



H-FARM
COMPANY PROFILE

h-farm.com



SEPTEMBER 2018



H-FARM

We are the leading platform where innovation, entrepreneurship and education coexist and create contamination: using a digital approach, we support the creation of new business models and the transformation and education of young people and companies.

Founded in January 2005, we were the first in the world to adopt a model that combined investments, business consulting and digitally-driven educational programmes in one place.

We have invested € 27.3M to date in the development of over 120 innovative companies, we actively work with over 200 of the most important international brands and teach more than a thousand students through an international and digitally-driven educational path that includes four international schools, a BA degree and three Masters programmes.

H-FARM is structured as a campus and is currently the site of a massive architectural intervention that will transform the campus, located just outside of Venice, from 14 thousand square meters of buildings spread out over 20 hectares of parkland to 42 thousand square meters of total buildings distributed over 51 hectares, and is destined to become the most important European hub for innovation.

H-FARM employs over 600 people working in five locations across Italy and is considered a unique workplace. Since November 13, 2015, H-FARM has been listed on the AIM section of the Italian stock exchange and is open to public contracting.

VISION AND VALUES

The H in our name stands for HUMAN, which underlines the emphasis we place on the individual and on the need for digital initiatives that focus on people through the simplification of the user experience.

We believe that new technologies should not be ends to themselves but, instead, be designed around current and future needs of humans.

Humility, curiosity, ethics, ambition, enthusiasm: at the base of our corporate culture, there are these values that guide our daily approach to work and the qualities that we want to transmit and share with those who are both presently part of our project and those who will be in the future.

We are aware of the momentous changes that the digital transformation is making possible and it is our responsibility to prepare future generations for this evolution and for the incredible opportunities that are being created.

