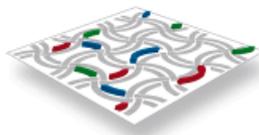


POST-BREXIT EUROPE:
WHY MILAN & LOMBARDY
AFTER LONDON



**INVEST IN
LOMBARDY**

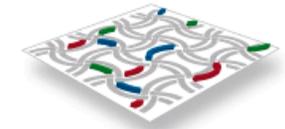


PROMOS



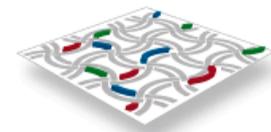
Regione
Lombardia

AGENDA

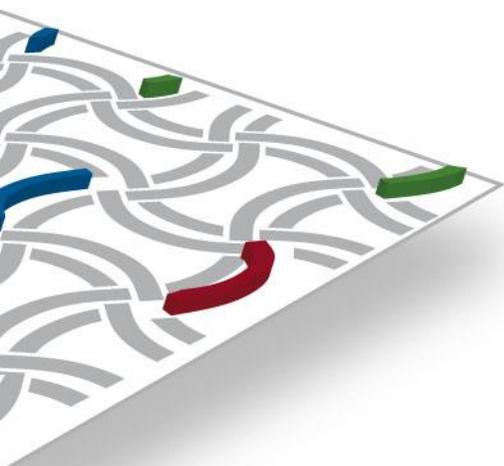


**INVEST IN
LOMBARDY**



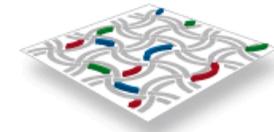


**INVEST IN
LOMBARDY**



WELCOME TO MILAN, LOMBARDY

WELCOME TO MILAN, LOMBARDY: THE RIGHT PLACE TO INVEST



**INVEST IN
LOMBARDY**



Milan is the capital of **Lombardy**, Italy's **wealthiest region** and one of Europe's strongest economies. The city will be the **second largest post-Brexit economy** amongst European cities, the largest among non-capital cities



Opting for Milan is to choose one of the most **attractive and international** cities in the world. Home to more than **100 consulates** and foreign commercial offices, Milan is second only to New York . Out of the global **top ten multinational companies**, seven have offices in Milan



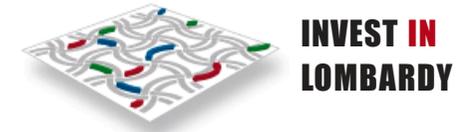
Milan is an **excellent business environment**: listed within the **top ten cities** for investment projects in Western Europe, it is the **bridge** that connects the **north** with the **south** of the continent and represents a **strategic hub for EMEA** markets



Milan is a major **European financial centre**: home to more than **170 banks**, the city is a gateway for international capital markets. It hosts the **Italian Stock Exchange**, closely linked with the London Stock Exchange



MILAN, LOMBARDY: FACTS AND FIGURES



22%

Lombardy generates **22%** of Italy's **GDP**, higher than Austria, Denmark, Finland, Ireland and Portugal

€49.921

Milan generates **9%** of Italy's **GDP**. GDP per capita amounts to **€49.921**, twice the national and EU average

251.542

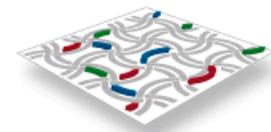
Milan is a very diversified pool of talents: **251.542** students are currently enrolled in **Lombardy universities**

>3.000

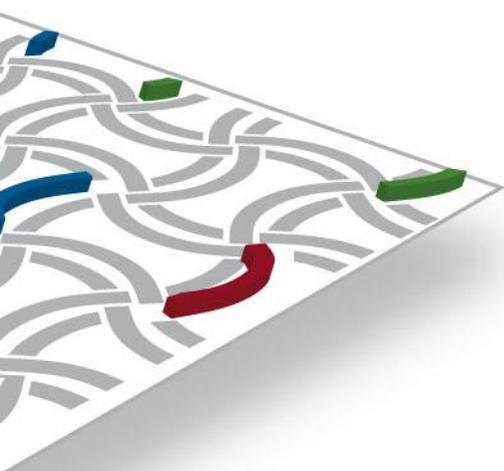
Milan is an attractive city: home to more than **3.000 multinational companies** with more than **€175 billion of turnover**

>800

Milan is a cluster of innovation: with over **800 startups**, the city is a European hub for disruptive companies

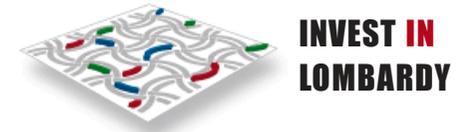


**INVEST IN
LOMBARDY**



10 GOOD REASONS TO CHOOSE MILAN, LOMBARDY

10 GOOD REASONS TO CHOOSE MILAN, LOMBARDY



THE ITALIAN CONTEXT



BUSINESS ENVIRONMENT



INTERNATIONAL APPEAL



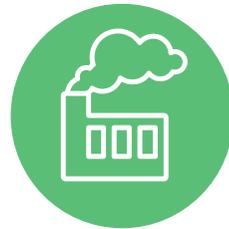
EMEA MARKETS



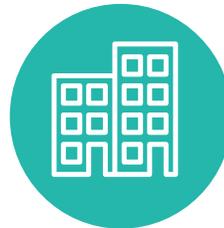
A GLOBAL DESTINATION



HUMAN CAPITAL



INNOVATION



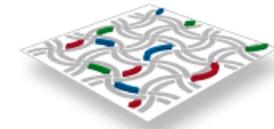
REAL ESTATE



QUALITY OF LIFE



POLICY MEASURES



1. THE ITALIAN CONTEX

A PRODUCTIVE ECONOMY

with a total GDP of **\$1.821.597**, Italy is the **third economy** in the Eurozone, the eight in the world. Italian consumers' net wealth is **eight times bigger** than their disposable income (higher than USA and Germany)

STRUCTURAL REFORMS

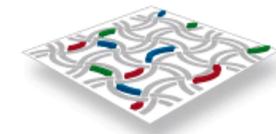
With the aim to boost **competitiveness** and produce economic growth, Italy started an ambitious plan of **structural reforms**:

- JOBS ACT
- Reform of the Civil Justice System
- Reform of the public administration
- Industria 4.0

FISCAL INCENTIVES

The Italian tax system is changing to better support companies and investors:

- A **reduced corporate tax** (From 27.5% to 24%)
- New **flat tax** on capital gains on investment in foreign countries (€100.000 for 15 years)
- “**Decreto Pagano**”



2. BUSINESS ENVIRONMENT

Global reach

The Milan metropolitan area accounts for nearly **1/3 of all foreign invested firms** in Italy.



A growing global capital

Milan is the Italian financial centre: home of the Italian Stock Exchange, it hosts **198 banks** and **7 of top 10 global multinational companies**



A business mentality

Lombardy has more than **800.000 companies**, one for every 100 inhabitants. 1 in 8 inhabitants is an entrepreneur



Policy measures: AttrACT

Agreements in which the **Municipality** and **Lombardy Region** engage to implement **concrete actions** to **facilitate investments** on the territory



Business hub

Milan is the European city with **the highest density of multinational companies**: home to **3.000 multinational companies**, **274.000 employees** and a turnover of **€ 175 billion**



A dynamic environment

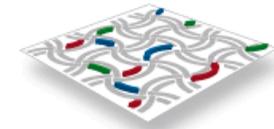
Starting a new business is easy and simple: it takes **6 working days**, faster than in the UK and Germany



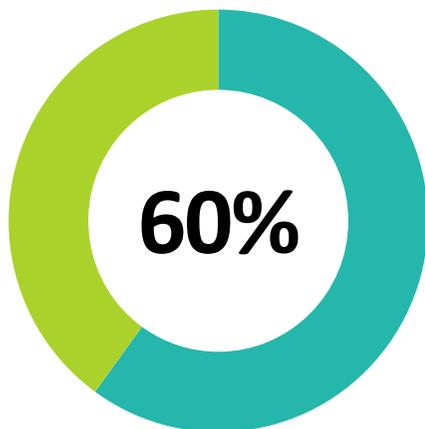
Open to foreign companies

Lombardy hosts **6.398 foreign companies**, giving work to more than **575.000 employees** and generating a turnover of **€ 257 billion**. Milan is home also to the **second greatest exhibition space** in Europe

