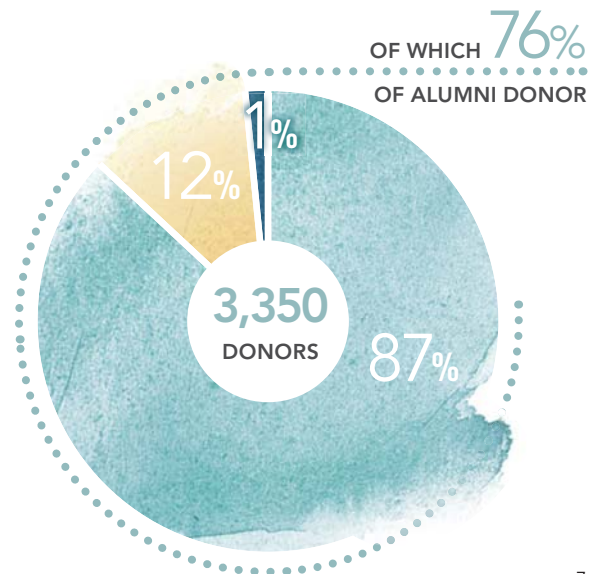
## TOTAL FUNDS RAISED



2020

### Donors

- ALUMNI AND INDIVIDUALS  
2,910
- CORPORATIONS AND FOUNDATIONS  
414
- BOCCONI ALUMNI COMMUNITY GROUPS  
26



## FROM NUMBERS TO IMPACT

### Investing in young people

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FUNDS RAISED  
**34.8 Mio**

792

Scholarships to support people in need

490

Scholarships to encourage specialized and innovative programs

297

Scholarships to promote merit

7

Scholarships to foster inclusion and diversity

47

Other forms of support

### Advance knowledge

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FUNDS RAISED  
**77 Mio**

27

Named Chairs and Professorships\*

2

Named Research Centers

6

Research Laboratories established by donations

10

Academic activities supported by Donors

\* of which 20 are active in 2021



FUNDS RAISED

**13 Mio**

## A pact between generation

---

40

Named spaces  
on Campus

9

Artworks donated to  
the **Bocconi Art Gallery**

13

Activities and projects  
on campus supported  
by Donors



*Because of you, I am the first one in my family to go to university, expanding my horizons in ways that I would have never imagined growing up as a child of immigrants. Because of you, I am now eager and equipped to create impact for others in this world.*

**Zakaria Bekkali** ALUMNUS AND RECIPIENT OF A NAMED SCHOLARSHIP

Is there a vision  
of the future  
we can believe in?

**Investing in  
young people**



## SUPPORTING STUDENTS

Two words capture the meaning of our project: openness and inclusion. Inclusion means making the most of the talent of young people - whoever they are and wherever they come from in the world - regardless of their social and economic background - in order to open up to the world and to cultural contamination. It is vital to support bright, motivated students and guarantee that they receive a valuable education to help them make their dreams come true and through them build a better future.

Thanks to the support of so many donors, our “Within our reach” Campaign became real, and now one in four Bocconi students benefit from financial aid. We won’t stop here, and we’re sure that together we’ll be able to open the doors of Bocconi to more and more deserving young people, transforming their talent into a shared resource.

Among the pathways to support, we would like to highlight **TUITION WAIVERS AND SCHOLARSHIPS** aimed at: **SUPPORTING PEOPLE IN NEED** to foster social mobility; **PROMOTING MERIT** and talent turning them into shared resources; **FOSTERING INCLUSION** and **DIVERSITY** to build an open and sustainable society; **ENCOURAGING THE DEVELOPMENT OF INNOVATIVE SKILLS** through highly specialized programs.

# Giving merit an opportunity

## PATHWAYS TO SUPPORT

### ▶ **SUPPORTING PEOPLE IN NEED AND FOSTERING SOCIAL MOBILITY**

Scholarships and tuition waivers are a concrete way of helping students who would otherwise not be able to afford an educational path of great value and quality. Initiatives like the “UNA SCELTA POSSIBILE” PROGRAM, the PARTIAL or FULL SCHOLARSHIPS and the EMERGENCY EXEMPTION FUND guarantee access to the University, developing new talent and promoting social mobility

### ▶ **PROMOTING MERIT AND TALENT AS SHARED RESOURCES**

Financial aid is a fundamental tool for attracting the best Italian and international students to Bocconi and keeping them, by rewarding their skills and turning their talent into a resource at the service of society. We can offer young, well-deserving students a high-level tertiary education in an intellectually lively and stimulating context through specific programs like the BOCCONI MERIT AWARDS, INTERNATIONAL AWARDS and EXCELLENCE AWARDS

### ▶ **FOSTERING INCLUSION FOR A FAIR, SUSTAINABLE SOCIETY**

Bocconi firmly believes in the value of equality – gender and otherwise – and diversity as forms of enrichment, and works every day to build a fairer, more sustainable and inclusive community. For this reason, the University has introduced the WOMEN AWARDS, a special program addressed to deserving and talented female students interested in pursuing their studies in fields traditionally chosen by men. Alongside these, every year Bocconi makes available EXEMPTIONS FOR STUDENTS WITH DISABILITIES, to facilitate access and inclusion

### ▶ **ENCOURAGING SPECIALIZED AND INNOVATIVE PROGRAMS**

Adequate financial support offers the opportunity to access highly specialized academic paths to many bright, motivated students. A lot of initiatives focus on specific courses: SCHOLARSHIPS FOR MASTER'S DEGREE, MBA and PHD SCHOLARSHIPS and SCHOLARSHIPS RESERVED FOR ADVANCED COURSES, such as CYBER RISK STRATEGY AND GOVERNANCE or LAW DEGREES

## MARY AND MASSIMILIANO CAGLIERO

### Give back and social mobility

Mary and Massimiliano Cagliero believe firmly in the importance of sustaining the new generations and in the value of giving back, a concept ingrained in the American culture and dear to their family. What links them to Bocconi University is a profound trust in progress and youth, in the belief that a more equitable and sustainable society is possible only through investments in social mobility. Massimiliano Cagliero graduated from Bocconi in 1992 and, together with his wife Mary, has been a donor to the University since 2017, first of all through the “Una scelta possibile” program, then with the dedication of more than 20 Partial Undergraduate Scholarships, a tuition waiver made available to brilliant and motivated students who would not have chosen to attend Bocconi without sufficient

economic support. There are more than 20 youths whose lives have been changed by their trust and generosity. The gesture being made by this couple is both strong and concrete, the embodiment of a commitment, the meaning of which transcends the economic aspect and is intended as an inspiration to who, like themselves, seek to invest in young people and their capacity to influence the future. Massimiliano plays a leading role in promoting his Alma Mater’s development projects, as both an Alumnus and as a member of the Campaign Board, but above all as an individual who places enormous trust in this University, which he considers an excellence in the academic world, especially given the extraordinary results attained over the past 20 years. ■

*We firmly believe in everything that can help social mobility and fluidity. The scholarships, from this point of view, are fundamental for guaranteeing the renewal, strength, and sustainability of society itself.*

**Mary and  
Massimiliano Cagliero** BUSINESS ADMINISTRATION, 1992

## MASSIMO TONONI

Donating to reduce inequality and promote social mobility



In the course of his prestigious career, Massimo Tononi, Chairman of Banco BPM, has held managerial and political-administrative positions of primary importance. But he has never forgotten his human and academic journey at Bocconi, where he forged friendships that still continue today. He shares with the University values such as inclusiveness, internationalism and commitment to innovation, in particular with regard to research into the latest trends in economics and social sciences. Massimo firmly believes in the importance of offering equal opportunities based on merit, convinced that the social mobility that comes with it is the right lever to eliminate inequalities and help society grow as a whole. This is the reason for his desire to donate to the University and offer other young people, new generations, the same educational opportunities as his own. Thanks to his support, 11 students will be able to complete their studies, 7 of them are already on campus, while another 4 will be selected the next 2021-22 academic year. ●

## NICCOLÒ COLUSSI

Education without barriers

Niccolò Colussi, a young Alumnus born and raised in Milan, now lives in Switzerland where he manages the family office operating in various investment sectors and has been for years a promoter of philanthropic initiatives to encourage education in developing countries.

Niccolò is emotionally attached to Bocconi, which accompanied him on his path of study and individual growth, and where he made strong, lasting friendships. With his Alma Mater, he shares the desire to make innovative and international higher education accessible, geared towards inclusion and the breaking down of geographical, social and economic barriers. For this reason, he finds it perfectly natural to support the University and its students through the “Una Scelta Possibile” and the Partial Scholarships programs, both of which offer a real opportunity for merit regardless of the socioeconomic background. Thanks to his support, over the next 5 years, ten Italian students will be able to enjoy an educational experience of the highest level, just like he did a few years ago. Three of them have already started their journey at Bocconi. ●



*Young people are fascinating, they hurl you into the future. Contributing to their education permits you to accompany them on their journey and be part of the history they will write.*

**Niccolò Colussi**

BUSINESS ADMINISTRATION, 2001

## CITI FOUNDATION

Citi Foundation and Bocconi University to promote projects with a strong social impact



*With Bocconi, we strongly share values and we are very proud to develop projects on issues of mutual interest and close to the Foundation, like investing in the future of young people, in their skills, and their social inclusion.*

**Silvia Boschetti**

PUBLIC AFFAIRS OFFICER

AND GOVERNMENT AFFAIRS OFFICER, CITI ITALIA

Since 1997, the historic collaboration between Bocconi and the Citi global bank has been evolving through Citi Foundation: from the support of research projects, financial education in schools, to the initiatives like #StartupDay, to promote youth entrepreneurship. This collaboration is founded on the shared belief that young people constitute an investment in the future and that, by helping them to acquire advanced skills and capabilities, a contribution can be made to a more equitable, sustainable, and inclusive society. This is the direction being taken by the new project 1stGEN@UNI, which promotes university education as a driver of social mobility for secondary school students who find themselves economically and socially disadvantaged. Even the name aspires to the opportunity offered to the participants to become the first generation of their families to benefit from a university education. 1stGEN@UNI is matched by another new project, the so-called Phoenix, born from the desire to help the no-profit sector, which has been seriously impacted by the pandemic. ●

# Supporting a Scholarship

There are as many diverse ways of supporting students as there are types of donors who support them. Individuals, Alumni and groups of Alumni, with a view to paying it forward, direct their support to one or more students, typically through named endowments. Corporations, foundations and other institutions, who together value access to higher education as a social and economic driver, support different types of scholarships and grants, including the creation of a Named Scholarship Fund.

