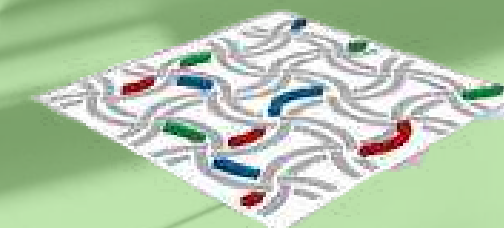


LIFESCIENCE IN LOMBARDY

attr**ACT**



**INVEST IN
LOMBARDY**

POWERED BY



LOMBARDY

Lifescience Business Environment

Lombardy is the most developed Italian region in the lifescience sector, both considering the production value and the number of employees. The whole industry has an impact on the national total, which is equal to the 31% of production, 25% of the value added and 20% of employment.

1st

Region in Italy
per number of
companies,
revenue and
employees

347.000

employees,
out of 1.745.172 on
a national level
(20%)

with a **value of production of**
€ 63,4 BILLION

and a **value added of**
€45,8 BILLION





Among the **top 4 regions in Europe**, together with Cataluña, Baden-Württemberg e Île de France



€500 millions spent in **R&D**
(1/3 of the national total)



303 experimentations
conducted (32,9% of the national amount)



6.270 scientific papers
realized

LOMBARDY

LIFESCIENCE BUSINESS ENVIRONMENT



Within the Lombardy Lifescience industry can be identified the following **three sub-sectors**:

- **Industries** (pharmaceutical ingredients, drugs, medical devices, biotech research services, industrial gasses for medical use)
- **Commerce** (wholesale and retail commerce of pharmaceutical products, medical devices and other healthcare items)
- **Health and social-health services** (hospital, dental and assistance services)

The pharma sub-sector

Lombardy is an excellence of the European pharmaceutical industry, having in recent years expanded its competitive advantage and its international openness. An indicator of that is its **% export increase** (+59%), which is much higher than the European average (around +42%) and than the rate of the most developed countries (Germany +50%, Spain +20%, France +9%). The same comparison with the other major European countries also shows that the **impact of the value added** (2,2%) is higher than the European average (1,9%).

1st

Lombardy is the **first region in Italy and in Europe** per number of employees

14,9

Value of the production
(in million €)