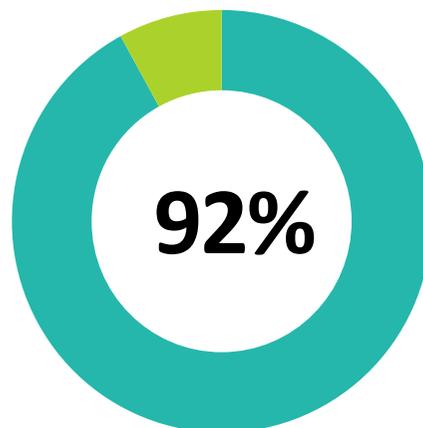




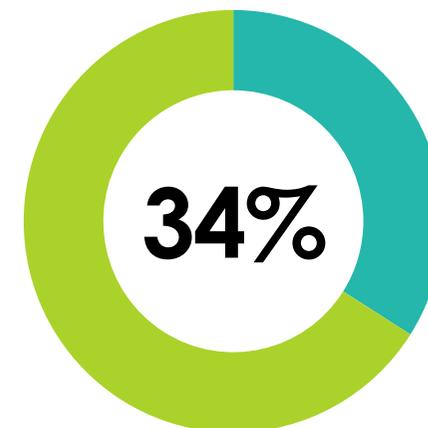
3. INTERNATIONAL APPEAL



Lombardy attracts more than **60% of all the Foreign Direct Investments** coming to Italy

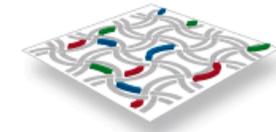


Out of **100 top multinationals** that have invested in Italy, **92** are housed in Lombardy



Milan is home to **more than 3,000 multinationals**, 34% of the total at national level

4. ACCESSIBILITY TO EMEA MARKETS



STRATEGIC POSITION

Lombardy is a gateway to a potential market of **500 million** consumers within the **EU** and **270 million** in **North Africa and the Middle East**, an area representing the **15% of global GDP**



INFRASTRUCTURE

- 900 km of national roads
- 11,000 km of provincial roads
- 58.000 km of municipal roads
- 573 km of highways
- 4 international airports
- 1680 km of railway network

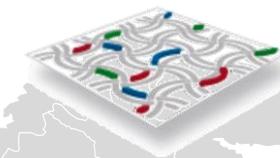
A KEY LOGISTIC NODE

Milan is a key **logistic node** within Lombardy, Italy's main logistic centre with **1.476 companies active in the sector**

THE ITALIAN WAREHOUSE

- Lombardy hosts **145.720 warehouses**, 20% of the Italian stock
- **Half** of all goods flying to and from Italy pass through Milan airports

5. A GLOBAL DESTINATION



A GROWING DESTINATION

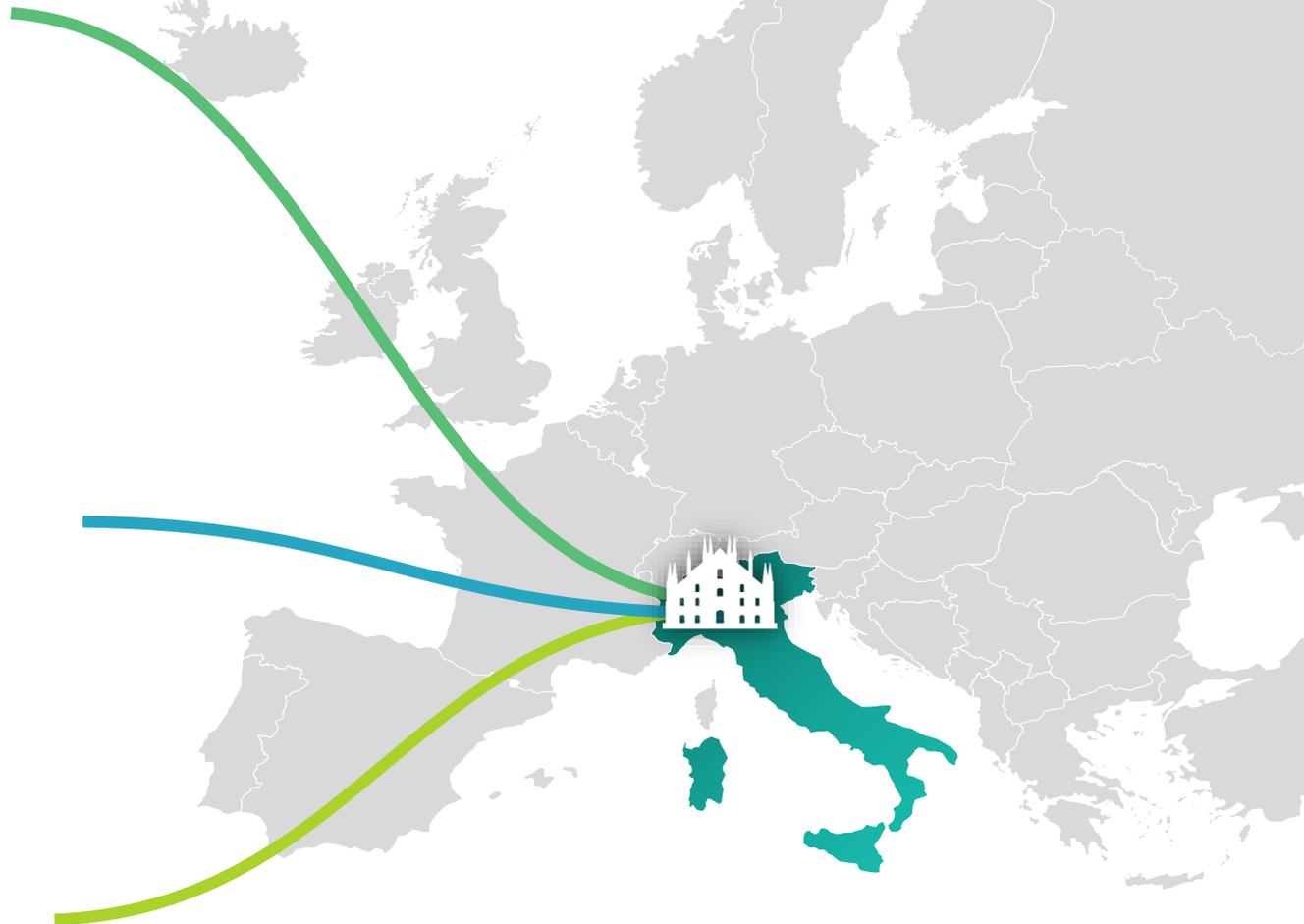
- **21.700.000** overnight stays in Lombardy in 2016
- **54%** of international tourists
- **46%** of national tourists
- **€ 4.1 billion** of business in 2016

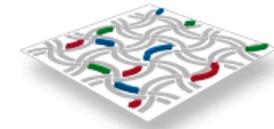
MILAN: A GLOBAL SUCCESS

- **7,6 million** tourist arrivals in Milan in 2016, **+48%** since 2008, **+100%** since 2000
- **1st** touristic destination in Italy in 2016
- **6th** touristic destination in Europe in 2016
- **14th** touristic destination in the world in 2016
- Milan is the **second European Best Destination** after Oporto (BDE Ranking 2017)

GREAT TOURISM FACILITIES

- **3.279 accommodation** facilities in Lombardy, of which **1.000 in Milan**
- Lombardy is a land of amazing **villages** and **lakes**: they account respectively for over **48%** and **41%** of total touristic demand
- **130 protected areas** make Lombardy one of the **greenest regions in Italy**





6. HUMAN CAPITAL

12

12

UNIVERSITIES

within the Lombardy Region, 8 within Milan with more than 250.000 students enrolled

10%

10%

POPULATION

Milan universities represent 10% of Italian university population

17%

17%

INTERNATIONALS

Almost 1 in 5 international students in Italy are enrolled in Milan universities

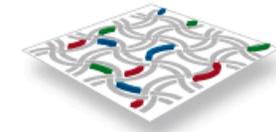
500

500

RESEARCH CENTRES

Lombardy accounts for 500 research and development centres, 10 sciences and technology clusters.

7. INNOVATION – A SMART CITY



**INVEST IN
LOMBARDY**

SMART CITY TECHNOLOGIES

One of the most cabled cities in Europe, Milan is in the **TOP 3 EY Smart City Index 2016C**

INNOVATIVE STARTUPS

Milan is the Italian capital for **innovative startups**: **926**, 15% of the country's total. Since 2007, Lombardy has seen the growth of **12.000 knowledge-intensive start-ups**

