



STUDI
COLLA SCARONI
& ASSOCIATI
COMMERCIALISTI e REVISORI



INVEST IN ITALY – THE RIGHT PLACE AT THE RIGHT TIME

ITALY: THE BEST PLACE TO INVEST - TRADITIO, TALENT, INNOVATION

- The **global reputation of excellence** of Italy and its industrial sectors is well represented by the "Made in Italy" brand.
- Our National Recovery and Resilience Plan (PNRR) is a comprehensive plan aimed at modernizing and transforming the Italian economy, focusing on innovation, sustainability, and digitalization.
- We support companies that create value by investing in Italy, offering a wide range of incentives and tax benefits.
- We have simple and **fast** <https://collascaronieassociati.it/wp-content/uploads/2021/03/3556-1-1.png>istrative procedures.
- We offer an **excellent quality of life**: a vibrant entrepreneurial environment, with living conditions that are unique in the world.

WHY ITALY? THE RIGHT PLACE AT THE RIGHT TIME

1) ECONOMY AND GROWTH

Italy ranks as the 3rd largest economy in the European Union and the 10th largest in the world . In recent years, Italy has demonstrated great resilience.

The country's attractiveness as a final destination for foreign **investments is rapidly increasing, as evidenced by recent trends**. Today, Italy stands out as a unique destination for businesses looking to expand internationally. Here are some figures:

- +17% growth in FDI: Higher than other major European economies (EY Europe Attractiveness Survey, 2023)
- €24.1 billion foreign capital attracted: 3rd most attractive country in the EU (the fDi Report 2023)
- 4th in the number of foreign-owned companies: Among EU countries in manufacturing

(Eurostat, 2021)

Italy has embarked on a strategic path to strengthen its status as an international entrepreneurial hub, undertaking an unprecedented commitment to support businesses that want to be part of an extraordinary ecosystem. At the heart of our Recovery and Resilience Plan lies a common mission: to make Italy grow. By investing in cutting-edge research and development, promoting production capacity in strategic value chains, and strengthening our education and healthcare systems, the Plan is redefining Italy's future.

2) MADE IN ITALY

The "Made in Italy" label is an iconic symbol of quality and innovation, attention to detail, and dedication to excellence passed down through generations. "Made in Italy" is celebrated in numerous sectors, including mechanical engineering, automotive, aerospace, design and architecture, fashion and textiles, ceramics, agri-food, and many others.

3) STRATEGIC SECTORS

Italian leadership is also supported by extraordinary manufacturing and innovative expertise in a considerable number of strategic sectors.

Thanks to a diversified industrial fabric, our country boasts extensive and complete value chains, characterized by specialized clusters covering every phase of research, development, and production processes.

4) THE MEDITERRANEAN GATEWAY TO EUROPE

As a natural platform in the heart of the Mediterranean Sea, Italy stands as a bridge between continents, boasting unparalleled connectivity in this region. Easy access to Europe, Africa, and the Middle East makes it the ideal hub for international trade and investment.

Italy's privileged position is further emphasized by its extensive connectivity to trans-European transport networks (TEN-T). Of the nine crucial corridors for improving connections between European markets, four cross Italy: the Baltic-Adriatic, the Scandinavian-Mediterranean, the Rhine-Alpine, and the Mediterranean.

- With 62 ports and 24 interports, Italian ports demonstrate exceptional dynamism. In 2022, they handled over 490 million tons of goods and welcomed 61.4 million passengers.
- Seven of the top 15 best interports in Europe are located in Italy.

ITALIAN EXCELLENCE IN STRATEGIC SECTORS

Automotive - Italy is among the leading automobile producers in Europe and is globally recognized

for its luxury brands, sports cars, design, and production quality. With its solid industrial base, quality human resources, and excellence in design and research, Italy is the ideal environment for foreign businesses looking to lead the transition towards sustainable and smart mobility.

Life Sciences - The Life Sciences sector plays a strategic role in the Italian economy. Italy has gained a global reputation as one of the most competitive poles for investments in Europe in the pharmaceutical, biomedical, biotechnological, and healthcare sectors. The country's competitive advantage stems from the strong presence of multinationals, a top-notch research ecosystem, and strong synergies among numerous innovation stakeholders.

Real Estate - The real estate sector has always been a strategic sector for the Italian economy, and in recent years, the weight related to services has become more relevant than the traditional construction sector, ensuring a high-quality professional environment. Several factors have led to the attraction of corporate investments amounting to €11.7 billion in 2022, with 70% coming from foreign sources.

Microelectronics and Semiconductors - Italy is strongly committed to strengthening and consolidating its strategic role as a European center for microelectronics and semiconductor technologies. With the launch of the European Chips Act, which will mobilize an extraordinary amount of resources to increase chip research, production capacity, and international cooperation, Italy is at the forefront of shaping the future of the European microelectronics sector, thanks to its vast industrial and innovative fabric.