## NAMED SCHOLARSHIPS ESTABLISHED BY INDIVIDUALS, ALUMNI AND BOCCONI ALUMNI COMMUNITY GROUPS

During the “Within our reach” Campaign the following donors chose to title scholarships:

- ▶ **Carlo Abbagnano** through the Partial Graduate Scholarship Program and a donation to Bocconi University’s Endowment
- ▶ **Corrado Abbattista** through the Partial Undergraduate Scholarship Program and the Integrated Master of Arts in Law Partial Scholarship Program
- ▶ **Roger Abravanel** and **Luca D’Agnese** supported PhD Students
- ▶ **The Alumni** and all the participants in the **Global Conference** supported the Bocconi International Awards Program through the Global Alumni Scholarship Fund
- ▶ **The Alumni CLEFIN 1992** through the Partial Undergraduate Scholarship Program
- ▶ **The Alumni MBA 26, the family, friends and colleagues of Antonio di Fresco** through the Full-Time MBA Scholarship Program
- ▶ **The Alumni MBA 35, friends and colleagues of Marco Alessandrini** through the Full-Time MBA Scholarship Program
- ▶ **The Alumni MBA** supported the Full-Time MBA Scholarship Program through the MBA Reunion Scholarship Fund
- ▶ **The Alumni Senior** supported the Partial Undergraduate Scholarship Program through the Alumni Senior scholarship Fund
- ▶ **Lella** and **Alfredo Ambrosetti** through the Partial Undergraduate Scholarship Program
- ▶ **The Bocconi Alumni Community** through the Partial Undergraduate Scholarship Program, the Partial Graduate Scholarship Program and the Full-Time MBA Scholarship Program
- ▶ **BA Bruxelles** through the International Mobility Scholarship Program
- ▶ **BA Dublin** and **Google** through the Partial Undergraduate Scholarship Program
- ▶ **BA Ginevra** through the International Mobility Scholarship Program
- ▶ **BA London** through the Partial Graduate Scholarship Program
- ▶ **BA Madrid** through the International Mobility Scholarship Program
- ▶ **BA Munich** through the International Mobility Scholarship Program



- ▶ **BA Palermo** supported the Partial Undergraduate Scholarship Program through the “Borse di Studio per la Sicilia” Fund
- ▶ **BA Palermo** and **Giglio.com** through the International Mobility Scholarship Program
- ▶ **BA Paris** through the International Mobility Scholarship Program
- ▶ **BA Shanghai** through the International Mobility Scholarship Program
- ▶ **BA Ticino** through the International Mobility Scholarship Program
- ▶ **BA Zurich** through the International Mobility Scholarship Program
- ▶ **Paolo Basilico** through the Partial Graduate Scholarship Program
- ▶ **Paola Bergamaschi Broyd** through the International Mobility Scholarship Program
- ▶ **Marta Bergamaschi** and **Alessandro Rollo** who supported the Partial Undergraduate Scholarship Program through Friends of Bocconi University
- ▶ **Roberto Bertazzoni** through the Partial Undergraduate Scholarship Program, the Partial Graduate Scholarship Program and the Bocconi Merit Awards Graduate Program
- ▶ **Paolo Bianco** who supported the Partial Undergraduate Scholarship Program through Friends of Bocconi University
- ▶ **The Bocconi Alumni Community, the Bocconi Alumni groups and all the donors of the Bocconi Alumni Christmas Party** who supported the Partial Scholarship Program through the BA Scholarship Fund
- ▶ **Paolo Bosani** through the Partial Undergraduate Scholarship Program
- ▶ **Carlo Bronzini Vender** who supported the Partial Undergraduate Scholarship Program through Friends of Bocconi University
- ▶ **Mary** and **Massimiliano Cagliero** through the Partial Undergraduate Scholarship Program, the Full Undergraduate Scholarship Program and the “Una scelta possibile” Program
- ▶ **Elena Cialliè** and **Francesco Garzarelli** through the Partial Graduate Scholarship Program
- ▶ **Luciano Cimmino** through the Partial Undergraduate Scholarship Program
- ▶ **Vittorio Colao** through the Partial Undergraduate Scholarship Program, the Master of Arts in Law Partial Scholarship Program, the Partial Graduate Scholarship Program and the “Una scelta possibile” Program
- ▶ **Niccolò Colussi** through the “Una scelta possibile” Program and the Partial Graduate Scholarship Program
- ▶ **The Albertini Family** through the Partial Undergraduate Scholarship Program
- ▶ **The family, friends and colleagues of Matteo Rubino** through the a Partial Undergraduate Scholarship Program
- ▶ **Simona Fiameni, the sons and friends of Alberto Baroli** through the Partial Undergraduate Scholarship Program
- ▶ **Simona Garelli Zampa** and **Claudio Zampa** through the “Una scelta possibile” Program and the Partial Graduate Scholarship Program
- ▶ **Mario Garraffo** supported the Partial Graduate Scholarship Program through a matching gift
- ▶ **Rita Gastaldi** through the a Partial Undergraduate Scholarship Program
- ▶ **Helga Gentry** through the Bocconi Merit Awards Graduate Program and the Bocconi International Awards Program
- ▶ **Erdit Hoxha** through the “Una scelta possibile” Program
- ▶ **Simona Maellare** through the a Partial Undergraduate and Graduate Scholarship Program
- ▶ **Antonella Merloni** through the Partial Graduate Scholarship Program
- ▶ **Esmeralda** and **Paolo Merloni** through the Partial Undergraduate Scholarship Program and the Bocconi Merit Awards Graduate Program
- ▶ **The family of Gabriele Chierzi** through the International Mobility Scholarship Program
- ▶ **Luca Mignini** through the Partial Graduate Scholarship Program and the Emergency Fund for Tuition
- ▶ **The runners, donors, the Bocconi Alumni Community and AXA Cuori in Azione** supported the Partial Undergraduate Scholarship Program through the Milan Marathon Project
- ▶ **The Minali Family** through the Partial Undergraduate Scholarship Program
- ▶ **Vittoria** and **Riccardo Monti** through the Full Graduate Scholarship Program
- ▶ **Veronique Morghen** and **Diego De Giorgi** through the “Una scelta possibile” Program

- ▶ **Valentina Pan and Massimo Della Ragione** through the “Una scelta possibile” Program
- ▶ **Monica and Diego Piacentini** through the Full Undergraduate Scholarship Program, the Bocconi Merit Awards Undergraduate Program, the Full Graduate Scholarship Program, the Bocconi Merit Awards Graduate Program and the Bocconi International Awards Program
- ▶ **Enrico Parazzini** through the Partial Graduate Scholarship
- ▶ **Bruno Pavesi** through the Partial Undergraduate Scholarship Program
- ▶ **Francesco Perilli** through the a Partial Undergraduate Scholarship Program
- ▶ **Yuri Pizzasegola** through the a Partial Undergraduate Scholarship Program
- ▶ **Gilberto Pozzi** through the Partial Undergraduate Scholarship Program and the Master of Arts in Law Partial Scholarship Program
- ▶ **Giulia Rocco Di Torrepadula and Matteo Botto Poala** through the Partial Undergraduate Scholarship Program
- ▶ **Marcello Sallusti** through the Partial Graduate Scholarship Program
- ▶ **Severino Salvemini** through the Partial Undergraduate Scholarship Program
- ▶ **Claudia Segre** through the “Una scelta possibile” Program and the Bocconi International Awards Program
- ▶ **Enrico Seralvo** through the Partial Undergraduate Scholarship Program
- ▶ **Davide Serra** through the Partial Undergraduate Scholarship Program and thew Bocconi Merit Awards Graduate Program
- ▶ **Massimo Tononi** through the Partial Graduate Scholarship Program
- ▶ **Giuseppe Zarbo** supported the Partial Undergraduate Scholarship Program through the “Borse di Studio per la Sicilia” Fund

#### Thanks also to:

- ▶ **The three anonymous donors and anonymous couple** who supported the Partial Undergraduate Scholarship Program
- ▶ **The three anonymous donors** (one of whom through the Friends of Bocconi University) and **the two anonymous couples** (one of whom through the Friends of Bocconi University) who supported the “Una scelta possibile” Program
- ▶ **The anonymous donor** who supported the PhD Scholarship Program and a Research Fellowship

## SCHOLARSHIPS SUPPORTED BY CORPORATIONS, FOUNDATIONS AND INSTITUTIONS

During the “Within our reach” Campaign the following donors chose to support Bocconi students through named scholarships:

- ▶ **4IP COUNCIL** through the LLM Master in Law of Internet Technology Scholarships
- ▶ **Achille and Giulia Boroli Foundation** through the Partial Undergraduate Scholarship Program
- ▶ **Advancing Trade** through the Partial Graduate Scholarship Program
- ▶ **Ardian Foundation** through the Partial Undergraduate Scholarship Program and the “Una scelta possibile” Program
- ▶ **Generali Italia** through the Partial Graduate Scholarship Program
- ▶ **Assobiomedica** through the Master MASAN Scholarships
- ▶ **Associazione Civile Giorgio Ambrosoli** through the Partial Undergraduate and Graduate Scholarship Program
- ▶ **Astidental** through the LLM Master in Law of Internet Technology Scholarships
- ▶ **Aurora Penne** through the Partial Undergraduate Scholarship Program
- ▶ **Banca Finint** through the Bocconi Merit Awards Graduate Program
- ▶ **Bolton Group** through the Partial Graduate Scholarship Program and the MaSEM (ex MaGER) Master Scholarships
- ▶ **Brunello Cucinelli** through the Partial Undergraduate Scholarship Program
- ▶ **Canella Camaiora Società tra Avvocati** through the LLM Master in Law of Internet Technology Scholarships
- ▶ **Ceresio Investors – Foglia Family** through the Graduate Scholarship Program under the Double Degree in European and International Public Policy and Politics
- ▶ **Cisco, Intesa Sanpaolo, KPMG, NTT Data, Reply and Vodafone** through the Full Scholarship Program under the Joint Degree in Cyber Risk Strategy and Governance Program
- ▶ **Coca-Cola HBC Italia Foundation** through the MaSEM (ex MaGER) Master Scholarships
- ▶ **Confindustria Dispositivi Medici** through the MASAN Master Scholarships
- ▶ **Crédit Agricole** through the Top-Up Undergraduate Scholarship Program
- ▶ **Davide Campari-Milano** through the “Una scelta possibile” Program
- ▶ **Deloitte** through the MASAN Master Scholarships
- ▶ **Dell EMC** through the Partial Undergraduate Scholarship Program
- ▶ **Dompé Foundation** that supported the Full Graduate Scholarship Program through the “Fondazione Dompé Students Awards” Named Fund
- ▶ **Enel** through the Bocconi Merit Awards Graduate Program, and the MAAC, MaSEM (ex MaGER), MAFINRISK Master and Full-Time MBA Scholarships
- ▶ **Equita** through the Bocconi Awards for Women in Finance Program and the Executive MBA Scholarships
- ▶ **F.E.R.A.** through the MaSEM (ex MaGER) Master Scholarships
- ▶ **Falck Renewables** through the Partial Undergraduate Scholarship Program
- ▶ **FATER** through the MASAN Master Scholarships
- ▶ **FHI Family Hotels Italia** through the MET Master Scholarships
- ▶ **Fondazione AEM** through the MaSEM (ex MaGER) Master Scholarships
- ▶ **Fondazione Francesca Rava NPH Italia Onlus** through the Emergency Fund for Tuition
- ▶ **Fondazione Gigi e Pupa Ferrari** through the Partial Undergraduate Scholarship Program and the “Una scelta possibile” Program
- ▶ **Fondazione Isacchi Samaja Onlus** through the “Una scelta possibile” Program, the Partial Graduate Scholarship Program and the NP&COOP Master Scholarships

- ▶ **Fondazione M° Francesco Pasquinelli** through the Partial Undergraduate Scholarship Program, the Partial Graduate Scholarship Program and the “Una scelta possibile” Program
- ▶ **Fondazione Pesenti** through the Partial Undergraduate and Graduate Scholarship Program
- ▶ **FSI - Fondo Strategico Italiano** through the Partial Undergraduate Scholarship Program
- ▶ **Intesa Sanpaolo, Gas Plus and partners clients** through the Bocconi Merit Awards Graduate Program
- ▶ **Geico** through the “Una scelta possibile” Program
- ▶ **Gianni & Origoni** through the LLM Master in Law of Internet Technology Scholarships
- ▶ **Global Thinking Foundation** through the Partial Undergraduate Scholarship Program, the “Una scelta possibile” Program, the Partial Graduate Scholarship Program, the Bocconi Merit Awards Graduate Program and the EMF Master Scholarships
- ▶ **Goldmann & Partners** through the MaSEM (ex MaGER) Master Scholarships
- ▶ **Google Italy** through the LLM Master in Law of Internet Technology Scholarships
- ▶ **Gruppo Barletta** through the MiMeC Master and the MAAC Master Scholarships
- ▶ **Heineken Italia** through the Partial Undergraduate Scholarship Program
- ▶ **Immobiliare Percassi** through the Partial Undergraduate Scholarship Program
- ▶ **Intesa Sanpaolo** through the MAFINRISK Master Scholarships
- ▶ **The Istituto Javotte Bocconi Manca Di Villahermosa** that supported the Bocconi Merit Awards Undergraduate e Graduate through the “Donna Javotte Women’s Scholarship Fund” Named Fund
- ▶ **London Stock Exchange Group Foundation** through the “Una scelta possibile” Program
- ▶ **Luxottica** through the “Una scelta possibile” Program, the Bocconi Merit Awards Graduate Program and Scholarships under the World Bachelor in Business and MISB Programs
- ▶ **Mars Italia** through the Bocconi Merit Awards Graduate Program
- ▶ **Maschietto Maggiore Besseghini Studio Legale** through the LLM Master in Law of Internet Technology Scholarships
- ▶ **Mastercard** through the Bocconi International Awards program
- ▶ **Mazars Italia** through the MAAC Master Scholarships
- ▶ **Mondelez Italia** through the OP Master Scholarships
- ▶ **Nctm Studio Legale** through the Master of Arts in Law Partial Scholarship program
- ▶ **Osborne Clarke Studio Legale** through the LLM Master in Law of Internet Technology Scholarships
- ▶ **Pirelli** through the Bocconi Merit Awards Graduate Program
- ▶ **PolIS Lombardia** through the PhD Scholarship Program
- ▶ **Portolano Cavallo Studio Legale** through the LLM Master in Law of Internet Technology Scholarships
- ▶ **Premio Parete** through the Partial Undergraduate Scholarship Program
- ▶ **QUI! Group** through the Partial Undergraduate Scholarship Program
- ▶ **Baume & Mercier** through the MISA Master Scholarships
- ▶ **Rilegno** through the MaSEM (ex MaGER) Master Scholarships
- ▶ **Rotary Club Milano Nord Ovest** through the MET Master Scholarships
- ▶ **Ryoma** through the MFB Master Scholarships
- ▶ **SC Johnson** through the Partial Undergraduate Scholarship Program
- ▶ **Sisal** through the Partial Undergraduate Scholarship Program
- ▶ **Sky Italia** through the LLM Master in Law of Internet Technology Scholarships
- ▶ **Soremartec Italia** through the PhD Scholarship Program
- ▶ **State Street and State Street Global Advisors** through the EMF Master Scholarships
- ▶ **Studio Legale Carrozza** through the the LLM Master in Law of Internet Technology Scholarship Program
- ▶ **Herbert Smith Freehills Studio Legale** through the LLM Master in Law of Internet Technology Scholarships
- ▶ **TIM** through the Bocconi Merit Awards Graduate Program
- ▶ **The Boeing Company** through the MaSEM (ex MaGER) Master Scholarships
- ▶ **The Boston Consulting Group** through the Full-Time MBA Scholarships

- ▶ **The European House - Ambrosetti** through the Partial Undergraduate Scholarship Program
- ▶ **Tod's** through the Partial Undergraduate Scholarship Program, Bocconi Merit Awards Graduate Program, and the MAFED Master and Full-Time MBA Scholarships
- ▶ **Trevisan & Cuonzo Avvocati** through the LLM Master in Law of Internet Technology Scholarships
- ▶ **UBS Italia** through the Partial Undergraduate Scholarship Program and the "Una scelta possibile" Program
- ▶ **Ultradent Italia** through the LLM Master in Law of Internet Technology Scholarships
- ▶ **UniCredit Foundation** that supported the Bocconi Merit Awards Graduate Program through their "Masterscholarship program"
- ▶ **Valentino** through the Full-Time MBA Scholarships
- ▶ **Hotlead** through the MiMec Master Scholarships
- ▶ **Zucchetti** through the Partial Graduate Scholarship Program, and the OP Master and MISA Master Scholarships

### Thanks also

to the anonymous donor who chose to support the Partial Undergraduate Scholarship program and to all the Corporations, Foundation and Institutions that supported Bocconi's Scholarship Program Programs during the Campaign.