COMPETITIVE ADVANTAGE

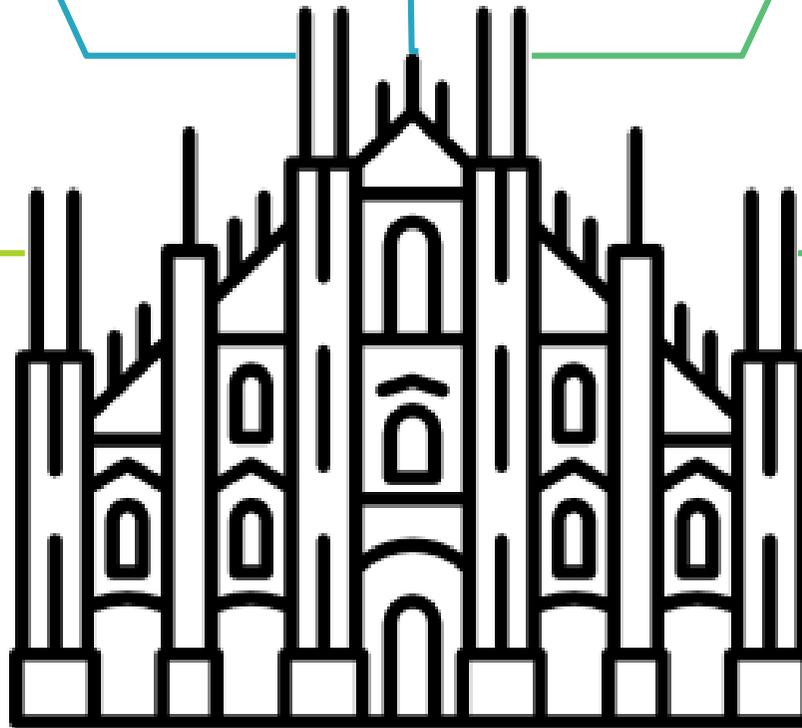
Milan is the **best Italian City for the ICT clusters** in terms of infrastructure, labour availability and quality

CONNECTIVITY

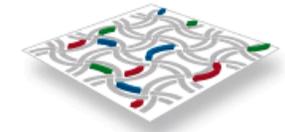
Milan has been one of the first European **testbeds for 5G connectivity**

POLICY MEASURES

The city of Milan has launched a new **“Plan for Digital Transformation”** set to transform Milan in a European Capital for Smart City and IoT technologies



8. REAL ESTATE



INVEST IN
LOMBARDY



SPECTACULAR SUPPLY

The **office supply in Milan** accounts for 3.4 million square meters, increased in 2015 by 15,8%



A COMPETITIVE ADVANTAGE

With a **Rental Price of prime office properties of €500 sqm/year**, Milan is more competitive than London, Paris, Geneva and Dublin



A TOP GLOBAL DESTINATIONS

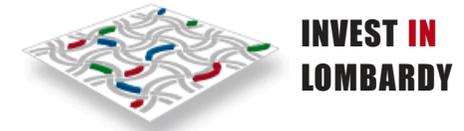
In 2015, Milan was **the 4° Real Estate Market** in Europe. 80% of investments originated from investors outside Europe



AN ACTIVE MARKET

The market of real estate investments in Milan is very dynamic: in **2016** transactions accounted for **€ 1.596 billion**

9. QUALITY OF LIFE



MILAN: A TOP QUALITY OF LIFE

Milan is a **multicultural** and **vibrant city**: almost **20%** of its population **are foreigners**, with more than **150 countries** represented. Undisputed **world capital of fashion and design**, Milan is also a city of **music, culture and tourism**.



CULTURE

372 sites of interest, 138 cultural spaces, 71 theaters and 85 museums, 9 UNESCO sites within the region, 13 Michelin-starred restaurants within the city



MUSIC

315.573 shows in 2016, with almost 30 million attendees and business volume of €1 billion



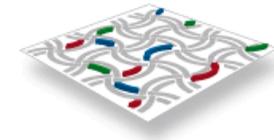
INTERNATIONAL EVENTS

Milan hosts every year 25 international exhibitions such as **Salone del Mobile** and **Milano Fashion week** for a total of 15.000 exhibitors and more than a million of visitors.



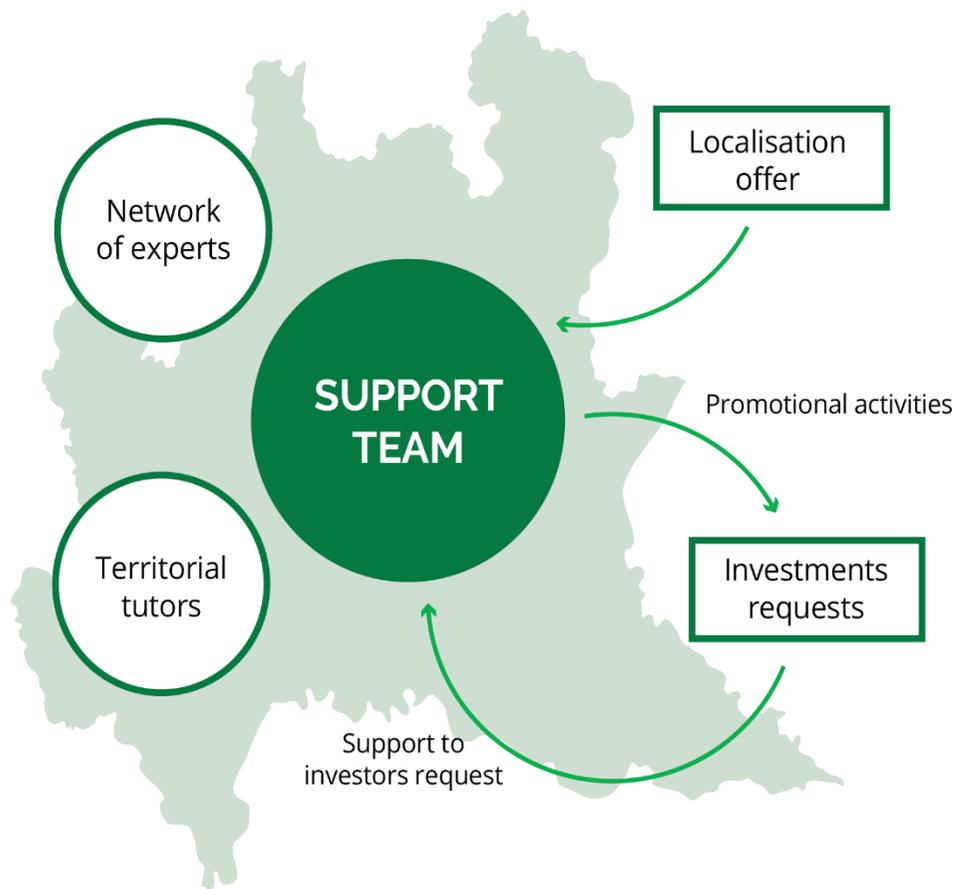
FASHION

Milan is the **international capital of fashion**, the favorite destination for shopping lovers: **7.392.538 tourist arrivals in 2015**



10. POLICY MEASURES: AttrACT

Agreements in which the **Municipality** and **Lombardy Region** engage to implement **concrete actions** to facilitate the investments on the territory



TOOLS



SIMPLIFICATION OF THE RELATIONSHIPS WITH THE PUBLIC ADMINISTRATION



DEVELOPMENT OF A TERRITORIAL OFFER AND INVESTMENT OPPORTUNITIES



CREATION OF A STRUCTURED NETWORK OF TERRITORIAL STAKEHOLDERS



SUPPORT TO ITALIAN AND FOREIGN INVESTORS

GOALS



MAPPING OF INVESTMENT SITES OPPORTUNITIES



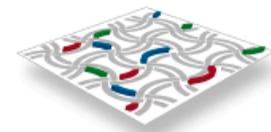
SHOWCASE OF IDENTIFIED OPPORTUNITIES



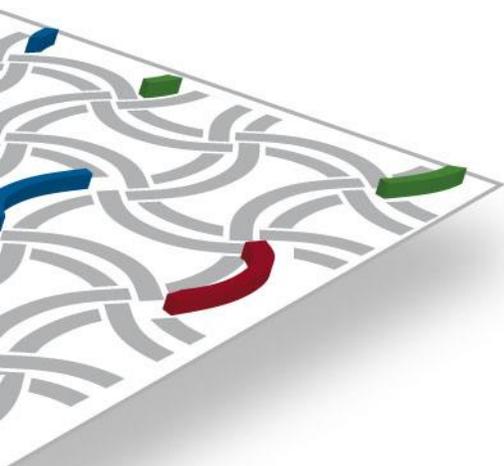
PROMOTION ROADSHOWS



ASSISTANCE TO INVESTORS

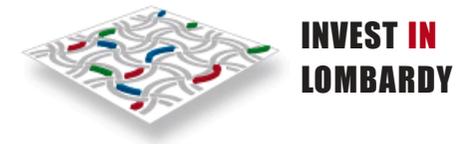


**INVEST IN
LOMBARDY**



KEY SECTORS

KEY SECTORS



ICT & MEDIA

1.200 companies active within the industry

A **global capital of multimedia** and publishing services



CREATIVE INDUSTRY

13.000 companies , **84.000** professionals

Lombardy hosts the most important **International Furniture Fair** in the world and one of the top **3 Fashion week** event



FINANCE & CONSULTANCY

Milan is home to more than **10.000** financial services companies

The city gives jobs to more than **100.000** professionals



CHEMICALS & PHARMA

Lombardy is the **2nd** region in Europe for number of employees

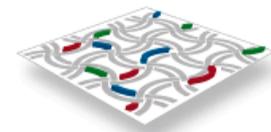
Milan is a serious candidate to host the **next EMA headquarters** (European Medicines Agency) in the Brexit scenario