4,3

Value added
(in million €), which is the 46,5% of the national total

2183

Number of employees per million inhabitants

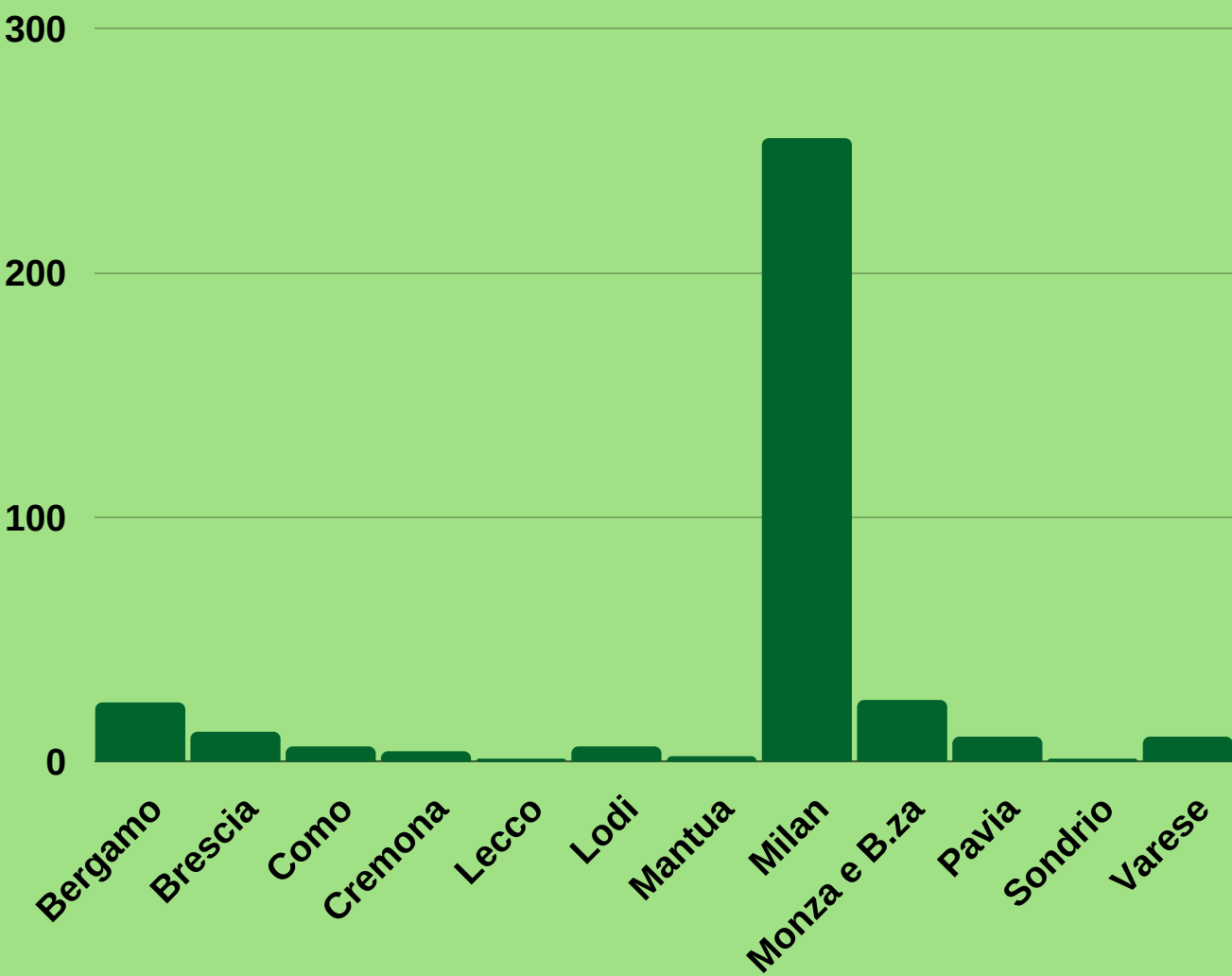
+59%

% export increase
between 2010 and 2017

National and International companies in the region

Lombardy is home to around **430 lifescience companies**, They are especially **SMEs**, but there is also a big presence of giant multinationals, like Novartis, Sanofi or Bayer. The vast majority of lifescience companies is located in the **Milan** province, but other interested territories are the ones of **Bergamo and Monza Brianza**.

FIRMS PER PROVINCE IN LOMBARDY



Some key players



BAYER ITALIA SPA

- **REVENUE:** €1.700.000.000
- **EMPLOYEES:** 2.000
- **LOCATION:** Milan (MI)
- **MAIN ACTIVITIES:** human and animals pharmaceutical products; agricultural chemicals and biotechnologies



RECORDATI SPA

- **REVENUE:** €1.280.000.000
- **EMPLOYEES:** 4.100
- **LOCATION:** Milan (MI)
- **MAIN ACTIVITIES:** development, manufacturing and marketing of pharmaceutical products



BRACCO SPA

- **REVENUE:** €1.300.000.000
- **EMPLOYEES:** 3.420
- **LOCATION:** Milan (MI)
- **MAIN ACTIVITIES:** world leader in the production of diagnostic contrasting agents



ROCHE ITALIA SPA

- **REVENUE:** €901.000.000
- **EMPLOYEES:** 1.200
- **LOCATION:** Monza (MB)
- **MAIN ACTIVITIES:** pharmaceuticals and diagnostics



NOVARTIS SPA

- **REVENUE:** €1.190.000.000
- **EMPLOYEES:** 2.000
- **LOCATION:** Origgio (VA)
- **MAIN ACTIVITIES:** innovative medicine, generics and eyecare



SANOFI ITALIA SPA

- **REVENUE:** €1.400.000.000
- **EMPLOYEES:** 2.500
- **LOCATION:** Milan (MI)
- **MAIN ACTIVITIES:** general medicine, diabetes, consumer healthcare and vaccines