## IN MEMORIAM SCHOLARSHIPS

During the "Within our reach" Campaign scholarship contributions were made in memory of the following:

- ▶ **Isidoro Albertini**  
(Economics and Business Administration, 1942)
- ▶ **Marco Alessandrini**  
(Enrolled in MBA 35)
- ▶ **Alberto Baroli**  
(Business Administration, 1989)
- ▶ **Rocco Basilico**
- ▶ **Francesco Bianco**
- ▶ **Celestina Billotti Segre and Angelo Chiodi**  
(Business Administration, 1985)
- ▶ **Mario Brivio**
- ▶ **Nella and Vittorio Bertazzoni**
- ▶ **Aldo Spirito and Umberto Bonapace**
- ▶ **Gabriele Chierzi**  
(Enrolled in the MSc in Management, 2011)
- ▶ **Marco Chignoli and Alessandro Demaldè**
- ▶ **Simonetta Cimmino**
- ▶ **Fabrizio Così**  
(MBA 4, 2007)
- ▶ **Claudia De Angelis**
- ▶ **Alberto Del Bono**  
(Economics and Business Administration, 1952)
- ▶ **Antonio Di Fresco**  
(MBA 26, 2001)
- ▶ **Ambrogio Fagnani**  
(Economics and Business Administration, 1949)
- ▶ **Maria and Salvatore Garraffo**
- ▶ **Amelia Isacchi Samaja**
- ▶ **Roberta Lento**
- ▶ **Umberto Macias Y Navari**  
(MBA 21, 1996)
- ▶ **Vincenzo Maellare**
- ▶ **Vittorio Merloni**
- ▶ **Guido Mucciarelli**
- ▶ **Andrea Nasi**
- ▶ **Rita Pellicani**
- ▶ **Renato Pizzasegola**
- ▶ **Umberto Pozzi**
- ▶ **Paolo Pozzoli**  
(MBA 40, 2015)
- ▶ **Matteo Rubino**  
(Finance, 2012)
- ▶ **Renzo Seralvo**
- ▶ **Federico Tasso**  
(MBA 12, 1987)
- ▶ **Cesare Senior and Franco Verona**

How can man-made solutions address larger-than-life problems?

**Increasing knowledge for a better society**





## SUPPORTING FACULTY AND RESEARCH

The goal of Bocconi University is to produce highly relevant and cutting-edge research, in order to provide society with new tools to make informed choices and tackle complex phenomena in an increasingly effective way. We want to make a responsible contribution to addressing the major challenges of our society, exploring pioneering fields and studying the impact of far-reaching phenomena such as climate change and the effects of pandemics. In recent years, our University has confirmed the excellence and relevance of its research, as evidenced by key indicators such as the steadily rising H index of its faculty, the increasing number of articles published in journals with an A+ ranking, and the number of ERC starting grants.

These achievements make Bocconi increasingly attractive to the best international faculty and researchers and permit Bocconi to make far-sighted investments in human capital, constantly improving the educational offer and the quality of the research produced. These results have also been achieved thanks to the strong support of donors, who have invested in projects aimed at growing and disseminating knowledge, making it accessible and making a concrete contribution to global socioeconomic progress. Some of the areas and projects of support are NAMED CHAIRS AND PROFESSORSHIPS, RESEARCH CENTERS AND LABS, and support for SPECIFIC RESEARCH PROJECTS.

# Supporting knowledge and its dissemination with responsibly

## PATHWAYS TO SUPPORT

### ▶ **NAMED CHAIRS AND PROFESSORSHIPS**

Establishing a chair, or a named professorship, allows the donor to make a concrete impact on global socioeconomic developments by focusing on specific areas and promoting research, projects, and strategic activities of common interest. The naming can be permanent or term. In the case of permanent naming, the donation is an endowment that helps to guarantee the future of the University and its mission. The gift of a permanent naming constitutes a capital asset and contributes to ensuring the University's future and mission. A term naming covers the costs of the chosen professor for a minimum of 5 years, with the opportunity to renew the support

### ▶ **NAMED RESEARCH CENTERS**

Naming a research center is a unique opportunity to raise the profile and visibility of highly relevant research topics in areas of common interest between the donor and the University. These academic structures are characterized by the high profile of the faculty and the international and multidisciplinary context in which research is developed

### ▶ **RESEARCH LABORATORIES ESTABLISHED WITH DONATIONS**

Establishing a Research Laboratory through a donation is a way to actively contribute to the advancement of knowledge in a specific field, ensuring the exposure and scientific study of highly relevant issues in areas of common interest between donor and University. The research laboratories bring together a pool of faculty members, led by a director, who cover several fields in order to ensure a multidisciplinary research approach, where diverse skills are combined to foster knowledge integration

### ▶ **RESEARCH PROJECTS**

Donations can be used to support a specific research activity, investing in the human capital of a University with an international scope and exploring the frontiers of research into critical issues such as technological evolution, artificial intelligence, computer sciences, environmental sustainability, social inequalities and gender equality




## ROMEO AND ENRICA INVERNIZZI FOUNDATION

### Sustaining research and young talents for a better future

If we could summarize in two words the thirty-year relationship between Bocconi University and the Invernizzi Foundation, those words would be trust and reliability. Indeed, Romeo Invernizzi has always placed the utmost trust in what he considered to be a university of absolute excellence. And then mutual responsibility. For the Invernizzi Foundation the term means knowing that the projects embarked on together are always developed by the University with determination and tangible results, while for Bocconi this means counting on the continuing support of the Foundation. The initiatives entitled or sustained by the Invernizzi Foundation are numerous and multidisciplinary,

starting with the historic institution of the Romeo ed Enrica Invernizzi Foundation Chair in Development Economics, assigned to Professor Eliana La Ferrara, to reach the latest projects supported by the Foundation: the Covid Crisis Lab - Laboratory for Coronavirus Crisis Research, directed by Alessia Melegaro and the BLEST - Bocconi Lab for European Studies, directed by Eleanor Spaventa.

What is most important for the Invernizzi Foundation is that these projects offer continuity over time – because research to live and grow needs an ambitious time line to express itself and lead to concrete results that benefit the society we live in. ■



*As a private entity, we have the privilege of being able to lend continuity to the desires of our Founders by supporting initiatives, like those developed at Bocconi, which contribute to the advancement of society. We perceive this is a profound responsibility and we are always seeking research projects and people whose ideas and intuitions deserve a concrete opportunity to be fulfilled with our help.*

**Gianantonio Bissaro** MANAGING DIRECTOR, ROMEO AND ENRICA INVERNIZZI FOUNDATION

## INTESA SANPAOLO

Intesa Sanpaolo and Bocconi: together for the growth of the Italian economy



*In an advanced country, Universities are among the most important institutions and sustaining inclusion, research, and innovation projects impacts their quality on an international level.*

**Donato Masciandaro  
and Guido Tabellini**

INTESA SANPAOLO CHAIRS



The consolidated strategic partnership between Intesa Sanpaolo and Bocconi has existed for more than 15 years and is founded on a strong sharing of values and mission. A large international banking group, Intesa Sanpaolo is aware of the notable impact on the social and environmental panorama on which it works. This is why it has integrated solid principles of social and cultural responsibilities into its business model, with the objective of creating long-term value for the community. This is also achieved through initiatives in conjunction with Bocconi that can contribute to the growth of the Country, mainly from the perspective of innovation and scientific research, but also in terms of the development of skills and training in the economic-financial

sector. Today the objective is to further enhance the partnership with Bocconi, which over the years has breathed life into multiple initiatives aimed at sustaining deserving students, the Faculty (with 2 Endowed Chairs in Political Economics and in Economics of Financial Regulation) and the Research (BAFFI-Carefin Center).

Recently Intesa Sanpaolo extended its collaboration with Bocconi also to research on the frontier of emerging topics through the collaboration with the Master of Science in Cyber Risk Strategy and Governance and the support of Lab-SUR (Sustainable Urban Regeneration), whose mission is to develop and spread knowledge of sustainable urban regeneration processes. ●

## AMPLIFON

A Chair that 'listens' to new generations



*We are proud to embark on this path with Bocconi. The in-depth knowledge of our clients, their needs, and their consumer experience is of crucial importance for our development strategies. This is why we believe it is fundamental to leverage future talents and we are enthusiastic about being able to do so together with an Italian institution of global renown.*

**Enrico Vita**  
CEO, AMPLIFON

The one between Bocconi and Amplifon is a collaboration between two Milanese enterprises that are dynamic, innovative, and of international standing. This partnership was consolidated in 2020 with the institution of the Amplifon Chair in Customer Science. The pioneering research program of the new academic position analyses the understanding of the client and his or her needs, thanks to cutting-edge computer science and AI technologies. In the case of Amplifon this aspect also takes on a social value, as data analysis can significantly improve the service offered to an older client, by optimizing the personalization of the experience and improving the quality of life. In addition to cutting-edge research, another distinctive element of the chair lies in the opportunities offered to students to interact with a corporate reality. The common intention is to offer a groundbreaking academic career with an international profile, which led to the entrusting of the chair to the young and brilliant Professor Gaia Rubera, Director of the Bocconi Marketing Department. ●

## AXA

Gender equality and progress

Beginning with the institution of the endowed AXA-Bocconi Chair in Risk, assigned to Prof. Massimo Marinacci, AXA and Bocconi have been collaborating over the years on numerous projects, driven by a mutual spirit of innovation that, together with the strength of the University's human capital, represents a fundamental feature for attracting the most talented students and researchers, offering them real opportunities for the future. Indeed, AXA, like Bocconi, believes in people and in progress, investing in digital innovation and environmental, economic, and social sustainability. With these premises and the fruitful collaboration between both companies, in 2020 the AXA Research Lab on Gender Equality was born, consisting of a team of researchers under the direction of Paola Profeta. This groundbreaking research project was designed to increase the awareness of gender diversity in society with the vision of promoting cultural change and spurring institutional decision-makers to take action to construct an increasingly inclusive society. ●



*I am convinced that corporations are a fundamental factor in triggering change. The commitment to a more sustainable and inclusive contemporary society has always been shared by AXA and Bocconi and, with the birth of the AXA Research Lab on Gender Equality, through research we will work together to promote the value of cultural and gender diversity.*

**Patrick Cohen**  
CEO, AXA FRANCE

# Supporting Faculty and Research

In a world that is changing faster than ever before, social sciences are fundamental for understanding and acting globally. Supporting Bocconi means helping to spread a concrete knowledge capable to provide answers to the complex challenges of our time. The projects with the highest impact are the naming of Academic Positions and of Research Centers and Laboratories. During the “Within our reach” Campaign there were established:

## NAMED CHAIRS AND PROFESSORSHIPS

### ENDOWED

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2019

**KPMG CHAIR  
IN ACCOUNTING**

*Funded by:* KPMG  
Prof. ANNALISA PRENCIPE

**INTESA SANPAOLO CHAIR  
IN ECONOMICS OF FINANCIAL  
REGULATION**

*Funded by:* Intesa Sanpaolo  
Prof. DONATO MASCIANDARO

2018

**THE ACHILLE AND GIULIA BOROLI  
CHAIR IN EUROPEAN STUDIES**

*Funded by:* Fondazione Achille  
and Giulia Boroli  
Prof. GIANMARCO OTTAVIANO

**CHAIR  
IN ECONOMIC ANALYSIS OF CRIME**

Prof. PAOLO PINOTTI

2017

**BNP PARIBAS CHAIR  
IN MARKETING AND SERVICE  
ANALYTICS**

*Funded by:* BNP Paribas Group  
Prof. ANDREA ORDANINI

2016

**DEUTSCHE BANK CHAIR  
IN QUANTITATIVE FINANCE  
AND ASSET PRICING**

*Funded by:* Deutsche Bank  
Prof. CARLO FAVERO

2014

**AIDAF-EY CHAIR  
IN STRATEGIC MANAGEMENT  
OF FAMILY BUSINESS  
IN MEMORY OF ALBERTO FALCK**

*Funded by:* AldAF e EY  
Prof. GUIDO CORBETTA

## TERM

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### 2013

#### **INTESA SANPAOLO CHAIR IN POLITICAL ECONOMICS**

*Funded by:* Intesa Sanpaolo  
Prof. GUIDO TABELLINI

#### **AVVOCATO GIOVANNI AGNELLI ASSOCIATE PROFESSORSHIP IN ECONOMICS**

*Funded by:* Fondazione Agnelli  
Prof. FRANCESCO DECAROLIS

### 2012

#### **ENI CHAIR IN ENERGY MARKETS**

*Funded by:* Eni  
Prof. MICHELE POLO

### 2011

#### **ROMEO AND ENRICA INVERNIZZI FOUNDATION CHAIR IN ECONOMIA DELLO SVILUPPO**

*Funded by:* Fondazione Romeo ed  
Enrica Invernizzi  
Prof. ELIANA LA FERRARA

#### **AXA-BOCCONI CHAIR IN RISK**

*Funded by:* AXA Research Fund  
Prof. MASSIMO MARINACCI

#### **RODOLFO DEBENEDETTI CHAIR IN ENTREPRENEURSHIP**

*Funded by:* Carlo De Benedetti

### 2020

#### **AMPLIFON CHAIR IN CUSTOMER SCIENCE**

*Funded by:* Amplifon  
Prof. GAIA RUBERA

### 2019

#### **LUXOTTICA CHAIR IN CHINESE MARKET & BUSINESS DEVELOPMENT**

*Funded by:* Luxottica  
Prof. FABRIZIO PERRETTI

#### **ALGEBRIS CHAIR IN LONG-TERM INVESTMENT AND ABSOLUTE RETURN**

*Funded by:* Algebris  
Prof. STEFANO CASELLI

### 2017

#### **VODAFONE CHAIR IN MACHINE LEARNING AND DATA SCIENCE**

*Funded by:* Vodafone  
Prof. RICCARDO ZECCHINA

#### **GENERALI CHAIR IN INSURANCE AND RISK MANAGEMENT**

*Funded by:* Generali Assicurazioni  
Prof. STEFANO ROSSI

#### **ANTIN IP ASSOCIATE PROFESSORSHIP OF INFRASTRUCTURE FINANCE**

*Funded by:* ANTIN IP  
Prof. STEFANO GATTI

### 2015

#### **LVMH ASSOCIATE PROFESSORSHIP IN FASHION AND LUXURY MANAGEMENT**

*Funded by:* LVMH  
Prof. EMANUELA PRANDELLI

## NAMED RESEARCH CENTERS

### ENDOWED

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2015

ICRIOS – THE INVERNIZZI CENTER FOR RESEARCH  
ON INNOVATION, ORGANIZATION, STRATEGY AND  
ENTREPRENEURSHIP

*Director:* Prof. **STEFANO BRESCHI**

*Founded by:* Romeo and Enrica Invernizzi Foundation

2006

“CARLO F. DONDENA” CENTRE FOR RESEARCH  
ON SOCIAL DYNAMICS AND PUBLIC POLICY

*Director:* Prof. **MARCO BONETTI**

*Founded by:* Alberto Dondena

## LABORATORIES ESTABLISHED BY CONTRIBUTIONS

### TERM

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2020

#### AXA RESEARCH LAB ON GENDER EQUALITY

*Director:* Prof. PAOLA PROFETA

*Founded by:* AXA Research Fund and AXA Italia

#### RESEARCH LAB

#### IN SUSTAINABLE URBAN REGENERATION

*Scientific Director:* Prof. EDOARDO CROCI

*Founded by:* Hines - Intesa Sanpaolo - Milanosesto - Prelios

2019

#### EQUITA RESEARCH LAB IN CAPITAL MARKETS

*Research team:* Prof. STEFANO CASELLI,  
Prof. STEFANO GATTI, Prof. GIMEDE GIGANTE,  
Prof. CARLO CHIARELLA, Prof. GIULIA NEGRI

*Founded by:* Equita

#### AGRI LAB ROMEO AND ENRICA INVERNIZZI AGRIBUSINESS RESEARCH INITIATIVE

*Scientific Director:* Prof. VITALIANO FIORILLO

*Founded by:* Romeo and Enrica Invernizzi Foundation

2017

#### GUCCI RESEARCH LAB

*Research team:* Prof. FABRIZIO CASTELLUCCI,  
Prof. PAOLA CILLO, Prof. GABRIELLA LOJACONO,  
Prof. GAIA RUBERA

*Founded by:* Gucci

2015

#### LEAP - LABORATORY FOR EFFECTIVE ANTI-POVERTY POLICIES

*Scientific Director:* Prof. ELIANA LA FERRARA

*Executive Director:* Prof. LUCIA CORNO

*Founded by:* Romeo and Enrica Invernizzi Foundation

Who can take  
on the responsibility  
for building a shared  
future?

**All of us together,  
joining a pact  
between generations**







## SUPPORTING THE UNIVERSITY AND THE CAMPUS

The Bocconi Campus is the place where generations of Alumni and students have lived and continue to experience their education. University life is an integral part of academic education and the Campus is the urban and architectural expression of the University's cultural vision, which here at Bocconi, as in the city of Milan, is international, innovative and forward-looking.

Thanks also to the completion of the New Campus, equipped with state-of-the-art facilities and open to the public, the University is steadily developing an increasingly comprehensive, usable and interactive offer, at the service of the Bocconi community and of the entire city. Bocconi aims to be a real social and cultural hub open to contamination, intellectually stimulating, lively, sustainable and integrated in the metropolitan fabric.

Thanks to the donors who decided to support projects and initiatives in this area, it is possible to further transform the university spaces, contributing to their ongoing evolution and making the living, study and research experience at Bocconi richer and more fulfilling.

Projects include the NAMING OF NEW OR EXISTING CAMPUS SPACES and support for SPORTS AND ACTIVITIES LINKED TO THE BOCCONI LIFE EXPERIENCE.

# Encouraging the experience of life and study at Bocconi

## PATHWAYS TO SUPPORT

### ▶ **NAMING OF CAMPUS SPACES**

The donation allows donors to associate their name or the name of a loved one with one of the spaces on the Bocconi Campus, whether it is in a historic building or on the New Campus. Who wants to improve and innovate the existing spaces and support the students of today and tomorrow, you can choose between the Residence, the Library, the building in Via Röntgen 1, or the building in Piazza Sraffa 13 (Velodromo), where most of the classes are held. Alternatively, donors might like to choose a space within the innovative Campus built in the area of the former Centrale del Latte di Milano, today the site of the new SDA Bocconi School of Management: a classroom, a room in the residence hall or the spaces of the Sport and Recreation Center

### ▶ **SPORTS AND ACTIVITIES LINKED TO THE BOCCONI LIFE EXPERIENCE**

A donation to the dedicated funds allows donors to support specific initiatives geared towards the entire Bocconi community: sports activities, cycles of named events or far-reaching cultural initiatives

### ▶ **BOCCONI ART GALLERY**

Also, thanks to the contribution of its donors, for more than 8 years now, Bocconi has chosen to invest in the BAG - Bocconi Art Gallery, always bringing in new internationally renowned artists and collaborating with leading galleries in Italy and abroad

## FOGLIA FAMILY – CERESIO INVESTORS

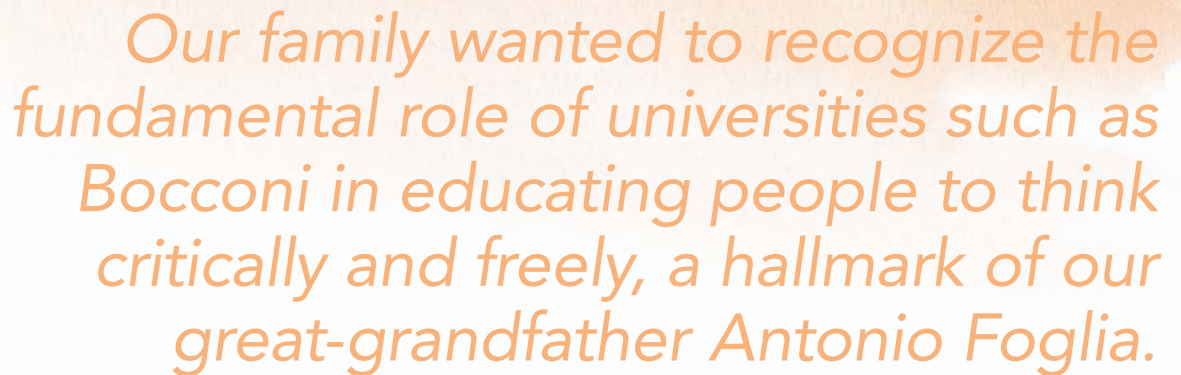
### Educating to critical thinking in remembrance of Antonio Foglia

The relationship between the Foglia Family and Bocconi University has profound roots - a strong, long-lasting bond which has grown and evolved over the years thanks to shared values. For four generations now, many Foglias have been and still are students at Bocconi. For this reason, too, the Foglia Family has chosen to support various development projects of the university.