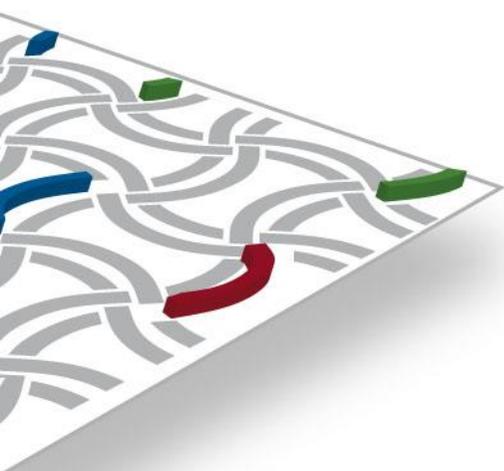
RESEARCH & DEVELOPMENT

Milan ranks **2nd** in Europe for **number of companies supporting innovation**

22% of R&D expenditures are generated in **Lombardy**

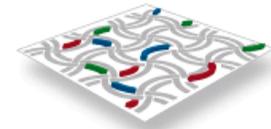


**INVEST IN
LOMBARDY**



INSIGHTS INTO LOMBARDY'S BUSINESS ENVIRONMENT

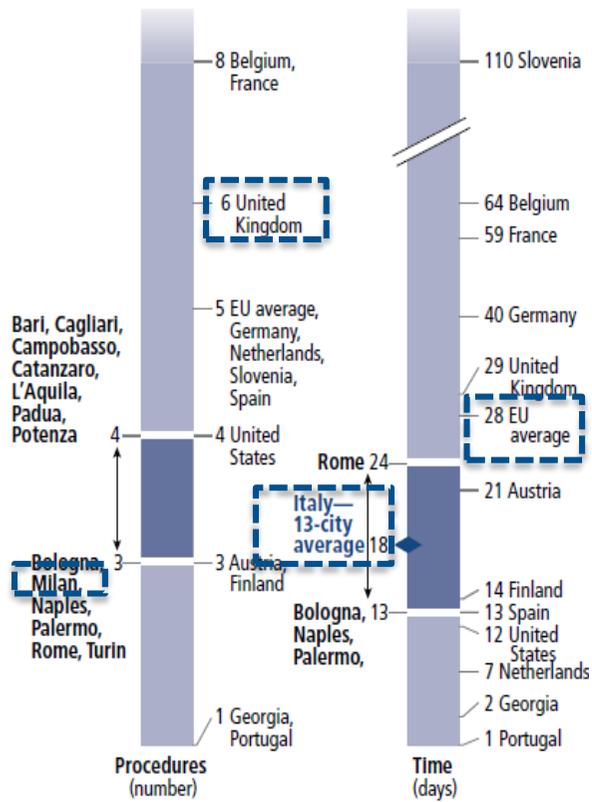
TIMING & PROCEDURES



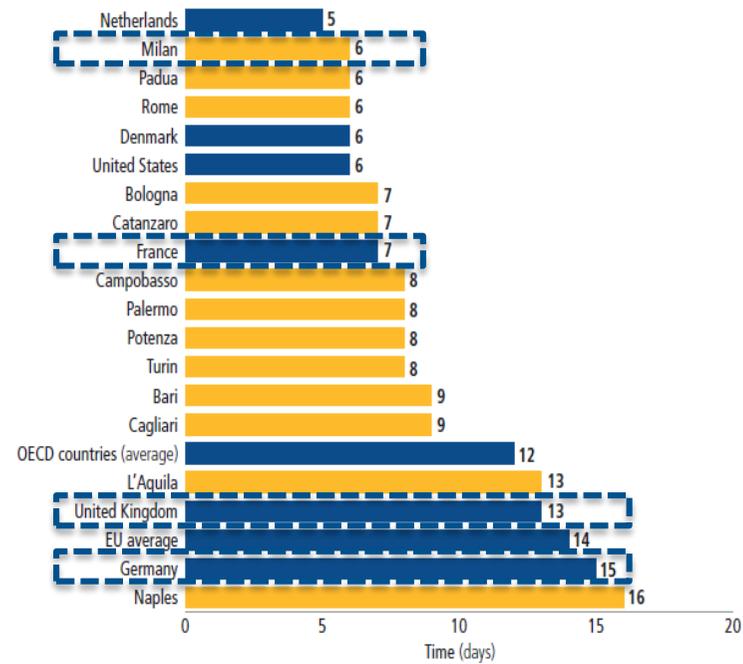
Registering property in **Milan** is **faster** and **less expensive** than in many EU economies

Business Costs in Milan are lower than in Paris, Frankfurt, Berlin and London (according to KPMG, Competitive Alternatives)

Starting a business in Milan is faster than in **UK** or **Germany**

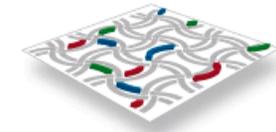


Source: Doing Business database.



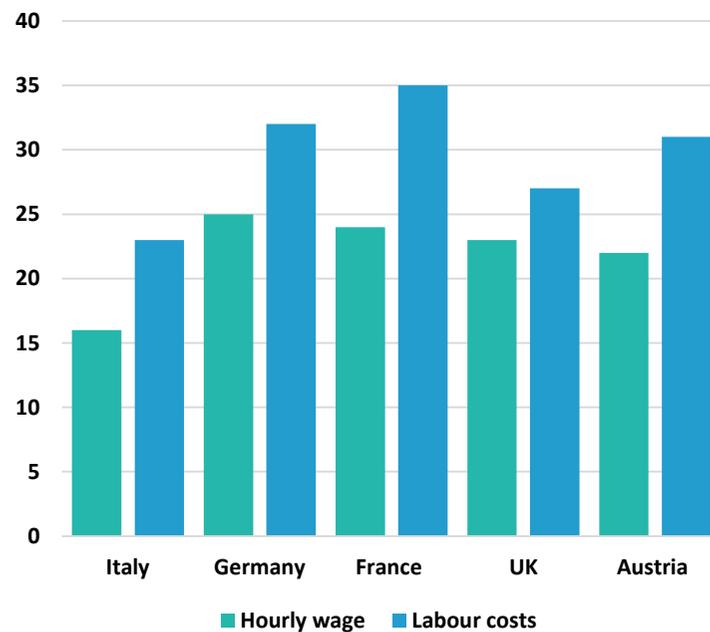
Source: Doing Business database.

LABOUR MARKET DATA

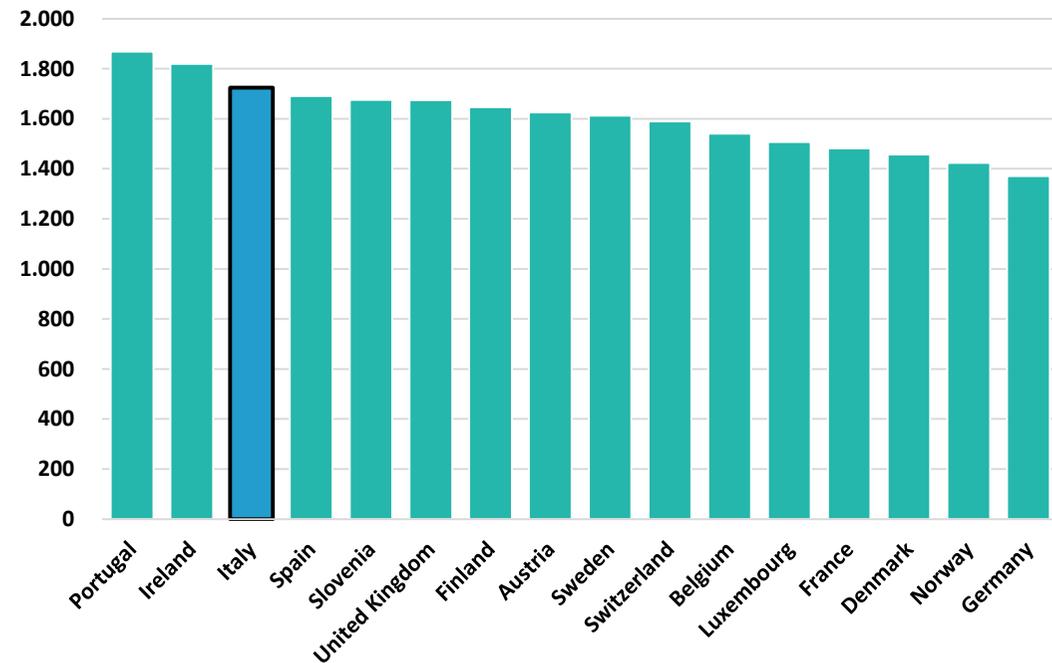


- According to **OECD** data, **Italy** has **lower labour costs** comparing to France, Germany, Austria and UK.
- In comparison with other countries (Austria, France, UK, Germany) Italian workers have **higher average annual hours** worked.