H-FARM NETWORK



MORE THAN
10.000
ATTENDEES
159 EVENTS IN 1H 2018

MORE THAN
200
BUSINESS
PARTNERS
+109
NEW
FARMERS
IN 1H 2018

992
CHILDREN AT
SUMMER CAMP AND
SUMMER SCHOOL

1.185
STUDENTS
ENROLLED

STUDENTS
AND TEACHERS
COME FROM
16 COUNTRIES

280
SELECTED STARTUPS
IN 14 OPEN INNOVATION
PROJECTS IN 1H 2018

3.060
SCOUTED
STARTUPS
IN 1H 2018

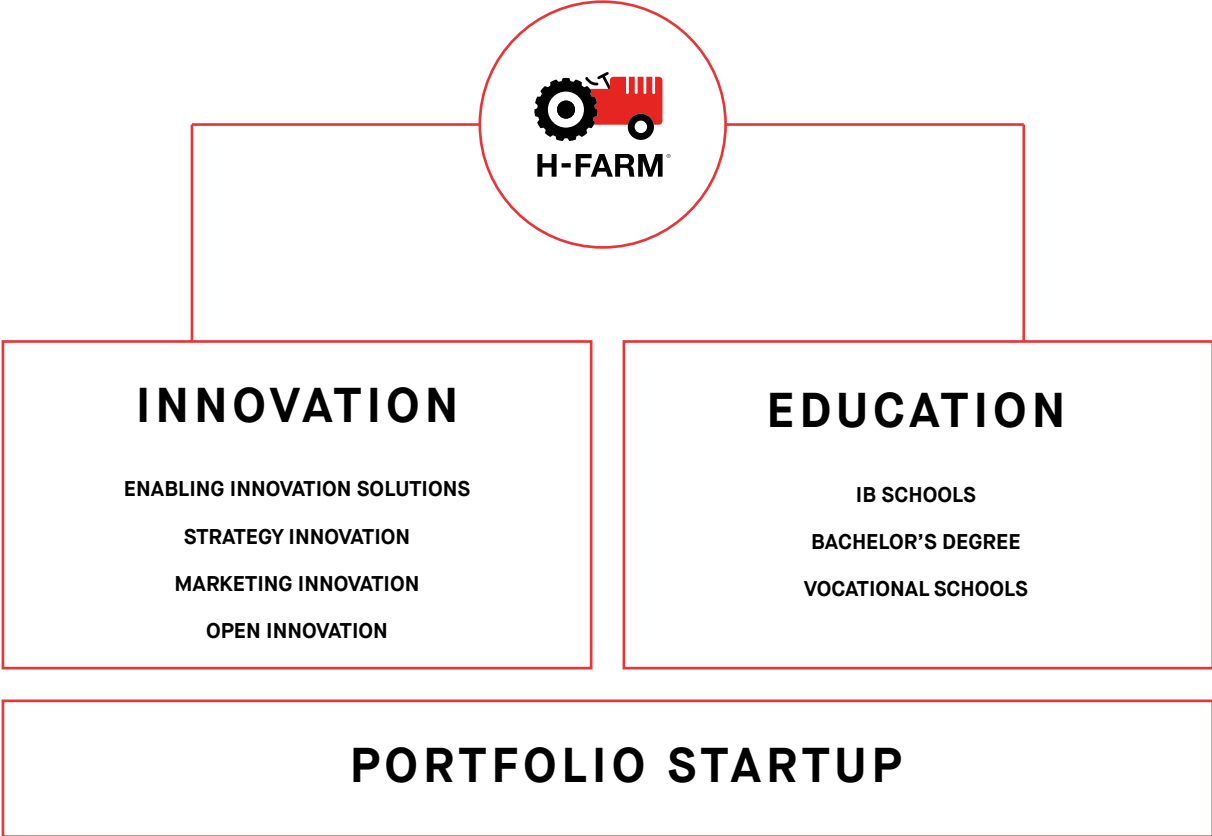
15
ACCELERATED
STARTUPS
IN 1H 2018

MORE THAN
165.000
SOCIAL MEDIA
FOLLOWERS

30.000
PEOPLE REACHED
THROUGH SOCIAL MEDIA
EVERYDAY IN 1H 2018

BUSINESS MODEL AND STRATEGY

The business model of H-FARM is composed of two macro areas, Innovation and Education, which encompass a wide range of services for both companies and students, in addition to the activities of scouting and investment in startups.



H-FARM INNOVATION

Providing companies with the digital skills necessary for facing the new dynamics and challenges of the market. Support in all phases of the innovation process, from strategy definition to the design of new services, from the development of applications and technology solutions to marketing strategies. The Innovation team creates Open Innovation projects based on the specific needs of a company, utilizing a network of startups selected on an international scale and utilizing over 13 years of experience in the field.

H-FARM EDUCATION

The education branch aims to design and implement academic programmes that provide students with the skills needed to face current professional challenges. A unique project at a national and international level, the educational project aims to create a complete K-12 educational path, which spans from the first years of primary school up to high school, followed by post-diploma courses, such as the BA degree and the Masters. This will allow today's youth and future generations to consciously face the enormous digital changes in systems and processes at the global level.

