

<b>Project</b>	<b>Client</b>	<b>Objects</b>	<b>Our tasks</b>	<b>Inception</b>
Social report	Sanpaolo IMI	To assist the CSR working group in the design and development of the social report. Avanzi's advice was oriented to reinforce client's capabilities through revision rather than production of the information and the procedures.	Support in the following phases: <ul style="list-style-type: none"> <li>• identification of the standard</li> <li>• setting up the working group</li> <li>• social impact assessment</li> <li>• stakeholders identification</li> <li>• mission, values and objectives definition</li> <li>• revision of the text</li> </ul>	1st: oct '03-may '04 2nd: jan-may '04 3rd: feb-may '05
A strategic approach to CSR	Banca Intesa	To assess the quality of the relationship between BI and its stakeholders  Define an overall strategy and management system for sustainability Support BI in the design and development of each BU's CSR strategies	stakeholder assessment positioning re sustainability indexes training of personnel drafting and revision of CSR policy statements inserting SEE consideration into the 2005-07 business plan	Nov '04-aug '05
Local networks for CSR	UniCredito Italiano	To study how businesses interact in the local environment to activate synergies in the area of CSR  How can local authorities (municipalities) that own assets in multiutilities orientate their CSR policies and practices	Literary review Case studies Pilot project with 5 multiutilities in the province of Verona	Jan '05-feb '06

CSR and competitiveness of local economic systems	Credito Cooperativo	To understand to what extent CSR enhance competitiveness of single firms and local industrial districts	Literary review Case studies Qualitative interviews with experts and workshop with CC banks managers	May '05- feb '06
CSR and competitiveness in the textile-garments industry	Chamber of Commerce of Milan	To enrich the concept of quality including CSR aspects and to reinforce the competitiveness of Italian textile and garments brands through a better image in terms of social responsibility	Analysis of best practices in Italy and abroad Organisation of seminars and conferences Organisation of a permanent multistakeholder forum to promote and develop specific initiatives	Jun '05- ongoing
Environmental policy advise	Wwf Italy	To engage with companies in environmentally relevant industries	To analyse sector impacts To design engagement strategies To train and assist Wwf B&I people	2005-2006
Master course in Corporate Governance and CSR	University of Verona	To educate young graduates and professionals into CSR matters, with a particular regard to how corporations govern themselves	Design of the overall structure Specific responsibilities for some training modules Teaching and supervising final thesis	1st: oct '02-nov '03 2nd: jan '04-feb '05 3rd: jan '05-feb '06 4 <sup>th</sup> : dic. '05-
Kyoto related investment opportunities	Private equity investors	To describe Carbon finance and identify investment opportunity along the entire value chain (origination, commercialisation, trading and hedging, consulting)	The project is conducted jointly by Avanzi and Montana. Avanzi has responsibility for all parts phases apart from origination	Dec-2005- ongoing

Centre for ethics and social responsibility	City of Rome	To advice Roman SMSEs on how to better manage CSR challenges	To produce information documents and tools To organise training seminar and conferences To consult (on line and on site) SMSEs	2005-2008
Web Based Training Programme on CSR	Italian Banking Association	To produce a introductory course for banks' personnel on CSR	Defining structure and contents Develop text and tools	2005