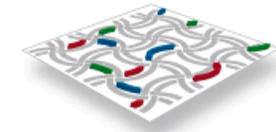
Comparing ISTAT and OECD data (2016)



Comparing hours worked per worker (2016)



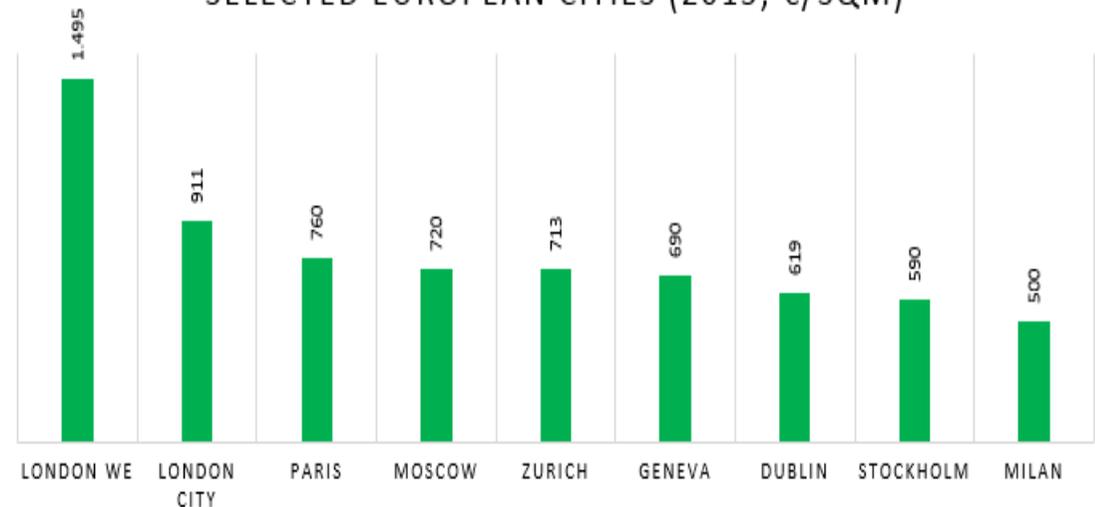
OFFICES RENTAL DATA



**INVEST IN
LOMBARDY**

- ❑ Lombardy is the top Italian region for **office stock** with over **140.000 units**
- ❑ 22% of the National office stock is in **Lombardy**
- ❑ At the end of **2015**, rental prices of prime office properties were at **€490** per square meter. A very competitive price compared to European competitors.
- ❑ In 2015 office stock in Milan reached over **12,58 million sqm** of total space
- ❑ **Vacancy** is showing a downward trend compared to the previous year: in 2015 is at **13,4%**
- ❑ Take-up in 2015 was 320,000 sqm, **16% above the 276,000 sqm/year** average of the last 5 years

RENTAL PRICES OF PRIME OFFICE PROPERTIES IN
SELECTED EUROPEAN CITIES (2015, €/SQM)

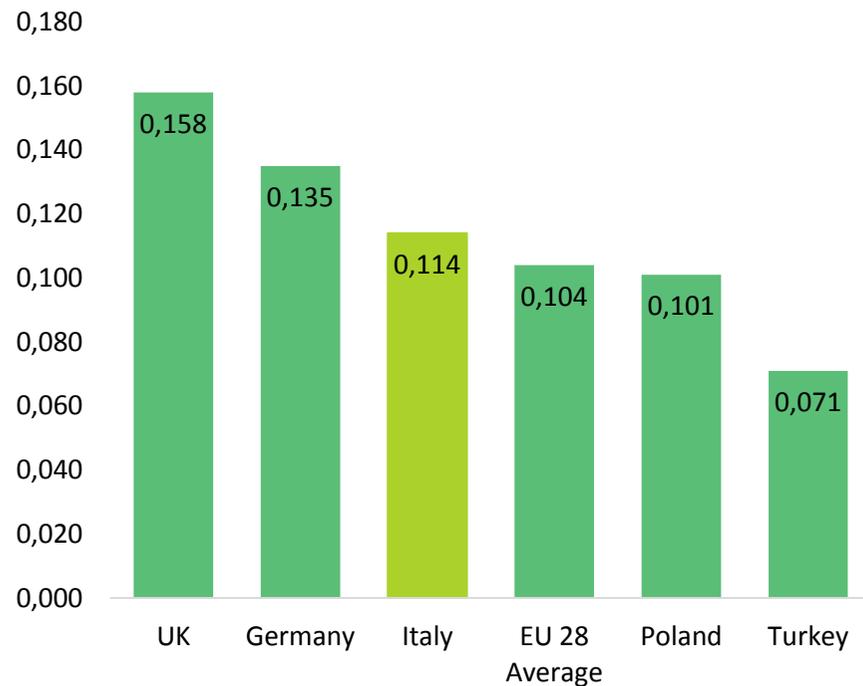


WATER AND ENERGY COSTS

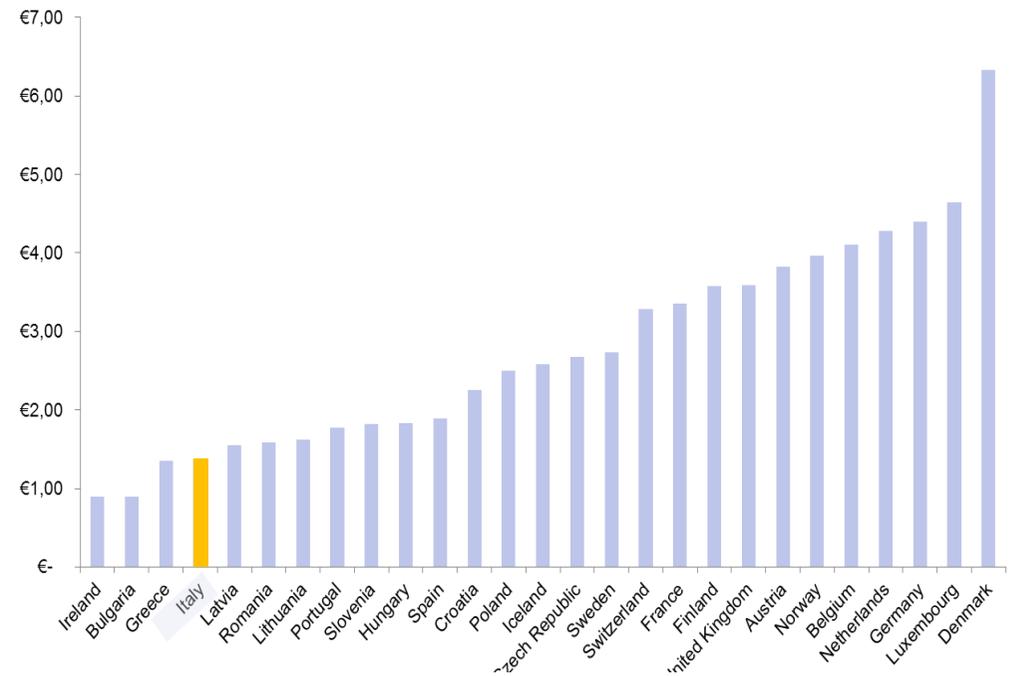


**INVEST IN
LOMBARDY**

Electricity Costs in Europe at Band IF* (EUR per KWh in 2015, all taxes and levies incl.)

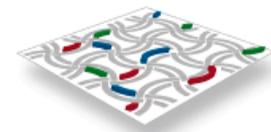


Industrial Water Costs in Europe (EUR per m³ in 2015, all taxes and levies incl.)

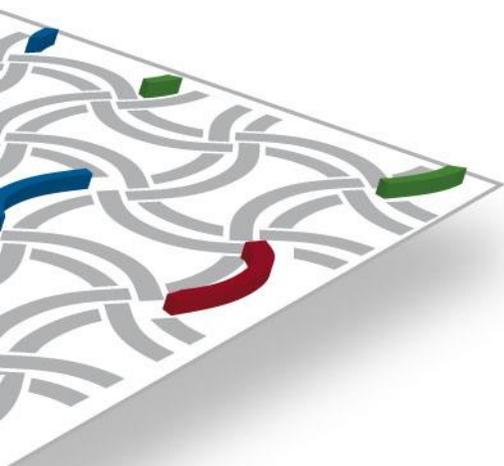


Electricity costs are **lower** than other highly industrial european countries such as **UK** and **Germany**

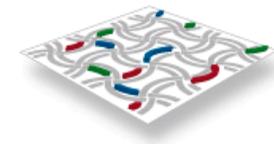
Within the most industrialised economies in Europe, Italy has by far **the most competitive water costs**



**INVEST IN
LOMBARDY**



TIPS FOR INVESTORS: INVEST IN LOMBARDY'S PARTNERS' CONTRIBUTION



THE 2017 BUDGET LAW: OPPORTUNITIES FOR COMPANIES (1/2)

- **SUPER-DEPRECIATION:**

A temporary accelerated depreciation regime has been Introduced, providing a **40% extradeduction** - for depreciation purposes – of the acquisition costs of new tangible assets purchased. Therefore, the company would realize a **net saving of 9,6%** on the investment made. The provision applies to new assets purchased by 31/12/2017 or 30/6/2018, provided that the orders have been signed by 31/12/2017



- **HYPER-DEPRECIATION:**

An even more generous accelerated depreciation regime for new high-tech tangible and intangible assets, functional to the digital transformation of Italian enterprises.

