

YES MILANO

INVEST IN

MILANO&PARTNERS



MILANO

2023

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1. WELCOME TO MILANO

the global city, with
the Italian quality of life.

Thank you for considering **Milano**.

As **Italy's economic and financial capital** of Italy and an **innovation hub** in Europe, Milano offers **countless opportunities** to foreign companies and startups while being **the perfect home** to live and explore.

Our team is your **ONE-STOP SHOP** to advise and support you throughout the **investment process** to find the best ways to set up your business in the city.

2. WHO WE ARE

MILANO & PARTNERS

Milano&Partners is Milano's **official promotion agency**, founded by the Municipality and the local Chamber of Commerce.

We promote the brand **YesMilano** to bring new visitors, talents and businesses to the city.

Our FDI team supports the **soft landing** of foreign investments with a broad offer of **free of charges services** aimed at creating new jobs and boosting the local innovation ecosystem.

Our **mission** is to make **Milano** the most **international** and **welcoming** city in the world.

We attract foreign companies and startups willing to expand their business in Milano, providing them with the correct information to take advantage of Milano's opportunities.

3. OUR PARTNERS



Comune di
Milano



CAMERA DI
COMMERCIO
MILANO
MONZABRIANZA
LODI



every day, every pay



Fondazione
Fiera
Milano



Milan
Airports



accenture



fabrick
SHAPING FINANCE, TOGETHER



MONCLER
GROUP





4. WHAT WE DO

Free of charge services include:

KNOWLEDGE

We provide a first assessment of the opportunities, market analyses and **useful information and data** on the sector/market of interest and help evaluate the investment project, to support you in finding the best opportunity.

CONNECT THE DOTS

We act as a **business integrator**, facilitating the connections with the local ecosystem and helping you finding the best institutional stakeholders to support your business (business development services excluded).

SPEED UP THE BUSINESS

We connect you with public administration and local authorities to support you in obtaining the necessary **permits** when dealing with local and national **laws and regulations**.

FINANCE THE INVESTMENT

We support you in accessing **regional and national incentives** and facilitate contact with the local **financial community** and institutional investors, mapping local VC funds, incubators and accelerator programs.

BUSINESS SET UP

We introduce you to our network of **trusted local professionals** (lawyers, tax consultants, notaries, etc.) with specific expertise in your industry and a significant track record in assisting international companies to establish your local branch. We guide you throughout the whole settlement project.



4. WHAT WE DO

Free of charge services include:

BUSINESS DEVELOPMENT

We connect you with private Life Sciences consultants and the Fintech District to access **Business Development, Marketing & Communication services** in Italy to support you in increasing brand awareness on the market.*

LOCATION SCOUTING

We support you in finding **the right location** for your business, from co-working spaces to scientific parks and industrial plants and connect you with real estate local partners.

TECHNICAL INDUSTRIAL ASSISTANCE

We can introduce you to **engineers and architecture firms** to professionally manage the renovation of your site, permits and authorizations.

TALENT RECRUITMENT & HR SERVICES

We help identify the best universities with **outstanding fresh graduates** for your sector and activate curricular or extra-curricular internships. We **introduce you to HR agencies** and headhunters to find your next country launcher or CFO.

RELOCATION

We support the relocation of your **employees** and their **families** by guiding you through the **immigration procedures** and facilitating the dialogue with local immigration authorities. Furthermore, our **relocation partner** can take care of your employees' settlement in the city.

*Fees may be applied by private partners

5. FDI Community

Our Local Stakeholders

INCUBATORS, ACCELERATORS, INNOVATION HUBS AND COWORKING SPACES



INSTITUTIONS, AUTHORITIES AND CATEGORY ASSOCIATIONS



TECHNICAL PARTNERS



6. WHY MILANO

The reasons for choosing Milano

GATEWAY TO EUROPE

A strategic gateway to the EU with key access to EMEA markets and **800M European consumers**.

INNOVATIVE CITY

A thriving startup ecosystem: **2nd** city in the EU for **fastest growing startups** and growing VC ecosystem.

ECONOMIC CAPITAL

The Business Capital of Italy, **3rd** economy in EU and **8th** in the world. A 60 mln people market. The city counts **10% of Italian GDP** and **3.2M people**, while Lombardy is the **EU's 3rd most populated** region (10 mln).

FINANCIAL HUB

An international financial hub, home to over **11K financial companies** and 70K financial services employees, home to the **Italian Stock Exchange**.

COMPETITIVE INCENTIVES

Individual and corporate fiscal incentives. Italy ranks **7th** in the **Global FDI Confidence Index 2020**.

WORLD-CLASS TALENT POOL

A young and international city with a world-class talent pool: **11 universities** with **227K students**.

INTERNATIONAL OUTLOOK

Home of **>4,700 multinational** companies. It accounts for nearly 1/3 of all foreign-invested firms in Italy.

QUALITY OF LIFE

High-quality **housing**, a thriving artistic and **cultural** environment, a unique food scene, and an **efficient** public transport system.

7. INVESTORS' INSIGHTS



Klarna.

“Milano is a blooming city, the heart of innovation and progress in Italy. Klarna has chosen Milano for the great resource of talents coming from the local technical universities, which are among the most highly ranked worldwide. It has a rich cultural life, it is business and innovation friendly and has a lot of talented people, which makes it a great place to work and live... Klarna loves Milano!”

**Francesco Passone –
Italy Country Manager
@Klarna**

illumina[®]

“Milano is such a vibrant and diverse city. It has a rich network of industries, research and clinical excellence. With its well-developed innovation ecosystem, we can’t wait to be part of this thriving community!”

**Paula Dowdy –
General Manager EMEA
@illumina**

8. SECTORIAL EXCELLENCE

MILANO&PARTNERS' expertise
in particular strategic Sectors for
the City

LIFE SCIENCES

Milano is home to **over 250 pharmaceutical and biotechnology companies** and **17 top-ranked research hospitals** (IRCCS), two large scientific parks, state-of-the-art research institutes (Human Technopole), biotech incubators and international health tech accelerators.

AGRIFOOD TECH

Milano combines the most **advanced innovations and Italian food tradition**, and it can mix its tech scene with the Lombardy Region's prominent position in Italy and Europe for agricultural production.

FINTECH

Thanks to the City's favourable environment for startups and early technology adoption, Milano has seen **28% year-on-year growth in fintech startups** and a **30% rise in Fintech revenues** in 2019. 45% of all the fintech firms in Italy are in Milano.

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CLEANTECH

Milano is pushing towards a more **sustainable and environmentally friendly future**, with the support of great **incentives** by the Government. Milano is home to several **hubs** supporting the innovative ideas of cleantech sector startups, i.e. **SkyDeck Berkeley, Encubator.** |

ICT

Milano is experiencing a **strong drive for innovation in the ICT industry**, whose 13.5k companies confirm its pivotal role in digital transformation. Milano is not missing the chance to participate in fostering change, positioning itself as a rising ICT and Tech hub in Europe.

FASHION & DESIGN

Milan is one of the five **worldwide fashion capitals**, whose fashion industry employs 91k people generating over 20 bln revenues. Moreover, Milan is a city of **design par excellence**, home to meaningful design fathers, i.e. Munari, Gio Ponti.

9. PEOPLE

Dedicated Sectoral Specialists



Claudia Lodetti
Project Manager
Fintech – ICT



Elisabetta Botta
Project Manager
Lifesciences – Agrifood Tech



Fabio Malfatto
Project Manager
Cleantech – ICT

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