

A – Marco, 44, Bologna

IT consultant, €3,100/month net. Owner of a recently renovated apartment, he installed solar panels and a heat pump using public incentives. Comfortable navigating subsidy bureaucracy. Lives 300 metres from the metro, cycles to work in summer on the dedicated bike network, takes the bus in winter. He has joined the local energy community together with his neighbours.

B – Fatima, 33, Naples, eastern outskirts

Originally from Morocco, part-time cleaner on fixed-term contracts. Lives in a rented flat in a peripheral neighbourhood, no savings, no car. She receives no energy bonus because her landlord never properly registered the lease. In her area, buses run every 45 minutes, there are no bike lanes, no charging points, no renovation programme reaches her building. To get to her two jobs she takes two buses and walks twenty minutes.

C – Giovanni, 69, Valsinni, Basilicata

Retired farmer, lives alone in a 550-inhabitant village in the Lucanian Apennines. Pension of €790/month, receives the social gas bonus. The local bus line was discontinued three years ago, the nearest supermarket is 18 km away, broadband does not reach, the 4G signal is weak. No energy community in the territory, no efficiency programme active in the village. He has no car and depends on a neighbour for groceries.

D – Elena, 28, Turin, city centre

Humanities graduate, precarious work: barista three mornings a week, occasional translation jobs. Rents a room in a shared flat (€430/month). No capital: she cannot buy an electric car nor renovate a flat that is not hers. But she lives 200 metres from a metro station, Turin has a dense bike-sharing system, a mobility app with discounted fares, and an active climate plan. The city helps – her wallet does not.

E – Roberto, 57, Porto Marghera, Venetian area

Former petrochemical worker, on the wage subsidy fund (CIG) since his plant closed two years ago. The state supports his income. But he lives in a neighbourhood of old, never-renovated buildings, scarce public transport, and heavy air pollution from the industrial legacy. No urban regeneration scheme reaches his building, no clean mobility alternatives, no local retraining programme. Heating bills are very high: his income holds, the place does not.

F – Amira, 20, Rome, city centre

She arrived alone from Sudan eighteen months ago, awaiting the outcome of her asylum application, and lives in a reception centre in central Rome. Without a work permit and a bank account, she cannot sign up for utilities, claim energy bonuses, or buy a discounted transit pass. Rome has dense transport, social services, abundant energy – but documents are required to access them. Physically at the centre of an integrated city, institutionally outside its systems.

G – Teresa, 74, Milan, Niguarda

Retired primary school teacher, widow, pension of €960/month plus the social electricity bonus. Lives in a public housing flat (ERP) recently retrofitted by the municipality with insulation and new windows. The tram stops 50 metres from her door, the neighbourhood is well served. She has no capital to invest, but the combination of public housing, subsidies, and Milan's urban infrastructure keeps her stable. She does not need to.

H – Kostiantyn, 42, Turin, northern outskirts

Ukrainian, arrived in Italy in 2022. Construction work on call-up contracts, irregular income, no savings, does not know how long he will stay. The language barrier makes it hard to navigate energy bonuses and welfare services. Lives in a room in the periphery: 35 minutes' walk to the nearest tram stop, no active energy community, no renovation programme for his building. Simultaneously exposed to energy poverty and mobility poverty.

I – Lucia, 36, Vibo Valentia, Calabria

Veterinarian, €2,600/month net. Returned home two years ago to care for her elderly parents. She would like an electric car, but the nearest charging point is more than 40 km away. Fast broadband does not reach her area. The nearest railway station, with slow regional service, is 22 km away. She has the personal resources to access every transition policy, but the territory lacks the infrastructure to make them usable.

J – Ibrahim, 27, Foggia, Borgo Mezzanone

Seasonal farmworker from Senegal, undocumented. Lives in a wood-and-plastic shack in the informal settlement next to the 'ghetto': no running water, no stable electricity, no heating. The caporale (labour broker) controls his movements and takes part of his €25–30 a day. No documents, no address, no healthcare. The area has no public transport and is off every energy planning map. No policy reaches him – neither as a person, nor as a place.

K – Carla, 62, Genoa, city centre

Divorced, low income (€640/month between part-time work and a small social allowance). Lives in a social housing flat in a central neighbourhood. The building was retrofitted under a regional programme: insulation, an efficient centralised boiler, shared rooftop photovoltaic. The municipality offers a discounted bus pass to low-income residents. Her bills have dropped sharply. She benefits from layered support – subsidies to the person and investments in the place.

L – Alessandro, 39, Asiago Plateau, Veneto

Ski instructor, runs a small gear-rental shop. Over the past five years the snow season has shrunk from five months to barely three: his income is down 40%. He has a mortgage on the house, cannot sell (no buyers) or relocate (family, roots, no other qualifications). No charging points in the resort area, no retraining scheme, no plan to convert the local tourism model. The climate transition is taking his job; the territory offers no alternatives.

M – Miriam, 46, Palermo, semi-central area

Single mother of two teenagers, school assistant on a yearly fixed-term contract, low and uncertain income. Rents at €480/month: she cannot renovate or buy an electric car. But Palermo has just opened a new tram line that passes near her home and offers a heavily discounted monthly pass for low-income residents. The municipality has launched an energy efficiency plan for the social housing in her neighbourhood. Her income is fragile, but the territory is working in her favour.

N – Giorgio, 53, Castel Volturno, Campania

Homeless, undocumented. Off-the-books farm and construction work, sleeps in abandoned buildings or overcrowded rooms. No documents, no healthcare, no rights. The area, near the 'Land of Fires', has contaminated soil, polluted air, no public transport, and hollowed-out municipal services. No regeneration programme reaches these neighbourhoods. Excluded on every dimension: as a person, from welfare; as an inhabitant, from the territory itself.

O – Claudia, 32, Trento

Architect at a sustainable design firm, €2,900/month net. Owns a small flat she renovated herself with the Superbonus. Trento has a dense network of cycle paths, excellent rail connections, a new fleet of hydrogen buses, and a local energy community Claudia joined two years ago. She took part in the consultation process for the city's climate plan. She benefits maximally from the transition – as a person and as an inhabitant of her territory.

P – Renato, 61, Sessa Aurunca, Campania

Former steelworker, lost his job at 53. Social pension of €680/month, lives with his wife in their owned home. He never learned to use a smartphone properly and cannot apply online for energy bonuses. The town is 45 minutes from the nearest hospital, the bus to Naples runs twice a day, no charging points. EU transition funds reach the area on paper through a Special Economic Zone (ZES), but the municipality lacks the administrative capacity to draw them down. The subsidy arrives, the infrastructure does not.

Phase 1 – Place each biography in the matrix

Write the letter of each biography in the correct cell. Some cells may contain more than one biography. Some may be empty.

	Integrated Territory	Vulnerable Territory	Presidiated Territory	Excluded Territory
Integrated Person	Biography: _____ Why:	Biography: _____ Why:	Biography: _____ Why:	Biography: _____ Why:
Vulnerable Person	Biography: _____ Why:	Biography: _____ Why:	Biography: _____ Why:	Biography: _____ Why:
Presidiated Person	Biography: _____ Why:	Biography: _____ Why:	Biography: _____ Why:	Biography: _____ Why:
Excluded Person	Biography: _____ Why:	Biography: _____ Why:	Biography: _____ Why:	Biography: _____ Why:

Observations on the matrix

Are there empty cells? What does that indicate? Which cases are hardest to place? Why?