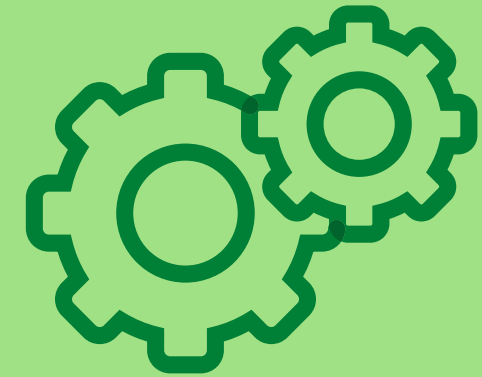
Lombardy Competitive Advantages



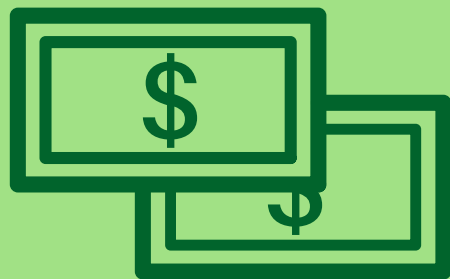
**1) CLUSTERS AND
DISTRICTS**



**2) SKILLED
WORKFORCE**



**3) COMPLETE SUB-
SECTORS**



**4) COMPETITIVE
COSTS**



**5) EDUCATION &
RESEARCH**



**6) DIGITAL
CONNECTIVITY**

Competitive Advantages of the Lifescience environment in Lombardy

1) CLUSTERS AND DISTRICTS

The cluster provides a system with a united, visible, and identifiable collective identity. The peculiar environment:

- **fosters innovation**
- **strengthens companies' position** in the global marketplace
- **guarantees higher competitive advantage** and stimulates the cluster companies' **growth**



2) SKILLED WORKFORCE

The extraordinary geographic concentration of **high-specialized firms** allows the creation of **in-depth know-how**, which guarantees **high specialized employees** such as:

- **biomedical engineers**
- **specialized doctors and researchers**
- **high-skilled nurses and other dedicated health workers**



3) COMPLETE SUB-INDUSTRIES

Lifescience includes a variety of sub-sectors, among which:

- **Pharmaceuticals**
- **Medical Devices**
- **Drugs distribution**
- **Biomedical engineering**



Competitive Advantages of the Lifescience environment in Lombardy

4) COMPETITIVE COSTS

Italy is the third most convenient country in Western Europe for manufacturing **labor costs**, with an **average of € 28,8 per hour**, far below the **Euro Area average (€ 30,6)**



5) EDUCATION & RESEARCH

9 Universities and 14 Research centers specialized in topics related to the lifescience industry: **roughly ... students graduated in health-related subjects per year in Lombardy**



6) DIGITAL CONNECTIVITY

Lombardy is the best Italian region concerning the Digital Economy and Society Index in 2019 (DESI).

By the end of 2020:

almost **100% of Lombardy** will get ultra-fast broadband service

Great Milan Area, Brescia and 14 clusters will get 5G network



WHAT CAN YOU DO IN LOMBARDY?

Lombardy is among the leading destinations in Europe for investments in the lifescience industry. It is the first region in Italy in terms of revenues generated (€6 bln out of €16,4 of the total turnover in 2018, equal to 37%).

There are countless benefits that come from investing in the region, as you will be able to:



R&D

Rely on outstanding talents with R&D skills and highly specialized know-how and worldwide renowned designers and creative thinkers



PRODUCTION

Expand your subcontracting chain within an extraordinary business environment of 800.000 companies



MARKET

Have access to more than 800 million european consumers and create a favourable commercial hub to the EMEA market, while consolidating marketing and sales strategies

SOME RECENT EXAMPLES OF FOREIGN FIRMS INVESTING IN LOMBARDY



**Ekso
Bionics**

The company has inaugurated an **excellence center** in Costa Masnaga (CO), a rehabilitation center fully embedded with Ekso Bionics' technologies designed for patients with mobility problems



Flowmetric

The company has created its **European headquarters** in Bresso (MI), inside the OpenZone Campus., a scientific campus and excellence research center, fully dedicated to the lifescience sector.



Patheon

The project consists in the **expansion of the productive capacities** in the Monza plant. Recently a new excellence center for the development of sterile injectables was opened in Monza.

ULTIVUE

Ultivue

The company has inaugurated the new **branch in Milan**, which is also the first fully owned in Europe. The new offices will be able to support the activities of the company in the whole Europe.

