



# Bocconi Students Fintech Society

**Onboarding**

November 2021

[www.bsfintechsociety.com](http://www.bsfintechsociety.com)

# About Bocconi Students Fintech Society



Bocconi Students Fintech Society is a group of students from Bocconi University with a strong interest and knowledge in Financial Technologies

We want to **favor relationships with fintech companies, banks and consulting firms**, increasing fintech awareness and giving suggestions for a future career.

Our aim is to **develop and share knowledge** about the importance of the companies that are reinventing the global financial services. To do so, we gather students that are willing to take on new challenges and explore the future of finance.

Since our foundation in 2017, we are the **leading fintech association in Bocconi University**, generating new ideas and opportunities.

## Desks

### Generalist

Coverage of general fintech and innovation related topics.

- Trends
- News
- Emerging Tech

### M&A/VC

Industry coverage from a financial and investment point of view.

- Deals
- Equity Research
- Industry Research

NEW!

### Consulting

Support the development of new Italian fintech companies

- Market surveys
- Data collection
- Benchmark analysis

## Numbers



**+60** active Members



**2017** founding year



**+30** published Articles



**+535** followers



**+20** published Interviews



**+1020** followers

# About Bocconi Students Fintech Society



Our Board consists of ambitious, hard-working and experienced students



**Alessio Mazzalupi**

President



**Andrea Foresio**

Vice President



**Arianna Sossi**

Vice President



**Marco Foresio**

Head of Generalist



**Alessandro Paladino**

Head of M&A



**Cristina Polimeni**

Head of Generalist



**Alberto Pozzi**

Head of Operations



The Board of Directors for the academic year 2021/22

Contact details are hyperlinked

# Board of Advisors



The last BoD meeting of the academic year 20-21 deliberated on the institution of a new advisory body made up by former Board Members of our association

## MEMBERS



Alessandro Carleo



Luca Carlomagno



Matteo Tardella



Jacopo Mazzanti



Domenico Alesci



Leonardo Fossatelli



## ROLES:

- To project the **core values** that BSFS was founded with
- To **provide mentorship** to the students actively involved within BSFS
- To ensure significant **contributors** are **recognized** in some way
- To **keep** significant contributors **connected** professionally

## ACCESS / PRIVILEGES:

- Access to main **Teams** channels open to all BSFS members. Creation of a private advisory channel
- Access to **WhatsApp** chat to access organization wide communication and to keep updated with current activities
- Members of the BoA should replace their BSFS status on **LinkedIn** with 'Advisory Board Member'.
- To recognize members contributions, an alumni advisory board page will be set up on the BSFS **website**.

# What we do



## We deal with emerging Fintech topics through different channels

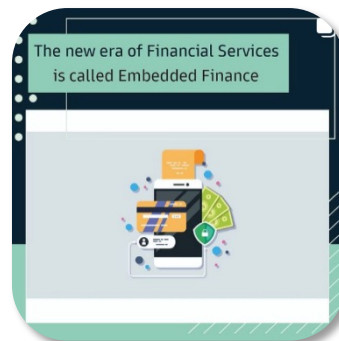
### Slides sets

BSFS strongly promotes the creation of slide decks as this type of content is more easily accessible and faster to read



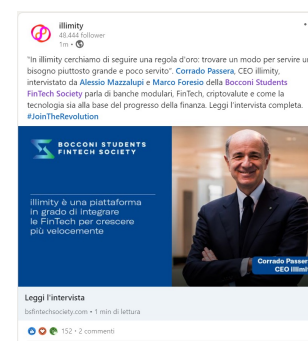
### Articles

This is the basic output of our Society and concerns the production of contents regarding a specific Fintech topic or news



### Interviews

The flagship content of our Society are Interviews held with top Fintech leaders



### Events

We organize big events opened to all the Bocconi community with high level speakers





# Interviews: our Coffee Chats



Some of our interviews with industry professionals:



**Corrado Passera**  
Illimity



**Giacomo Zaninetta**  
Agicap



**Elena Lavezzi**  
Revolut



**Edoardo Volta**  
Mastercard



**Andrea Pietrini**  
YourGroup



**Donato Vadrucchio**  
Plick (PayDo)



**Federico Sforza**  
AideXa



**Oi Yee Choo**  
ADDX



**Giovanni Daprà**  
Moneyfarm



**Francesco Passone**  
Klarna



**Andrew Darley**  
IBM



**Betsy Cohen**  
Bancorp

# Our Initiatives



Every semester, Bocconi Students Fintech Society is committed to organize several events in collaboration with leading associations and global organizations