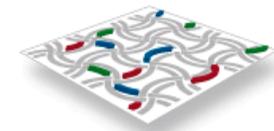
For these assets, the acquisition cost is **increased by 150%** for depreciation purposes. In case of purchases exceeding Euro 500.000, in order to benefit from this favourable regime, companies are required to obtain a certification from an expert to declare that the assets fall within the ones listed in Law 232/2016



- **« NUOVA SABATINI »**

This measure, provided to all companies interested in upgrading industrial plants, buying new machinery and equipment, investing in hardware, software and digital technologies, consists in a **Financial Contribution** (at a **2.75% rate for 5 years**) to cover the interest payable on bank loans, ranging between Euro 20,000 and Euro 2,000,000.





THE 2017 BUDGET LAW: OPPORTUNITIES FOR COMPANIES (2/2)

• TAX CREDIT ON R&D

A tax credit to all enterprises is available for R&D expenses. The main activities eligible for the R&D tax credit are:

- basic research;
- applied research;
- experimental development;
- manufacturing and testing of products, processes and service.

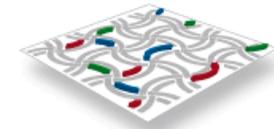
The **tax credit is equal to 50%** of the qualifying expenses incurred as from 1/1/2017 over the yearly average of such qualifying R&D expenditures that the enterprise has incurred in the 3 fiscal years preceding the fiscal year as at 31 December 2014

• PATENT BOX

Opportunity to choose a facilitated fiscal regime: **exemption from overall income of 50% of profits** coming from direct / indirect use of specific intellectual property

(DM MEF-MISE 30 July 2015)





THE 2017 BUDGET LAW: OPPORTUNITIES FOR INDIVIDUALS



New Italian resident

Individuals who transfer their fiscal residence to Italy may be qualified for the new “substitute-tax” regime, on all sources of income located abroad.

The **annual substitute tax amounts to Euro 100.000.**

Possibility to extend the regime to each family members who transfer their residence to Italy. In this case, annual substitute tax to Euro 25.000.



Golden Visa

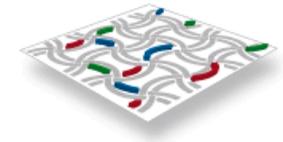
Under specific conditions a non-UE citizen may obtain a **temporary visa** (2 + 3 years) to stay in Italy



«Highly skilled people» regime

A **tax rate reduction** for individuals (employment or self-employment) who transfer their residence in Italy upon condition are met

THE OPPORTUNITIES FOR INNOVATIVE STARTUPS



**INVEST IN
LOMBARDY**



Free-of-charge incorporation with digital signature



Easier to cover systematic losses



Easier access to bank loan



Easier compensation of VAT credit



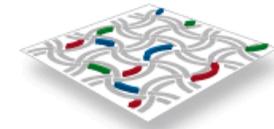
No regulations on dummy companies



Incentives to investment



Fail-fast



THE OPPORTUNITIES FOR INNOVATIVE SMEs



Free access to #ItalyFrontiers



Flexible corporate management



Easier to cover systematic losses



Exemptions on dummy companies



Incentives to work for equity
schemes



Incentives to investment



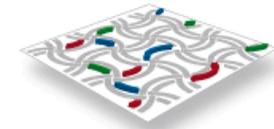
Equity crowdfunding



Easier access to bank loans



ITA Service Card



A MODERN, COMPETITIVE AND NON-DISCRIMINATORY LABOUR MARKET

In the last decade, Italy has implemented a number of substantial reforms of labour market aimed at the creation of a modern, competitive and non-discretionary environment



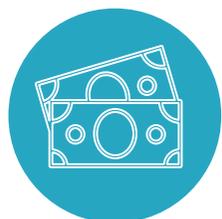
Limited Reinstatement

Since 2015 reinstatement has been limited to cases of discrimination proven by the concerned employees. The due indemnity is not discretionary for the judge



Court litigation

the court litigation has dramatically fallen (approx. 70% reduction of court cases concerning dismissals and end of fixed term)



Indemnity

With the new reform, should the dismissal be declared unfair, the employee is entitled to an indemnity amounting to 2 months' salary per each year of seniority



Length of Court litigation

the length of first degree employment Court litigation: 1-1.2 years on average at Italian level; 7 months at the Court of Milan;



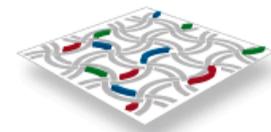
Out of court settlement

The new law on dismissal encourages the parties to find a prompt and amicable out of court settlement. Example: should the employee accept an offer of 1 month per year of seniority, up to a maximum of 12 months, a substantial tax exemption applies

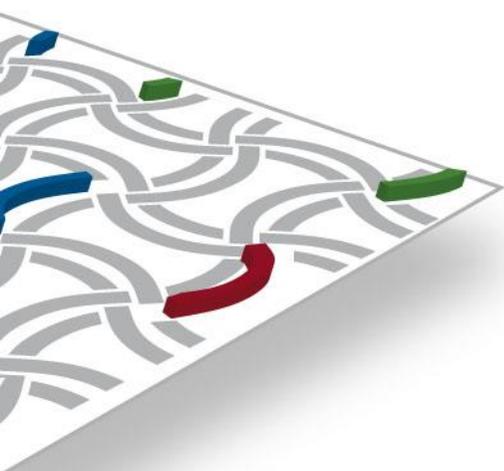


New powers for the employer

since 2015, the employer has a wide power to freely decide the duties to which the employee must be assigned to during the employment relationship

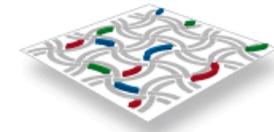


**INVEST IN
LOMBARDY**



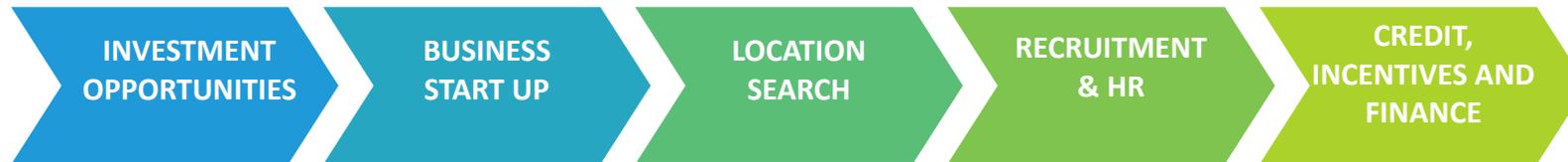
HOW WE CAN SUPPORT YOUR BUSINESS

HOW WE CAN SUPPORT YOUR BUSINESS



Invest in Lombardy supports foreign investors along the entire **process of settlement** and **expansion** of the investment, by giving **quick** and **useful** responses to their needs

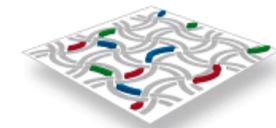
Thinking of starting up a business in Lombardy?



Planning to expand your business in Lombardy?



ANALYSIS AND RESEARCH



Support in **market research** for **business plan** implementation

Italy ranks 2nd in Europe for paper demand by corrugated cardboard producers

Paper Demand by Corrugated Cardboard Producers (k tons, 2014)



- Total paper demand by corrugated cardboard producers in Europe was around 27 million tons in 2014
- Italy represents ~3.8 million of this demand, corresponding to ~14% of the European total
- Italy is the second largest

Executive Summary of Investment Alternatives (1/3)

| Location / Municipality | Land Size (sqm) | Price (€/sqm) | Connectivity | Notes | Pros | Cons |
|---|---------------------------------|---------------|--|--|---|--|
| 1 Former Gulf Bertonico (Lodi) | 437,225 | 35 | • Highway A1 at 13.3 km • Milan at ~60 km | Previously occupied as oil refinery | • Land already has a test building certificate (permit) that can fasten construction • Close to power plant, possibility to negotiate special prices | Completely greenfield investment |
| 2 Former Azelia Unilever Casalpusterlengo (Lodi) | 250,000 (+100,000 if necessary) | 65 | • Direct access to national road SP22 • Highway A1 at 8 km • Milan at ~40 km | In the middle of a logistic quarter | • Very well connected logistically • Availability of water course | Completely greenfield investment |
| 3 Former Azko Nobel Fombio (Lodi) | 270,000 | 11 | • Highway A1 at 9 km • Milan at ~70 km | Currently occupied by a disused industrial coating factory | • Cheaper infrastructure costs (%40 of normal) • Pending building certificate | • Completely greenfield investment • Pending building certificate |