SOURCES:

<https://eksobionics.com/it/>
<https://flowmetrics.com/>
<https://patheon.com/>
<https://ultivue.com/>

Recent Success Stories



MARCH 2020

BAYER S.P.A.

Bayer has **donated € 1 million to hospitals in Lombardy** in order to purchase life-saving machinery, therefore supporting the Region in fighting the virus. The contribution was destined to purchase equipments for the intensive and sub-intensive units.



MARCH 2020

NOVARTIS S.P.A.

Novartis has chosen the Porta Nuova District in Milan as the **new venue for their headquarters**, which are going to receive more than 700 employees. In the new building will host the Innovative Medicine Division, including its Pharmaceutical and Oncology units, and the Sandoz Division. The location will be inaugurated in 2021.



JULY 2020

HUMANITAS S.P.A.

The Humanitas hospital in Rozzano has successfully built in just 11 weeks the **"Emergency Hospital 19"**. The new location was inaugurated in order to fight the burst of the virus, increasing the number of beds available in intensive and sub-intensive care, with a total investment of € 12 million.

SOURCES

https://first.aster.it/_aster_/viewNews/45884/mise-bando-grandi-progetti-r-s-a-valere-sulle-risorse-del
<https://www.regione.lombardia.it/wps/portal/istituzionale/HP/DettaglioRedazionale/servizi-e-informazioni/imprese/imprese-manifatturiere-artigiane-e-di-servizi/serv-competitivita-progetti-mise-svec>

NATIONAL INCENTIVES AND FISCAL BENEFITS



Large Investments and Area of Industrial Crisis

Development Contracts

Incentives for investment projects of at least € 20 mln in Manufacturing, Agriculture, Tourism and Environmental protection sectors (fast lane for foreign companies)



R&D Investments

• Innovation Agreements

Industrial research and development activities with eligible costs between € 5 mln and € 40 mln - 20% granted by National level, 3% granted by Lombardy Region)

• Large Project R&D

Digital agenda Sustainable Industry: industrial research and development activities in the digital fields or innovation, costs between € 5 mln and € 40 mln - subsidized loan up to 70% of the eligible costs



Fiscal Benefits

New investments

- Fiscal Exemption on capital Investments
- Tax Credits Industry 4.0
- Tax Credits Machineries

R&D

- Patent Box
- Tax Credits R&D
- Tax Credits Innovation

Human resource Training

- Industry 4.0 Training
- Employment bonuses



REGIONAL INCENTIVES



«AL VIA» Corporate Investments

Long-term financing from €50.000 to €2,85 mln at favorable rates, with a duration from 3 to 6 years

Free financial guarantee to cover up to 70% of the financing the eligible projects must be related to one of these two categories: Company Development or Relaunch of Productive Areas



European Regional Development Fund R&D

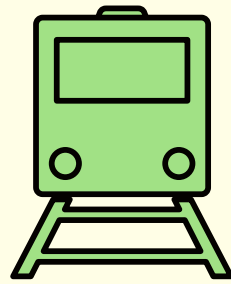
The incentive consists of a subsidized-interest-rate medium-long term loan (3-7 years long), starting from a minimum of 100.000 up to a maximum of €1.000.000

The combination of the incentives can cover 100% of the total eligible cost of the project



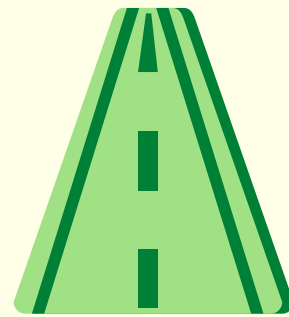
Sources:
AL VIA
ERDF

INFRASTRUCTURES & CONNECTIONS



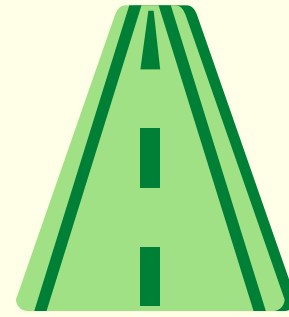
1.869 km

Railway
Network



1.460 km

Highways



11.000 km

Provincial
roads



4

International
Airports



4 INTERNATIONAL AIRPORTS



Lombardy offers a great availability of direct flights, directed to the main European and global destinations, such as:

- 1h to **Zurich**
- 1.30 h to **Paris**
- 1.40 h to **Berlin**
- 1.50 h to **London**
- 2h to **Madrid**
- 3.20 h to **Moscow**
- 5.45 h to **Doha**
- 6h to **Dubai**
- 8h to **New York**
- 10h to **Beijing**
- 11h to **Delhi**
- 12h to **Tokyo**
- 12h to **Taipei**
- 14h to **Hong Kong**

Bergamo - Orio al Serio

Brescia - Montichiari

Milano - Linate

Milano - Malpensa



OTHER MEANS OF TRANSPORT

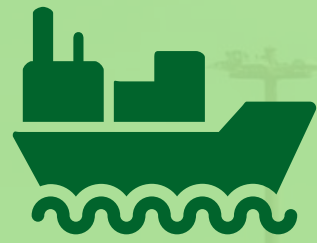


- 400 **railway stations** in Lombardy, including the 23 located in Milan, that connect the city with the other major Italian and European destinations;
- 32 train rides to **Rome** daily;
- It is possible to get to Rome in 2h 45min with the **high speed train**;
- You can easily reach any area of the Italian peninsula through a well-maintained, privately managed **highway network**

Railways: 1.869 km
Highways: 1.460 km
Provincial roads: 11.000 km

TRAIN TRAVEL TIMES

- 3h 45 min to **Zurich**
- 7h 15 min to **Paris**
- 10h to **Wien**
- 12h to **London**
- 12h to **Berlin**
- 24h to **Madrid**



PORTS AND NAVAL CONNECTIONS



Italy, being a peninsula, is surrounded by the sea. Consequently, many cities have a **port of strategic importance**, both from a **commercial** and a **touristic** points of view. They include:

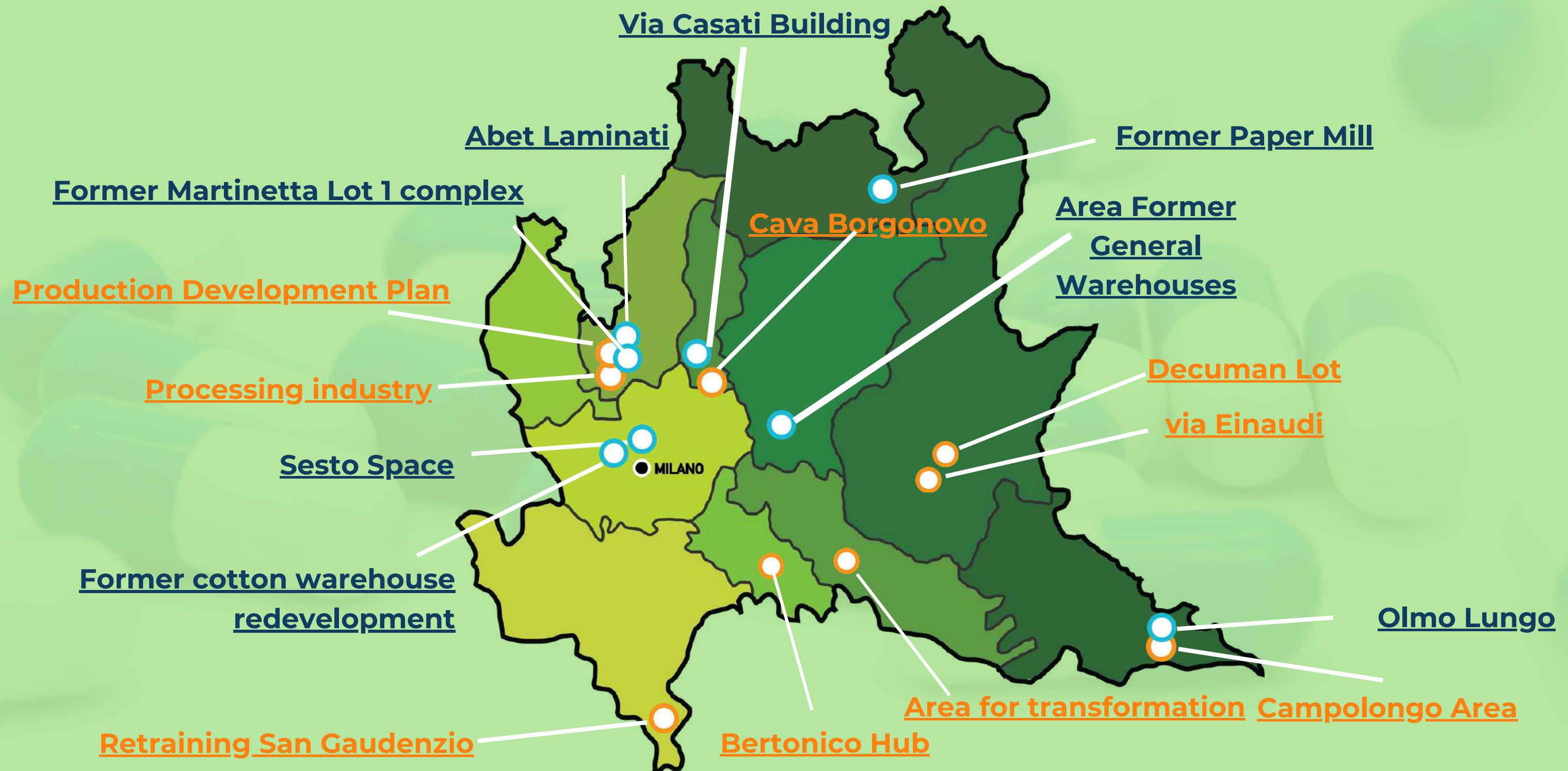
DISTANCES FROM MILAN:

- 2h to **Genoa**
- 3h to **Venice**
- 3.30 h to **Livorno**
- 4.30 h to **Trieste**
- 8 h to **Naples**
- 12h to **Gioia Tauro (RC)**



SETTLEMENT OPPORTUNITIES

The Region offers a variety of locational opportunities (**greenfield** and **brownfield**) mapped out also through the AttrACT programme. Besides the relevant examples highlighted on the map, the dedicated team provided by Lombardy Region can seek for further available areas matching investors' demand



for further locations visit the website: www.attractlombardy.it

Educational and Research System

Lombardy's educational system guarantees **excellent specialization and extraordinary expertise** in several lifescience's fields.

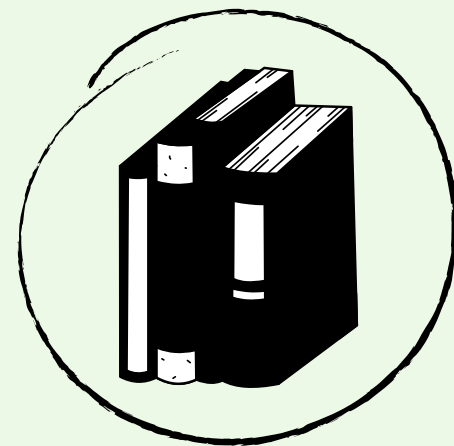


Research Centers:

- Consiglio Nazionale delle Ricerche
- Fondazione Centro San Raffaele
- Fondazione Humanitas per la Ricerca
- Fondazione Istituto Insubrico di Ricerca per la vita
- Fondazione Istituto Nazionale di Genetica Molecolare
- Fondazione per la Ricerca Ospedale Maggiore di Bergamo
- Fondazione Regionale per la Ricerca Biomedica
- Fondazione Sanità Futura
- Fondazione Telethon
- IFOM
- Istituto di Ricerche Farmacologiche Mario Negri

Universities with dedicated courses:

- Humanitas University
- **Milan Politecnico**
- Università Cattolica del Sacro Cuore
- Università degli Studi di Bergamo
- Università degli Studi di Brescia
- Università degli Studi di Milano
- Università degli Studi di Pavia
- Università degli Studi Milano - Bicocca
- Università Vita - Salute San Raffaele



Specialized Research Centers of Milano Politecnico:

- Biomedical Applications
- E-Health
- LaBS
- Lucid Lab
- Near Lab
- TMB Lab

Technical High School Education:

- ITS (Istituti Tecnici Superiori)
- IFTS (Istituti di Formazione Tecnica Superiore)

Innovation System



Cluster Lombardo Scienze della Vita

The Cluster, founded in 2015, includes as of today 106 members and its aim is to promote the lifescience sector in Lombardy, bringing together all the different actors in the field.