**FINTech**

**Europe vs Asia Fintech Ecosystem**  
Guest speakers

Revoluz  
Blanca Lavezzi  
HEAD OF BUSINESS DEVELOPMENT

Alibaba Group  
Pietro Cardella  
HEAD OF BUSINESS DEVELOPMENT

Valeria Alunni  
COMMUNICATION MANAGER

Alessandro Marcollo  
ASSOCIATE PARTNER

**Moderator:**  
Giovanna D'Amico  
Bocconi Finance Department

Monday, 30th November 2020  
14:30  
Online Event

BocconiCRA B2FX VGEN MI

**Fintech e Robo Advisory: testimonianze dal settore**

15 Novembre h18:00  
Aula Perego

**Guest Speakers**

Giancarlo Sandrin  
Direttore BlackRock

Mauro Panebianco  
Partner - PwC

Pasquale Orlando  
Co-founder, Deas Technology

Fabio Marras  
CEO, Fininvest  
Co-Founder - Advista Only

**Moderatrice:**  
Anna Omarini  
Bocconi Research Professor

Bocconi Students Capital Markets  
Bocconi Students for FinTech Evangelism

**INNOVATION IN THE FINANCE LABOUR MARKET**

How innovations affect the labour market in the banking world

**GUEST SPEAKERS:**  
Renato Donnici  
Theodor Briscammatti  
Matteo Concas

**Moderator:**  
Francesco Daveri

Tuesday, February 13th  
h.15.00 Room

TechB Bocconi FinTech Evangelism

**CRYPTOCURRENCIES**  
A FUTURE FOR A SELF-GOVERNED ECONOMY?

As possible for cryptocurrencies and blockchain technology, is there a possibility for a society where the State no longer rules the economy but rather its citizens alone do?

**SPEAKERS:**  
Christian Miccoli  
Cristiano Pazzi

**Moderator:**  
Manuela Geranio

26 FEBRUARY 2018, 18:00 AULA N21

**FINANCING INNOVATION: VENTURE CAPITAL AND CROWDFUNDING**

10:05 18:00  
AULA N02

**SPEAKERS:**  
ELENA LAZZARI - GENERAL MANAGER CIRCLE  
ALESSANDRO CADINI - CO-FOUNDER FINANCE  
FEDERICA CONIGO - MANAGING MANAGER VAURENCE

**Moderator:**  
Giovanna D'Amico

**QUANTAMENTAL INVESTING**  
WHERE MAN AND MACHINE MEET

**GUEST SPEAKERS**  
Alessandro Tentori  
CIO - AXA IM  
Luca Ferocino  
Senior Data Engineer - Bloomberg LP  
Ugo Pastori  
Director Strategic Planning - FinScience

**Moderator:**  
Andrea Beltratti  
Professor of Finance at Bocconi University

8th of April  
Aula Notari  
18:00

**REAL ESTATE in the DIGITAL AGE**

November 12, 2019  
h. 18:00  
Aula Notari

**Speakers:**  
Christian Celis  
Head of Venture Capital  
Fundraising - JLL  
Giovanni Buono  
CEO Inven  
Giacomo Monti  
Professor

**Moderator:**  
Giacomo Monti

**OPEN BANKING**  
Innovating the financial industry

**OUR GUESTS**  
Claudio Bedino  
Matteo Concas  
Francesca Aliverti  
Antonio Valliutti  
Alberto Dell'Acqua

**Moderator:**  
Anna Eugenia Omarini

DECEMBER 3  
6:00 PM

**VGEN MI B2FX**

**BUILDING AND LEADING A SUCCESSFUL FINTECH**

**GUESTS:**  
PASQUALE ORLANDO,  
FOUNDER & CMO DEUS TECHNOLOGY  
ANDREA ISOLA,  
SVP R&D M&A&F&X  
ALESSANDRO NEGRI DELLA TORRE,  
AVVOCATO STUDIO LEGALE TRIB. PAR. G&Y

**Moderator:**  
ANNA OMARINI  
PROFESSOR BOCCONI UNIVERSITY

**AULA PEREGO**

INITIATIVE FUNDED WITH CONTRIBUTIONS FROM BOCCONI UNIVERSITY  
4TH DECEMBER 2019

**B2FX**

**BLOCKCHAIN TRENDS AND LIBRA**

**Speakers:**  
Davide Capoti  
CO-FOUNDER & CTO Libria  
Giacchino Rinaldi  
CO-FOUNDER  
Luciano Serra  
Senior Financial Controller - Banca di Sicilia

**Moderator:**  
Manuela Geranio  
FinTech Evangelism

5th November 6p.m.  
Room 1

Initiative finanziata con i contributi dell'Università Bocconi

**EMANUELE CARLUCCIO**  
President at  
European Financial Planning Association

**ANDREA CILIO**  
Head of Business Development &  
Digital Marketing at Banca Profile - Tinaba

**GIULIA ARMELLINI**  
Project Manager at Consulique

Online Event  
Register at the link in bio!  
March 25th @ 6:30pm

**WHAT IS THE FUTURE OF FINANCIAL ADVISORY?**

**Moderator:**  
Davide Maspero  
Bocconi Finance Department

**NPE & Fintech**  
Status of the art and future evolutions.  
A focus on real estate and technology.

**When Where Registration**  
2/12/21 06:45pm  
Online on TEAMS  
Link in Bio

**Our Guests**  
Gianluca Solacelli | Angels Investments  
Gabriella Ureno | Prelios Innovation  
Fabio Bianchini | Ilymity  
Michela Teta | EY

**Moderator:**  
Giacomo Monti

Exemplary association content, selected events

# Our Initiatives



Bocconi Students Fintech Society seeks active partnerships and collaborations with professional firms and established associations



In the Summer of 2021, assoFintech agreed to initiate #FutureFintech - aimed at an audience of young university students with the aim of enhance financial education



In the Summer of 2021, Borsa Italiana agreed to collaborate with BSFS to promote financial education on a national level



In the Autumn of 2020, Consultique SCF, an independent financial analysis consultancy, agreed to collaborate on a survey and an event about the way financial advisory is implemented in Italy



In the Spring of 2021, BSFS began collaborating with IIA for the publication of IIA's monthly newsletter and the content creation related to the insurtech ecosystem



We have just launched a partnership with UniCredit where we scout European Fintech startups in order to organize a "Demo Day" where they pitch.