As a sign of gratitude for the support received from the Foglia Family on many occasions, the university named after Antonio Foglia (1891-1957) the lecture hall N17 in the building at Piazza Sraffa 13 (known as the "Velodromo"). Antonio Foglia was the first Bocconian in the family, a stockbroker,

as well as the founder of the "A. Lorenzetti" Institute for Studies on Stock Exchange Markets, which became part of the "Claudio Demattè" Corporate and Financial Institutions Research Division of SDA Bocconi School of Management.

In 2019, confirming the international orientation and the desire to contribute to the education of new generations, the Foglia Family established the "Ceresio Scholarship" for the Double Degree program in European and International Public Policy and Politics resulting from the collaboration between the London School of Economics and Political Science (LSE) and Bocconi University. ■



“  
*Our family wanted to recognize the fundamental role of universities such as Bocconi in educating people to think critically and freely, a hallmark of our great-grandfather Antonio Foglia.*”

**Francesca Foglia** ECONOMICS AND MANAGEMENT OF ARTS, CULTURE, MEDIA AND ENTERTAINMENT, 2012  
 REPRESENTATIVE OF FOGLIA FAMILY

## EUGENIO MORPURGO

Honoring memories and commemoration  
by investing in young people

Eugenio Morpurgo, Founding Partner and CEO Fineurop Soditic, is an Alumnus who has been cultivating his relationship with Bocconi year after year, in a committed and dedicated way, by actively engaging with and supporting its development projects. Since graduating in Business Economics in 1984, Eugenio has put his time and talent at the service of the University and the Bocconi Alumni Community and has contributed with confidence to initiatives aimed at supporting future generations of Bocconi students. Over the years he has donated to several scholarship projects, but his biggest contribution is the one that connects him to a place that metaphorically represents the meeting point for all generations of students at the University: the Bocconi Library. Here, in 2020, Eugenio chose to name a study room in memory of his parents, Cecilia and Mario Morpurgo, to honor his love for them and to keep their memory alive in a place of great symbolic value. A place where he used to study and share precious moments with his fellow students during his years at the University. ●



BOCCONI LIBRARY

## ACHILLE AND GIULIA BOROLI FOUNDATION

Training youth, with Europe in mind



*We are proud of the collaborations developed over the years together with Bocconi to bring students closer to European values through their academic careers, but also to relate to society on topics and proposals for a Europe that is closer to its citizens.*

### Andrea Boroli

VICE PRESIDENT,  
ACHILLE AND GIULIA BOROLI FOUNDATION

There is all the spirit of their founder, Achille Boroli, in the historic collaboration between the Fondazione Boroli and Bocconi: the desire to train young talents and the dream of a Europe that is always stronger and more integrated. Founded more than 15 years ago on mutual values and objectives, this bond has been transformed over time, growing in scope and strength, becoming a true strategic partnership. Numerous initiatives have been developed over the years thanks to the contribution of the Foundation, culminating with the institution and naming of the Endowed Chair in European Studies, assigned to Prof. Gianmarco Ottaviano. In addition to educational and research activities, the Foundation supported numerous initiatives that target students and society, like Europeans: Bocconi-Boroli Days on Europe that, together with the editorial project entitled “The State of Europeans”, has contributed to spreading a greater awareness of the role and dynamics of the European Union among younger generations. The most recent initiative of extraordinary success is #GenerazioneEU 2021, designed for secondary school students. ●

## LUCA MIGNINI

Transformation, gratitude and future



*The period I spent at Bocconi Residence was an important moment in my life. During that time I shared extraordinary human experiences and made lasting friendships, so I have chosen to honor it with concrete action, supporting present and future students.*

**Luca Mignini**

BUSINESS ADMINISTRATION, 1986



Former executive at Campbell's and now professor of Innovation and Management at Bocconi, Luca Mignini sees his experience at Bocconi Residence as a transformational one, which radically changed his way of living and influenced his whole life. At Bocconi Residence, he met students from different backgrounds and came to appreciate the impact of scholarships, forging strong and lasting bonds. The sense of belonging to his Alma Mater drove him to express all his gratitude to the people, family or otherwise,

who have been key points of reference in his life. He did this by naming three spaces in the Bocconi Residence in via Bocconi 12, dedicating named Scholarships in memoriam and supporting the Bocconi in Opera project. Today, as a professor, Luca helps young people to learn by sharing his on-the-ground experience, in a virtual passing of the baton from one generation to the next. Because, as he says, helping worthy people to grow, investing in the future, is humanly more important than mere support. ●

# Naming a space of the Campus

During the “Within our reach” Campaign these donors chose to title a space in the historic Campus Bocconi:

## BOCCONI RESIDENCE HALL

- ▶ Allied that chose to name room 442
- ▶ Luigi Biscozzi who chose to name room 317
- ▶ Giuseppe Carocchi who chose to name room 438 in memory of **Fabiola and Antonio Carocchi**
- ▶ Simona Rita Fiameni who chose to name room 527 in memory of **Alberto Baroli** (Business Management, 1989)
- ▶ Eugenio Filograna who chose to name room 409
- ▶ Mario Garraffo who chose to name room 540
- ▶ Getoil that chose to name room 117
- ▶ Italo Ghezzi who chose to name room 242 in memory of **Lodovico Ghezzi**
- ▶ Davide Glavina who chose to name room 116 in memory of **Dario and Maria Glavina**
- ▶ Salvatore Grillo who chose to name the Management offices
- ▶ Giulio Marchetti who chose to name room 520 in memory of **Domenico Marchetti**
- ▶ Luca Mignini who chose to name room 334 in memory of **Benvenuto Mignini**, room 341 in memory of **Rita Mignini** and the Study Room in memory of **Vera Camilletti Mignini**
- ▶ Alberto Minali who chose to name room 333
- ▶ Pilot that chose to name room 147
- ▶ Valandro Quirino who chose to name room 417
- ▶ Malgorzata Sypniewska who chose to name room 342
- ▶ Zinco Cofani that chose to name room 217 in memory of **Augusto Pavan**
- ▶ Giovanni Zoppas who chose to name room 532 in memory of **Pietro Zoppas**

## VIA SARFATTI 25 BUILDING

- ▶ Alumni and friends who chose to name an inner garden in memory of **Luca Corbani**
- ▶ Carla Saino who chose to name a study room in memory of **Paola Milanese** through a bequest

## PIAZZA SRAFFA 13 BUILDING

- ▶ The Foglia Family who chose to name classroom N17 in memory of **Antonio Foglia** (1891-1957), Bocconi Alumnus and founder of the “A. Lorenzetti” Institute for Studies on Stock Exchange Markets

## VIA RÖNTGEN 1 BUILDING

- ▶ Deutsche Bank that chose to name seminar room 02 (AS02)

## BOCCONI LIBRARY

- ▶ An **anonymous Alumnus** who, in the name of Donatella and Giuliana Davoli, chose to name reading room no. 19 **in memory of Mario Davoli** (Business and Economics, 1945)
- ▶ **Francesca and Filippo Bettini** who chose to name reading room no. 17 **in memory of Nicola Colangelo** (Business and Economics, 1960)
- ▶ **Urbano Cairo** who chose to name reading room no. 21 **in memory of Maria Giulia Castelli**
- ▶ **Giovanni Colavita** who chose to name the Periodicals Room **in memory of Giovanni and Felice Colavita**
- ▶ **Fondazione Isacchi Samaja** that chose to name reading room no. 18 **in memory of Amelia Isacchi Samaja** (1914-2007)
- ▶ **Rita Gastaldi** who chose to name reading room no. 2
- ▶ **Eugenio Morpurgo** who chose to name reading room no. 26 **in memory of Cecilia and Mario Morpurgo**
- ▶ **Enrico Parazzini** who chose to name reading room no. 16
- ▶ **Claudia Segre** who chose to name reading room no. 27 **in memory of Angelo Chiodi** (Business Management, 1985)

During the “Within our reach” Campaign, donors who chose to name a space in the new Bocconi Campus:

- ▶ **Carlo Bronzini Vender** who chose to name a classroom in the new SDA Bocconi Headquarter
- ▶ **Mariafrancesca Carli** who chose to name a classroom in the new SDA Bocconi Headquarter **in honor of Josselyn Carli**
- ▶ **Ferrero** who chose to name the main auditorium in the new SDA Bocconi Headquarter **in memory of Michele Ferrero**
- ▶ **Luciano Gobbi** who chose to name the Alumni Space
- ▶ **Massimo Nicastro** who chose to name a meeting room inside the Alumni Space **in memory of Marisa and Gaetano Nicastro**
- ▶ **Old Foxes Private Equity Leisure Club** that chose to name a meeting room inside the Alumni Space **in memory of Claudio Sposito**
- ▶ **Vitale&Co** that chose to name a classroom in the new SDA Bocconi Headquarter **in memory of Guido Roberto Vitale**

What does the  
world need today?