Cluster Nazionale Scienze della Vita - ALISEI

The National Cluster proposes itself as a central subject at national level for the definition and promotion of research and development, and for innovation and technological transfer in the life sciences sector.



Mind Innovation District

An innovation, culture and research center, capable of attracting international excellences and promoting Italian technology and culture in an extraordinary location. Thanks to the collaboration with the Galeazzi research and treatment hospital, it is able to gather the excellence in the orthopaedic field of IRCCS Galeazzi and the experience gained in the cardio-thoracovascular and bariatric field of the Istituto Clinico Sant'Ambrogio, to offer patients a great multi-specialized research hospital.

Lombardy's territory is full of innovation centers which guarantee the **coordination of the lifescience networks**, and carry out relevant **researches and development projects**

Districts and Supply Chains

The "**Cluster Lombardo Scienze della Vita**" is the community dedicated to lifescience in Lombardy. It is one of the nine technological Clusters of the Lombardy Region. It **brings together private and public actors in different lifescience areas of activities**, in order to promote the progress of the sector, to favor internationalization and encourage the creation of new business opportunities

The Cluster in numbers

106

Members, between companies, associations, clinics and research centers and universities

3

Main areas of interventions: research and open innovation, experience sharing and community, national and international promotion

History of the Lombardy Cluster



Limited Liability Company

Società a Responsabilità Limitata - SRL

Only 5 steps-**2/3 days:**

1. Registration of directors and shareholders with Italian Tax Authorities
2. Execution of the articles of association with a public notary
3. Issuance of the company VAT number
4. Issuance of the certificate of incorporation
5. Open a bank account for the company

Branch*

The establishment of a branch enables the company to operate in Italy with a more cost-effective structure

The establishment of a branch in Italy requires - **2/3 days:**

- Registration of the branch with the Italian Registrar of Companies
- To appoint a representative of the branch whose name will be shown in the Italian Registrar of Companies
- To have an address in Italy
- To obtain an Italian VAT number

Representative Office*

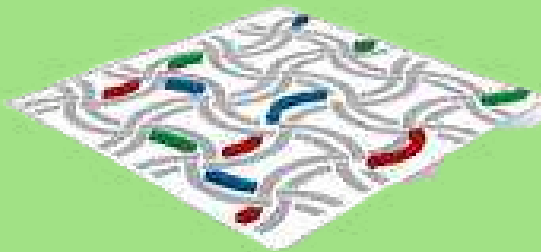
A representative office is a fixed place of business of a foreign company in Italy engaged only in marketing and promotional activities, or scientific (not commercial activities).

The establishment of a RO in Italy requires - **2 days:**

- Registration of the RO with the Italian Registrar of Companies
- To appoint a representative of the RO
- To have an address in Italy
- The company and the representative of the RO shall obtain a tax identification number

*The establishment of a branch or a representative office shall be authorized by a special resolution of the company's corporate body that is competent pursuant to the law of the place of incorporation.

Services offered by Lombardy's Assistance team



**INVEST IN
LOMBARDY**

attr**ACT**

01

Investment evaluation

- Business Plan
- Market Analysis

02

Starting the business

- Advice on the most suitable corporate form
- Support with bureaucratic procedures

03

Sites selection

- Search for suitable work spaces for the business
- Assistance in the evaluation phase

04

Personnel recruitment

Assistance in choosing the best channels for staff selection

05

Access to funding resources

- Search for the best incentives for the business
- Connection with the main credit institutions and other financial subjects

06

Access & Research

- Support to market researches
- Facilitation in dealing with local partners

07

Managerial Training

Customized courses for companies and managers

THE INSTITUTIONS INVOLVED



The Lombardy Region Economic Development Department promotes the attraction of investments in Lombardy



Unioncamere Lombardia is identified within the Agreement for the economic development and competitiveness of the Lombardy's system as the implementing entity of AttrACT initiative



OTHER INSTITUTIONS

Various institutional collaborations exist with regional and local administrations involved in the settlement processes (ARPA, Lombardy's prefects, ATS, other authorities)



Promos Italia - the Agency for International activities of the Italian Chambers of Commerce - is the acting technical partner in FDI attraction through the "Invest in Lombardy" project. The AttrACT program has consolidated this collaboration

CONTACT US

FOR QUESTIONS, COMMENTS
AND SUPPORT

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