In the Spring of 2020, ZEB Consulting's Italy Branch agreed to collaborate on a position paper about retail banking's stagnating industry

Selected partnerships and collaborations with professional firms



# Our network



BS Fintech Society has built a strong and wide network of companies with which it has strong relationship



# Where we have operated



Interviews are what we are known for. Here's a world map illustrating where the leaders we interviewed are located.



We aim to **keep expanding** our network and to make us known all over the world



[Instagram.com/bocconistudentsfintechsociety](https://www.instagram.com/bocconistudentsfintechsociety)



[LinkedIn.com/company/bsfintechsociety](https://www.linkedin.com/company/bsfintechsociety)



[Bsfintechsociety.com](https://www.bsfintechsociety.com)



[As.bsfintechsociety@unibocconi.it](mailto:As.bsfintechsociety@unibocconi.it)

[www.bsfintechsociety.com](https://www.bsfintechsociety.com)

Following presentation may have included forward-looking statements. These statements are not historical facts, but instead represent only our belief regarding future events, many of which, by their nature, are inherently uncertain and outside of our control. It is possible that the Firm's actual results and financial condition may differ, possibly materially, from the anticipated results and financial condition indicated in these forward-looking statements. These materials are based on information provided by the internet or otherwise reviewed by us. We have assumed that such estimates and forecasts have been reasonably prepared on bases reflecting the best currently available estimates and judgments. These materials are not intended to provide the sole basis for evaluating and should not be considered a recommendation with respect to any transaction or other matter. Prior to entering any transaction you should determine, without reliance on us, the economic risks and merits as well as the legal, tax and accounting consequences of any such transaction. These materials do not constitute an offer or solicitation to sell or purchase any securities and are not a commitment by us to provide or arrange any financing for any transaction or to purchase any security in connection therewith. We assume no obligation to update or otherwise revise these materials.



BSFS has been featured in Il Sole24ore - the leading Italian multimedia publishing organization, operating in the economic, financial, professional, and cultural information sector

PROFESSIONISTI

Plus24  
12 giugno 2021

## Consulenza Indipendenti alla ricerca dei giovani

An.Cr.

I consulenti indipendenti puntano sui giovani. Il ricambio generazionale è un tema sentito nel mondo della consulenza e sarà al centro del primo Fee Only Summit del 2021 (evento nazionale della consulenza finanziaria indipendente), che si svolgerà il prossimo 16 giugno.

Il tema giovani in particolare sarà al centro dell'evento con due conferenze dedicate e organizzate da Consultique NOW, il progetto di comunicazione di Consultique volto a diffondere la consulenza finanziaria indipendente in Italia su Instagram e Youtube.

Ma cosa sanno i giovani di consulenza? Metà di un campione di studenti Bocconi (quindi un po' oltre la media dei loro coetanei in materia di competenze finanziarie) non conosce ancora la differenza tra consulenza finanziaria indipendente e servizi di gestione del risparmio (es. roboadvisor). Il dato emerge dalla survey che sarà presentata in occasione del Fee Only Summit e che è stata condotta a marzo 2021 (250 rispondenti, età media 18-24) in collaborazione tra Consultique e l'associazione Bocconi Students Fintech Society. L'indagine ha come oggetto le abitudini di investimento dei giovani e sulla loro conoscenza del mondo della consulenza finanziaria.

Rispetto al dato della scarsa conoscenza della consulenza finanziaria, osservano da Consultique: «La consulenza indipendente non è materia di studio a livello accademico oppure viene menzionata raramente nei percorsi di studio. Per questo è fondamentale il ruolo delle associazioni nel far conoscere nuove segmenti di mercato ancora inesplorati e opportunità di lavoro per giovani neolaureati».

Un dato importante riguarda il fatto che gli intervistati non vedono una contrapposizione tra professionisti e piattaforme digitali. Oltre il 70% del campione ha infatti dichiarato che nel momento in cui avrà a disposizione del risparmio, utilizzerà entrambe le "vie" della consulenza, prediligendo sempre la figura del consulente finanziario oltre a servizi di gestione del denaro automatizzati. E inoltre dai dati della ricerca emerge che i giovani sono molto sensibili alle tematiche Esg nel momento in cui decidono di investire. Quanto al modo in cui si sceglierà di investire, i giovani intervistati pongono particolare attenzione ai temi della trasparenza e dell'attenzione ai costi e alle commissioni che vengono richieste all'investitore.