**A pact of  
solidarity between  
generation**







## TIME, TALENT AND TREASURE: THE BOCCONI ALUMNI COMMUNITY

The Bocconi Alumni Community is experiencing a moment of extraordinary development, always promoting new initiatives and opportunities of human and professional growth. Thanks to contributions of the Board of Directors, the Chapters and Topic Groups, the Class Leader and the more than 120,000 Alumni, the Community is an increasingly structured, lively, interactive reality, inclusive and rewarding. And above all more and more oriented to generosity: both the Community and all the Alumni have strongly contributed and determined the success of the "Within our reach" Campaign, helping their Alma Mater to support future generations of students and the dissemination of knowledge.

Thanks to all the Alumni who through their involvement and contribution have witnessed the sense of belonging to their Alma Mater, moved by the strong spirit of solidarity between generations.

## LUCIANO GOBBI

The Community: a place to meet, debate and stimulate generosity



*I believe in my Alma Mater and its projects to develop and invest in young people. It is important to keep supporting it and, in this respect, the Community is playing an increasingly important role, setting an example and fostering the generosity of Alumni.*

**Luciano Gobbi**

MBA 3, 1978

With a double degree in Nuclear Engineering and Architecture, and an MBA from Bocconi in 1978, Luciano Gobbi is a multifaceted personality, distinguished by the inexhaustible enthusiasm that shines through in his words. He remembers his experience at Bocconi very fondly, describing it as an 'unforgettable leap' in his career. He recalls the drive for open-mindedness that the MBA provided through its multidisciplinary nature, team working, international reach and direct contact with companies. This experience also brought about a sense of gratitude towards Bocconi, which Luciano sums up in three big 'Gs': gratitude, generosity and gratuity. This last concept, gratuity, means a

lot to him because it translates into the concrete possibility of offering many young people the opportunity to attend the University, regardless of their social and economic circumstances. He has been an anonymous donor for years, and opted to name a Bocconi Alumni Space on the New Campus: a friendly place to meet, share experiences and where everyone can feel at home. Luciano has been a highly active member of the Community for many years. "Being part of the great Bocconi Alumni Community", he explains "isn't just a sense of belonging and a way of staying connected to the university, it also means being able to meet up, share ideas and, above all, continue to learn." ■

## RITA GASTALDI

The best form of gratitude is to return to others what you had

Rita Gastaldi was one of the very first women to graduate from Bocconi in Economics and Business Administration. She fondly remembers the years spent at the *Pensionato* (Bocconi Residence) that hosted young people like her, eager to study and highly motivated.

She strongly believes in willpower and in education as factors of growth and success and in the importance of giving back what she has received. She considers giving back to society a gratifying experience and an effective tool for overcoming inequalities, but also for creating bonds with new generations.

When she returned to the University for the Senior Alumni 2018 Ceremony, to celebrate the 50th anniversary of her graduation with her classmates, she contributed with her first donation to the Senior Alumni Scholarship Fund, a project that have enabled 12 talented young people to embark of a course of study at Bocconi. This was only the first gesture, which was followed by support for the Bocconi in Opera initiative and the institution of a Partial Three-year Exemption. In 2020, she also chose to name a study hall in the library, another place to which she still feels an emotional bond. ■

## RICCARDO MONTI

Bocconi Alumni Community: growing humanely and professionally in the name of solidarity

Riccardo Monti, Boston Consulting Group, fully embodies the values of the Bocconi Alumni Community: a strong sense of belonging, gratitude, and solidarity towards new generations. From 2015 to 2020 he has been the President, guiding and driving the transition from an Association to a structured Community that is both international and inclusive. In recent years, the Community has promoted countless opportunities for its members to meet in events and initiatives that, by stimulating Alumni donations, have contributed significantly to the “Within our reach” Campaign. Riccardo’s first donation dates back to 2014 and is linked to one of the historic fundraising initiatives that targeted Alumni: the MBA Reunion Scholarship Fund. Thanks to the generosity of the MBA Alumni, seven students were able to attend the same life-changer course thanks to a pact between generations. In line with his vision and his role, Riccardo has also contributed personally by making numerous donations over the years. With the last donation, together with his wife Vittoria, he chose to establish a named Graduate Scholarship. ■



*The Reunions are special moments, opportunities to meet up and cultivate that pact between generations that binds all Bocconians. If until several years ago donations from Alumni were less frequent, today the Bocconi Alumni Community is an important source of support for students and the University, which makes us very proud.*

**Alessandro Costanzo**  
BENEFICIARY



# Belonging and engagement

Donating to the Alma Mater is a real opportunity to demonstrate the strong sense of belonging that distinguishes the Bocconi Alumni Community. The Alumni contributions to support University projects are a concrete example of the solidarity pact between generations of Bocconi students, where those who have had help those who need to have, those who have done support those who will do.

## THE GENEROUS SUPPORT OF THE BOCCONI ALUMNI GROUPS

During the “Within our reach” Campaign, the following groups of the Bocconi Alumni Community, raised funds to support the new generations of Bocconi students, or established one or more scholarships as part of the Partial Scholarships or International Mobility program, showing a great spirit of solidarity between generations:

- ▶ BA AMSTERDAM
- ▶ BA ARABIAN PENINSULA
- ▶ BA ANCONA
- ▶ BA ATHENS
- ▶ BA BERGAMO
- ▶ BA BRUXELLES
- ▶ BA COMO
- ▶ BA DUBLIN
- ▶ BA GENOVA
- ▶ BA GENEVA
- ▶ BA LECCO-SONDRIO
- ▶ BA LONDON
- ▶ BA LUXEMBOURG
- ▶ BA MADRID
- ▶ BA MUNICH
- ▶ BA MONZA
- ▶ BA PALERMO
- ▶ BA PARIS
- ▶ BA ROMA
- ▶ BA SHANGHAI
- ▶ BA TICINO
- ▶ BA VARESE
- ▶ BA VERONA
- ▶ BA VIENNA
- ▶ BA ZURICH

## SUPPORTING STUDENTS

During the “Within our reach” Campaign, and as part of the events and initiatives organized by the Bocconi Alumni Community, the following Scholarships Funds were established to support the new generations of Alumni through Bocconi scholarships programs:

- ▶ Alumni Senior Scholarship Fund
- ▶ BA Scholarship Fund
- ▶ BA Scholarship Fund in memory of Federico Tasso
- ▶ “Borse di Studio per la Sicilia” Fund
- ▶ Milano Marathon Scholarship Fund in memory of Fabrizio Cosi
- ▶ Global Alumni Scholarship Fund
- ▶ MBA Reunion Scholarship Fund

A large, soft watercolor brushstroke in shades of teal and light blue is centered on the page. The background is a solid, muted teal color. The text 'Thank You' is written in a clean, white, sans-serif font, with 'Thank' on the top line and 'You' on the bottom line, both centered within the brushstroke.

Thank  
You



## WHAT DOES THE WORLD NEED TODAY?

This question is at the heart of the “Within our reach” Campaign. We asked ourselves what could make a real difference to build a better world. An ambitious but at the same time tangible project, which as Bocconi University, that was born from an act of great generosity and motivated by love and vision, we felt it was our duty to embrace.

Today I would like to thank you, because together with you, who believe in the value of knowledge and who have chosen to stand by us on this journey, we were able to find the answers to all the questions we asked ourselves at the beginning. You who, with every small and large gesture, have shown how generosity has a transformational power, that can change the lives of both the givers and the receivers.

Because philanthropy is like a drop of paint that slowly spreads out on a sheet of paper. It is the starting point of a virtuous circle, of an unending pact between generations, where those who have had, help those who need to have, those who have done, support those who will do.

Over the years, more and more alumni, individuals, corporations, foundations and institutions have chosen to join us in building a new idea of the future. My personal and heartfelt thanks go to all of them.

Believing in young people, creating real opportunities for them, supporting the development of knowledge and making it more accessible is the key to changing the future and improving the society we live in. Study, research and higher education will give us the tools to respond to the great questions of our time, providing the community with the best talents and the best solutions.

Thanks to you, through your confidence and support, we have laid the groundwork for answering these big questions. Together, we have shown that building a new idea of the future through high-impact research and facilitating access to quality education, through young people is within our reach.

Thanks for joining us on this journey, we still have a long way to go together and new goals to achieve.