Source: Lombardy Region

Italian FDI Desk, Istanbul

WHY INVEST IN LOMBARDY

- A dynamic and productive region:** Lombardy is an economic success story. It contributes 20.8% of the National value added (2nd in Italy and 4th in Europe). It has 605,000 active companies and the 8th highest employment growth rate in Europe.
 - > 34% = EU average
 - 2nd in EU of 55,000 GDP per capita
 - 2nd in EU for exhibition space in m²
 - 16 permanent exhibition centres
 - 600,000 m²
 - 30 million visitors expected for Expo 2015
- An innovative region:** Lombardy leads the way in development: 8 science and technology parks, 152 innovation businesses, 11 CNR (National Research Council) institutes and 267 in-house research institutes.
 - 500 research and development centres
 - 10 science and technology clusters
 - 8 science and technology parks
 - 31% Italian patents recognizing the R&D are registered in Lombardy
- Leading the way in education:** Lombardy stands out for the quality of its human capital and education system at all levels. It boasts 275,000 university students and 45,000 graduates.
 - World TOP 100
 - Master courses in Business Administration
 - 13 Universities
- An attractive region:** Lombardy is the first region in Italy for the quantity of foreign investment projects and capital it attracts.
 - 1,064,447 number of foreign visitors
 - 18,000 number of foreign companies
 - 1st region in Italy for both the quantity and value of its international trade

EXCELLENCIES, NOT AVERAGE

LOMBARDY

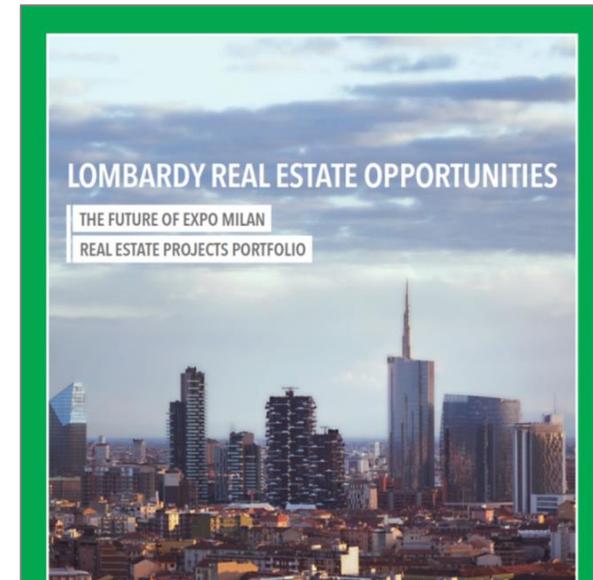
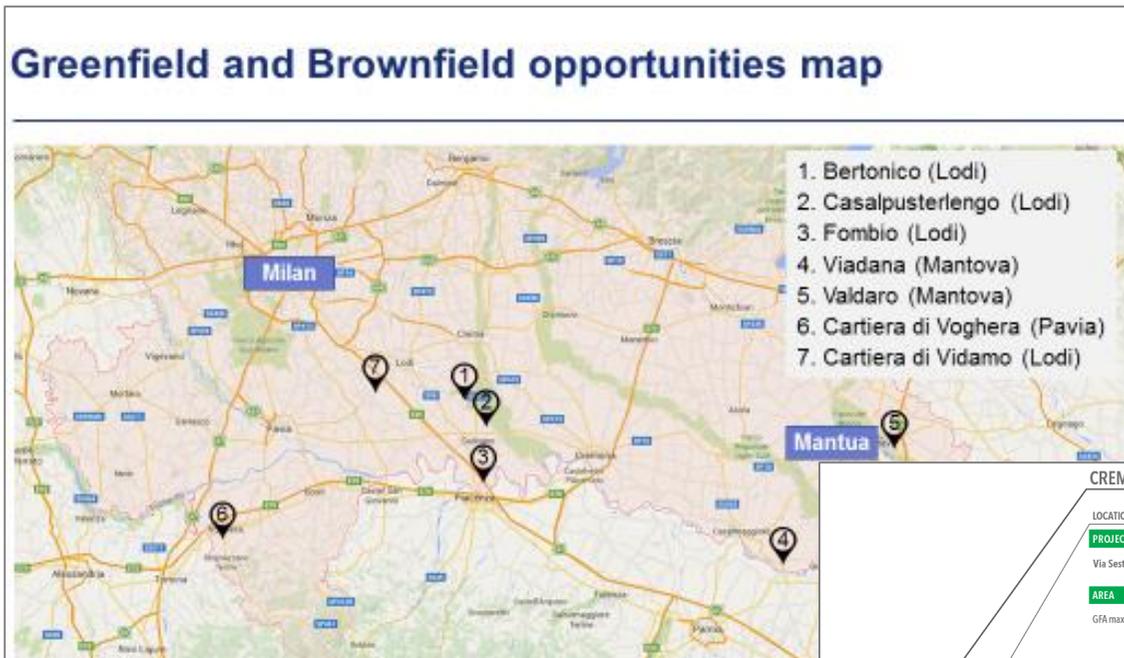
- GDP: almost 25% of Italy's total GDP → higher than Norway, Austria, Denmark, Finland, Ireland and Portugal
- Lombardy's per capita nominal GDP +23% of the average per capita European GDP
- Lombardy has more than 800,000 companies
- One of the four European economic engines
- One of the top ten World Economic Centers (According to Standard & Poor's)
- Over 60% of FDI coming to Italy (92 of the top 100 multinational companies in Italy)
- Milan, the European city with the highest density of multinational companies

ITALY

- GDP: (€) 1.560 billion → the fourth GDP in Europe; 2,78% of global GDP
- Almost 4 million companies
- The 9th largest economy in the world
- 61 million people, with a GDP per head of approx 30.000 US \$
- At the center of 3 key markets of about 800 million relatively high income consumers (European Union + Southern Mediterranean Countries + Balkan Countries)

LOCATION SEARCH

- ❑ Selection of **suitable locations** for the companies
- ❑ Assistance during the **location assessment and site visit**



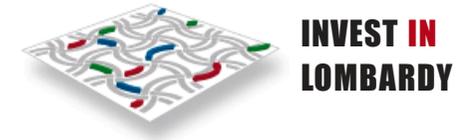
INVESTMENT SITES

| LODI | |
|--|--|
| LOCATION: EX GULF, BERTONICO, LODI, LOMBARDY | |
| PROJECT NAME | REFERENCE SEGMENT |
| Ex Gulf | <ul style="list-style-type: none"> • Industrial • Logistics |
| AREA | ACCESS |
| NIA 437,225 sqm Max building area 214,200 sqm | <ul style="list-style-type: none"> • Highway A1 MILANO - NAPOLI / ES - 13,27 km / 11 min • Railway - Direct connection freight yard Casalpuusterlengo (to restore and renew): total length of the single-track line is 5,200 Km • Port - Girona: 159 km / h 2 • Port La Spezia 185 km / h 2 • Airport Milan Linate: km. 52,8 / h 43 / 1 h about |
| LODI | |
| LOCATION: EX AZIKO NOBEL, FOMBIO, LODI, LOMBARDY | |
| PROJECT NAME | REFERENCE SEGMENT |
| Ex Aziko Nobel | <ul style="list-style-type: none"> • Industrial • Logistics |