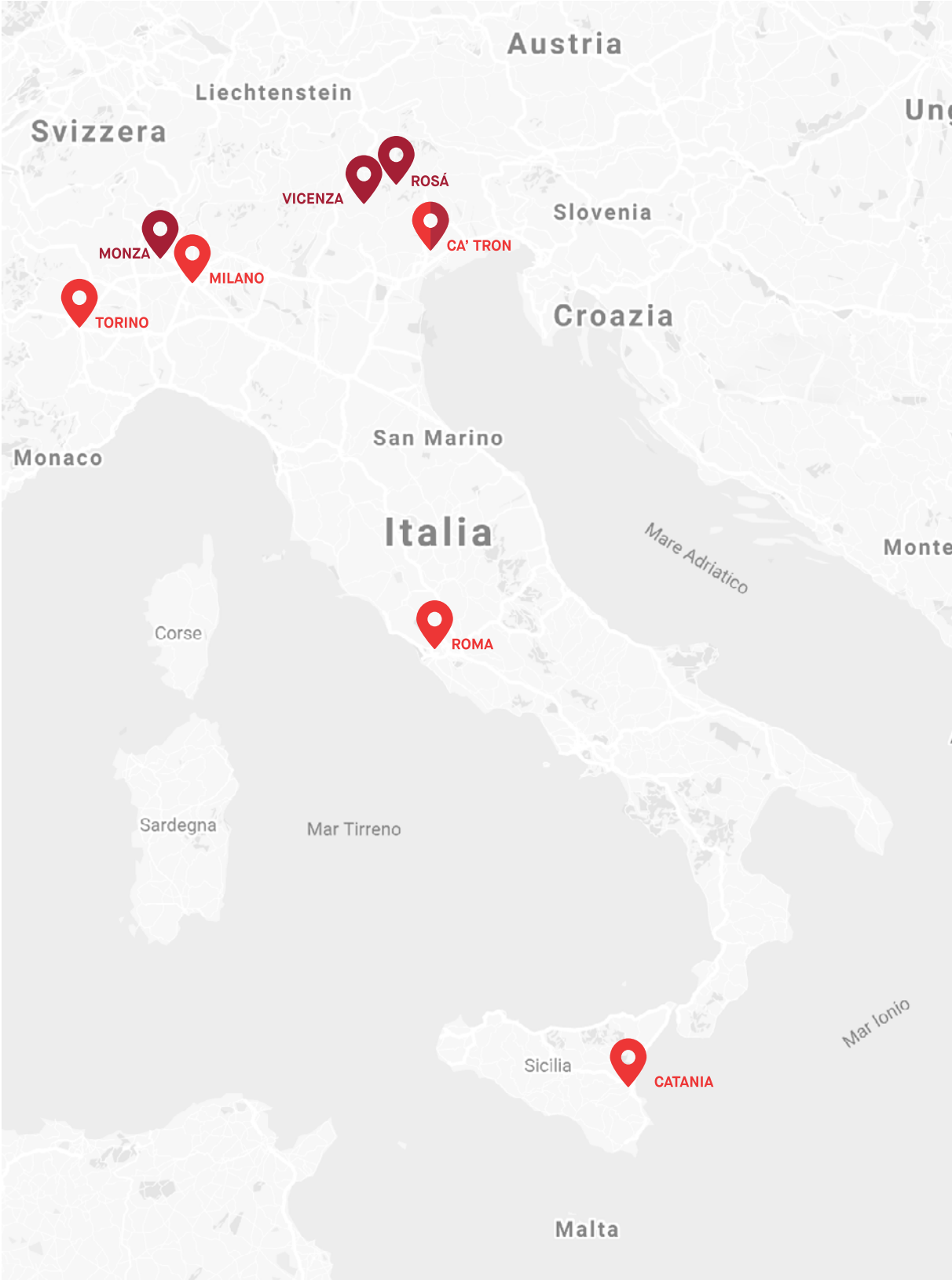
PORTFOLIO STARTUP

After the initial 10 years, during which H-FARM solely operated as a Venture Incubator, today the investment activities mostly take place directly through InReach Ventures, a digital platform that scouts and selects the most interesting startups on a European scale.

H-FARM LOCATIONS

 H-FARM

 H-International School



H-CAMPUS

We work in five locations and in four international schools in Italy. Our presence also extends to London, New York, Tel Aviv, Germany, China and Spain, where we support startups and international clients.

H-CAMPUS is the physical place where H-FARM grows and expands at its Ca' Tron headquarters: an international hub where students and entrepreneurs are guided in the digital transformation process and become informed leaders of today's changes.

In November 2017, we started the authorization process to expand H-CAMPUS with a € 101M real estate investment. The bureaucratic process will allow us to start construction in the summer of 2019 and to complete expansion for the beginning of the next school year. The project includes a 27-hectare park open to the public and the planting of 3,500 new trees, in addition to the existing 21 hectares of parkland: it is the first "zero volume" urban project, an architectural method that does not add any new cubic meters of built space, but uses only existing space obtained from the renovation and removal of deteriorated structures.

H-CAMPUS will become the most important innovation hub in Italy and Europe, with a positive economic turnover of € 8.7M each year that will go to support the surrounding communities.

It will be a place that focuses on sharing, where more than 3,000 students, young startupper, professors, entrepreneurs and managers live side by side, exchange ideas, create opportunities, share experiences, best practices and inspiration.

For the 2018/2019 school year, in anticipation of the campus enlargement, we have reformulated the school spaces to welcome the growing number of students to H-Campus and integrate them into our ecosystem.

PLANIMETRY



Big Shoes and Beautiful Mind



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