# Thank you.

## Alumni e Individui

Special thanks to Alumni and individuals who choose to support with transformational gifts the projects of the fundraising Campaign "Within our reach":

**Carlo Abbagnano**

**Corrado Abbattista**

BUSINESS ADMINISTRATION, 1992

**Famiglia Albertini**

**Roberto Bertazzoni**

**Mary**

**and Massimiliano Cagliero**

BUSINESS ADMINISTRATION, 1992

**Vittorio Colao**

BUSINESS ADMINISTRATION, 1986

**Niccolò Colussi**

BUSINESS ADMINISTRATION, 2001

**Carlo De Benedetti**

**Alberto Dondena**

**Mario Garraffo**

BUSINESS ADMINISTRATION, 1960

**Luciano Gobbi**

MBA 3, 1978

**Erdit Hoxha**

FINANCE, 2005

**Antonella Merloni**

**Luca Mignini**

BUSINESS ADMINISTRATION, 1986

**Riccardo Monti**

MBA 14, 1989

**Monica**

**and Diego Piacentini**

ECONOMICS, 1985

**Gilberto Pozzi**

BUSINESS ADMINISTRATION, 1989

**Carla Saino**

**Claudia Segre**

**Davide Serra**

BUSINESS ADMINISTRATION, 1995

**Massimo Tononi**

BUSINESS ADMINISTRATION, 1988

**Simona Garelli Zampa**

BUSINESS ADMINISTRATION, 1993

**and Claudio Zampa**

BUSINESS ADMINISTRATION, 1987

► All the annual Donor Rolls are available at [unasfidapossibile.eu/Donor-Roll](https://unasfidapossibile.eu/Donor-Roll)

Thank also to all the donors who prefer to remain anonymous, those who have chosen Bocconi as the beneficiary of a bequest, and all those who have chosen to allocate their "5x1000" Italian tax designation to the University.



## GIVING SOCIETIES

Bocconi University is grateful to all the Alumni and individuals who have decided to support its projects. For this, the donors are grouped in giving societies. Donors belong to groups based on the donations received during the calendar year, and on the duration of the project supported.

### ENDOWMENT DONORS

Alumni and individuals that choose to donate to the endowment, rather than to current priorities, are donors who demonstrate that they place great trust in the University, its mission and its management of resources. The endowment is, in fact, the University's capital fund, which the University invests for the long term and which generates an annual return, guaranteeing the independence and sustainability of Bocconi activities over time.

### 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.

### 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.

### 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.

### PELLICANI CIRCLE

- ▶ **PELLICANI BIANCHI**  
from 1 to 249 euros
- ▶ **PELLICANI BLU**  
from 250 to 999 euros

The pelican has been the University's mascot 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.

### 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.

The lists recognize donations that Bocconi University has received in any given calendar year, and donations to the University's endowment fund. We apologize for any inaccuracies or omissions.

# Bequests to Bocconi: a pact with the future



**ALBERTO  
DONDENA**

2017

Bocconi University was made possible by a donation from Ferdinando Bocconi in memory of his son Luigi, as an act of faith in progress and in the advancement of knowledge. Over the years, the University has demonstrated its ability to contribute to the Country's development by investing - together with Alumni, friends and partners - in the education of new generations, the transmission of know-how and the advancement of knowledge.

There are many ways to make a tangible contribution to this collective project; one of them is through legacy giving, which is an extremely effective way of supporting the University and, at the same time, achieving the donor's philanthropic goals by taking care of people they care about.

This is a genuine, altruistic act of giving: it means projecting the past into the future, offering a legacy of your commitment to young people and research. It means leaving a strong, lasting testimony, just as Ferdinando Bocconi did over 100 years ago.

**A shared destiny:  
Ferdinando Bocconi and  
Alberto Dondena**

Founded at Bocconi in 2006, the Carlo F. Dondena Centre for Research on Social Dynamics and Public Policy, headed today by Prof. Marco Bonetti, is a center of international excellence for social studies of significant interest to individuals, corporations, institutions, and economic systems. Its inception was not unlike that of our University. In 1902, when Ferdinando Bocconi contributed the then-enormous sum of 400,000 Italian lire, he did so in memory of his late son, Luigi, with the innovative goal of creating the first University in Italy for the study of economics. In 2000, a similar gesture and an eloquent historical reminder was made by Alberto Dondena after he lost his only son, Carlo, a brilliant Bocconian of whom he was very proud. Despite the pain of such a loss - and well-advised by a group of friends and businessmen that included Emanuele De Bernardi and Alumni Giorgio Alberto Arlati and Gianpiero Molinari



## CARLO ABBAGNANO AND PIER PAOLO RAIMONDI

2017

– Alberto decided, like Ferdinando Bocconi, to create something new with his donation: namely, research into subjects not yet explored in depth at our University. Convinced of the project's worth, Alberto and the group of advisor-founders selected Prof. Francesco Billari to be the first director of the Center (of which he is still president), launching an ambitious program that has over the years received various grants from the European Commission in the various areas of its focus. That far-sighted contribution – made by an individual – has been, is, and always will be a gift of considerable magnitude to civil society. The endowment fund's steady yield, in fact, will enable the Center to pursue its activities on a permanent basis. Since its foundation, the DONDENA Center has hosted a total of 50 resident students, working in areas from epidemiology to history. Alberto's pride is further wellrewarded in the success and prestige enjoyed by its researchers.

### **Bequests made to Bocconi: a (beautiful) story retold each year**

In 1965, Lady Javotte Manca di Villahermosa bequeathed her entire estate to Bocconi to honor the memory of her late husband, Ettore, son of the University's founder and brother of its namesake. Since then, numerous bequests have been made to Bocconi, and in 2017 the University received two that showed great foresight. One came from the estate of Carlo Abbagnano (who died in 2014) and enhanced the endowment fund. With the capital left unchanged over time, its yield will support, year after year, a deserving student enrolled in the Marketing Management program. The second is a promise: Pier Paolo Raimondi – BAA Leader, board member for Fundraising, and since 2015 a steady supporter – has chosen, at his young age, to include Bocconi in his will. Allocating a sum to students honors his strong bond with his Alma Mater.

*"A bequest to Bocconi is a social investment and, specifically, one in enlightened future leaders, capable of taking up tomorrow's challenges with a greater sense of responsibility for the common good." — Pier Paolo Raimondi, Business Administration, 1993*



## CARLA SAINO AND PAOLA MILANESE

2018

### **The emotion of a memory**

The first bequest to Bocconi dates back to 1965, when Lady Javotte Manca di Villahermosa bequeathed her entire estate to the University in memory of her husband Ettore, the second son of Ferdinando Bocconi. Since then many people have chosen the bequest as a gesture of affection for the University and what it represents. Of the most recent, one that we remember particularly fondly is that of Carla Saino. Carla made a bequest to name a study room at Via Sarfatti 25 after her daughter Paola Milanese, a Bocconi lecturer who died in 2017 and who spent much of her professional life in those rooms. This, too, is Bocconi: memories and affection that creates a sense of community.

# Thank you.

## Corporations, Foundations and Institutions Strategic Partners

Special thanks to the Partners who choose to support with large and impactful donations the projects of the fundraising Campaign "Within our reach":

ACHILLE AND GIULIA BOROLI  
FOUNDATION

ALGEBRIS

AMPLIFON

ANTIN IP

AXA

BNP PARIBAS GROUP

CERESIO INVESTORS - FOGLIA FAMILY

CITI FOUNDATION

DEUTSCHE BANK

ENEL

ENI

EY

FERRERO

FONDAZIONE CARIPLO

FONDAZIONE AGNELLI

GENERALI ASSICURAZIONI

INTESA SANPAOLO

KPMG

LUXOTTICA

LVMH MOËT HENNESSY LOUIS VUITTON

ROMEO AND ENRICA INVERNIZZI  
FOUNDATION

TIM

► All the annual Donor Rolls are available at [unasfidapossibile.eu/Donor-Roll](https://unasfidapossibile.eu/Donor-Roll)

The Corporate Giving Societies have been revised in 2021. New recognitions will be awarded, according to the type of donation.

The lists recognize donations that Bocconi University receives. We apologize for any inaccuracies or omissions.

## GIVING SOCIETIES

Bocconi recognizes the importance of engaging the economic and institutional world in its activities. To value the crucial support of its Partners - corporations, foundations and institutions - Bocconi collect them in giving societies, in line with their commitment and the type of cause supported.

### ENDOWMENT DONORS

The companies, foundations and institutions that choose to donate to the endowment, rather than to current initiatives, are donors who demonstrate that they place great trust in the University, its mission and its management of resources. The endowment is the University's capital fund, which the University invests for the long term and which generates an annual return, guaranteeing the independence and sustainability of Bocconi activities over time.

### 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 institutions 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.

### CYBER RISK PARTNERS

These are the Partners that belong to the Cyber Risk Partner Forum, supporting and actively participating in the educational activities of the Master of Science in Cyber Risk Strategy and Governance, developed by Bocconi University in collaboration with the Politecnico di Milano. Thanks to the support of the Cyber Risk Partners, the students in the Course can take advantage of scholarships awarded on the basis of merit and interact with the donors as part of their studies.

### 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.

### 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.

# Partners for Development Program

Collaboration with the business community has always been a key feature and a point of excellence for Bocconi University.

With the Partner for Development Program, the University collaborates with a select number of companies and organizations, who believe in the value of innovation, education and research and, like Bocconi, are committed to improving society through concrete, fair and sustainable responses to the challenges of our times.

Partners for Development actively participate in the life of the University both from a strategic point of view through the Development Committee, and from an organizational and mutual collaboration perspective through the Coordination Committee.

## PARTNERS FOR DEVELOPMENT PROGRAM 2020

ACCENTURE

ALLIANZ

ANGELINI HOLDING

ASSICURAZIONI  
GENERALI

BNL - BNP PARIBAS

DELOITTE

ENEL FOUNDATION

GOLDMAN SACHS

IBM ITALIA

J.P. MORGAN

KLECHA & CO

L'ORÉAL ITALIA

PWC

WEBUILD

# Tax advantages

Bocconi University is sustained in part through the contributions of private individuals, corporations, foundations and institutions. 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 l-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 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 21 European countries.

## UK TAXPAYERS

Charitable contributions of £250+ from UK taxpayers may be made through 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 and may be eligible for US tax advantages.

Reaching forward together