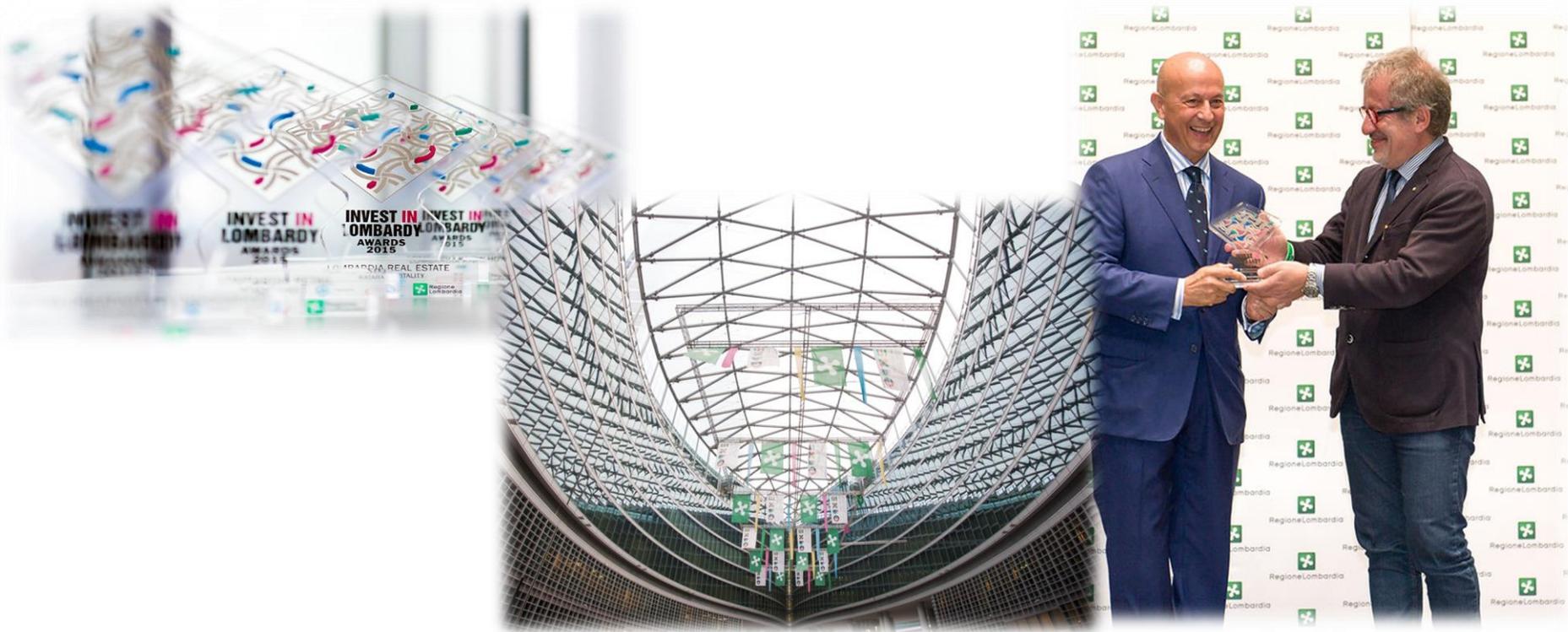
CREMONA

| LOCATION: VIA SESTO, CREMONA, LOMBARDY | |
|--|---|
| PROJECT NAME | REFERENCE SEGMENT |
| Via Sesto | <ul style="list-style-type: none"> • Industrial • Retail (excluding large outlets) |
| AREA | ACCESS |
| GfA max 77.688,50 sqm | <ul style="list-style-type: none"> • Set back from the north side mt. 500 • SS 415 Paullese (towards Crema - Milano) from the south side km. 1,5 in the Port of Cremona Canal and from the SS 234 (direction Codogno-Pavia) |
| CREMONA | |
| LOCATION: VIA PICENENGO, CREMONA, LOMBARDY | |
| PROJECT NAME | REFERENCE SEGMENT |
| Via Picenengo | <ul style="list-style-type: none"> • Industrial • Retail • Logistics |
| AREA | ACCESS |

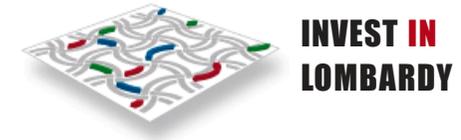
DEALING WITH PUBLIC INSTITUTIONS



- ❑ **Facilitating** contacts with **local authorities** and **Institutions**
- ❑ **Introducing** to **local administration** for **complex investments** (e.g. logistics, industrial, etc...)
- ❑ **Dealing** with **administrative procedures**



ACCESS TO INCENTIVES AND CREDIT



- ❑ Searching into **possible incentives** available for your business at **national and local level**
- ❑ Facilitating **links** with **credit institutions** and financial entities



ITALIAN AND LOMBARDY INCENTIVES FOR GREENFIELD INVESTMENTS



COMPETITIVENESS COMMITMENT WITH LOMBARDY REGION:

Help step by step of the institutions to private companies:

- *"One stop office" - a single decision-making center for all matters*
- *Quick and concrete answer: answers within 1 month*
- *Taylor made support*
- *Profitable direct collaborations with local Institutions*
- *Access to highly specialized skills and R&D infrastructure*

HIRING HUMAN RESOURCES: tax credit for hiring young (30% of the salary for 18 months) and woman personnel (50% of the salary for 18 months)

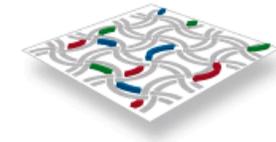
ACQUISITION OF NEW MACHINERY: financial aid at subsidized rate for machinery acquisition in industrial sector

- Maximum loan 2 million (euro)
- Either National and Lombardy funds are available

INNOVATIVE START-UP:

- Flexible working contract for hiring skilled personnel
- Tax credit for hiring for skilled personnel (35% of the annual salary)
- Easy access to financial credit (max 2,5 Million of Euro) at subsidized and government warranties
- Accelerate procedures for the setting up and registration of the newco

HR AND RECRUITMENT SERVICES



INVEST IN LOMBARDY

- ❑ Assistance in **identifying the most suitable staff** for your business
- ❑ Facilitating **links with public and private stakeholders** in the recruitment sector
- ❑ Supporting in identifying the **existing relevant public incentives for hiring young people**



Leading the way in education

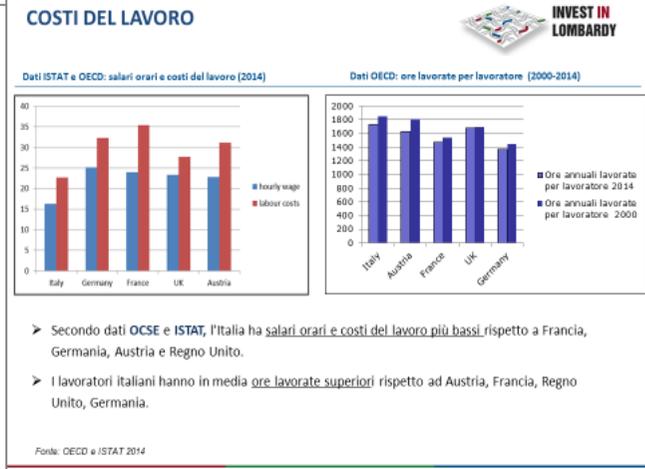
Lombardy stands out for the quality of its **human capital** and education system at all levels. It boasts 275,000 university students and 45,000 graduates.

4

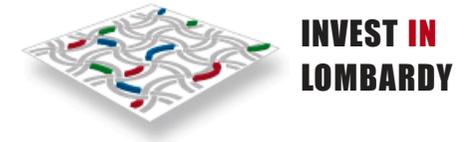
World TOP 30 & TOP 50 for courses in business administration

- SDA Bocconi
- School of Management of the Politecnico di Milano

13 universities



M&A PLATFORM



- ❑ Collecting **blind profiles** of Italian capital seeking companies and foreign investors
- ❑ Facilitating **Merger & Acquisition opportunities matching** between Italian and foreign companies



Invest in Lombardy
M&A OPPORTUNITIES

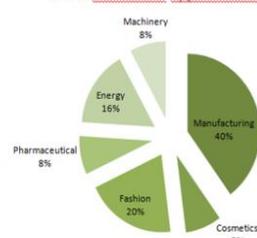


M&A OPPORTUNITIES WITHIN ITALIAN INDUSTRIES



- Main sectors: manufacturing, machinery, automotive, aerospace, fashion, cosmetics, pharmaceutical
- High skilled SME characterized by Made in Italy quality and high level expertise in niche sectors
- Companies turnovers range from 1,5 mln euro to 140 mln euro

Sector investment opportunities



Examples of M&A and Real estate opportunities

- **Opportunities M&A**
Sectors: TEXTILES, FASHION and ACCESSORIES, SHOES, MUSIC INSTRUMENTS, ELECTRONIC DEVICES
- **Opportunities in M&A - Companies participated by venture funds**
Sectors: BIOMEDICAL, NANOTECHNOLOGY, ICT, MECHANICAL, ADVERTISING and ENERGY
- **Opportunities in Real Estate**
RESIDENTIAL, TOURISTIC and COMMERCIAL
Real Estate Yield: from 3.5% to 7%

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www.investinlombardy.com

COMPANY N.XXX – XXX (sector)



COMPANY OVERVIEW

The company XXXXX

MARKETS & COMPANY STRUCTURE

The company offers XXXXXX

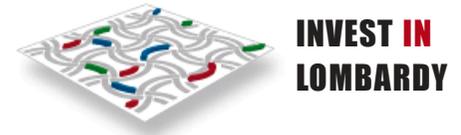
FINANCIAL HIGHLIGHTS

| (DATA IN MLN EURO) | 2013 | 2014 | 2015 F |
|--------------------|------|------|--------|
| TURNOVER | | | |
| EBITDA | | | |
| EBITDA % | | | |
| EBIT | | | |
| NFP | | | |

TRANSACTION PROPOSED

The shareholders are looking for XXXXXXX

OUR PARTNERS



Find out more

Invest in Lombardy is the regional service for attracting foreign investments into the Lombardy region.

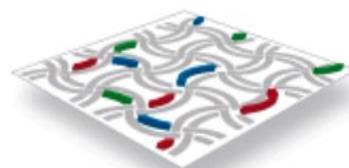
Invest in Lombardy is structured as a regional network that works closely with business communities and helps address their needs.

Want to invest in Lombardy?

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investinlombardy.com



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