Machinery and Mechatronics - Italian Mechanical Engineering has historically been a driving force for the country's economy. Investing in the Italian Machinery and Mechatronics industry means being part of a dynamic ecosystem where innovation, talent, and dedication to excellence converge.

Logistics and Infrastructure - Italy has a well-developed transport infrastructure that includes a vast network of highways and railways. Located in the center of the Mediterranean, Italy plays a strategic role in the TEN-T Core Network, as four of the nine essential corridors for increasing connections between European markets cross Italy: the Baltic-Adriatic, the Scandinavian-Mediterranean, the Rhine-Alps, and the Mediterranean.

Aerospace - Italy has a rich tradition in the aerospace sector and today boasts a thriving ecosystem that combines cutting-edge technology with a deep-rooted passion for space exploration and new discoveries. Italy ranks third in the EU in terms of the number of companies and employees in the sector. What sets Italy apart is its complete aerospace value chain, which includes design services, aeronautical systems, engine production, component manufacturing, assembly, maintenance, and support services.

ICT - The ICT market in Italy is constantly growing, driven by demand for technologies and services from businesses aiming for the digital transformation of their processes. Digital Transition is a cross-

cutting priority of the National Recovery and Resilience Plan (PNRR), which, through significant public investments, is expected to contribute significantly to the exponential growth of this market in Italy.

Greentech - Italy is rapidly moving towards energy transition thanks to a clear government commitment to energy and climate, ample availability of renewable energy sources, and a strategic geographical position.

Food Industry and Agri-food Technology - Italy is a world leader in the agri-food industry, distinguished by its historic food culture and traditional focus on food safety and quality.

Fashion Design and Furniture - Unparalleled creativity, globally recognized design excellence, unmistakable style, and art that captures the imagination: all these elements converge in the perception of "Made in Italy" around the world. The aura of charm surrounding the country is reflected in fashion and furniture, sectors renowned for the quality of materials and workmanship, thanks mainly to unique craftsmanship skills.

Circular Economy - As the second-largest manufacturing economy in Europe and boasting a strategic position in the heart of the Mediterranean, Italy offers one of the best business environments in the EU for the adoption and development of new manufacturing, research and development, and waste valorization activities, within the framework of circular economy principles.

Chemical Industry - From the revolutionary discoveries of Nobel Prize winner Giulio Natta, which revolutionized the Chimica field, Italy has been at the forefront of chemical innovation. Today, Italy's chemical industry is a key player in the global market, renowned for its advanced technologies, high-quality products, and commitment to sustainability.

These strategic sectors represent just a glimpse of Italy's multifaceted industrial landscape, characterized by innovation, expertise, and a commitment to excellence. By investing in Italy, businesses can tap into a rich ecosystem of talent, infrastructure, and opportunities, positioning themselves at the forefront of global innovation and competitiveness.

OUR PILLARS OF COMPETITIVENESS

- **Industrial Fabric** - The Italian manufacturing capacity can offer foreign companies significant growth opportunities in many industrial sectors and production chains.
- **Innovation Ecosystem** - The national Research system, including highly specialized public research institutes and numerous universities, provides an excellent platform for collaboration and co-designing innovative solutions.
- **Talent** - A vast talent pool with pronounced technological and engineering know-how.
- **Incentives and Tax Benefits** - The investments outlined in the PNRR aim to revitalize the country's productivity and economic growth to make it more digital, dynamic, sustainable, and inclusive. For foreign investors, a wide range of incentives and tax benefits are available, from supporting industrial projects to R&D activities.

OUR SERVICE

Information Services

Starting a business in Italy

- Laws, regulations, <https://collascaroneassociati.it/wp-content/uploads/2021/03/3556-1-1.png>istrative procedures
- Labor market
- Taxes, tax incentives, areas with advantageous tax regimes (SEZs)

Industrial System and Innovation Ecosystem

- Sector analysis
- Analysis of local production chains
- Analysis of the innovation ecosystem

National Incentive System

- Tools available for different types of investment
- Maximum foreseeable aid intensity (in accordance with EU rules)
- Eligibility criteria and access modalities to incentives

Investment Accompaniment Services

- Search for potential locations and selection of sites of potential interest for locating in Italy
- Dialogue and coordination with Ministries, Local Administrations, Entities for <https://collascaroneassociati.it/wp-content/uploads/2021/03/3556-1-1.png>istrative procedures and obtaining necessary permits
- Dialogue and coordination with companies managing infrastructure for the provision of electricity, water, gas
- Dialogue with industry operators, Universities, and Research Centers to establish collaborations and synergies
- Analysis of investment plans and sustainability requirements
- Identification of suitable incentive tools for the proposed investment type
- Support for accessing incentives

Aftercare Services

- Support in dialogue with regional employment centers, placement agencies, and local employment agencies for personnel recruitment
- Assistance in obtaining visas, clearances, and work permits for non-EU foreign investors' personnel
- Updates on regulatory changes or new incentive tools
- Identification of new investment opportunities
- Identification of industrial entities, Universities, and Research Centers to establish new synergies functional to the expansion project