

# Your Investment Project in LOMBARDY



invest in  
**Lombardy**

# HOW INVEST IN LOMBARDY CAN HELP YOU



## BUSINESS INTELLIGENCE

We provide useful information on sectors/markets, supporting the evaluation of business opportunities in Lombardy



## NETWORKING

We are a business integrator, facilitating the connection with private and public, local and national stakeholders



## DIALOGUE WITH THE PUBLIC ADMINISTRATION

We facilitate the dialogue with the public administration & support you in dealing with administrative procedures



## INCENTIVES

Overview of the incentives available: grants, loans, and bilateral agreements with institutions



## START OF THE OPERATIONS

Tailor-made technical support for the set-up of a new business



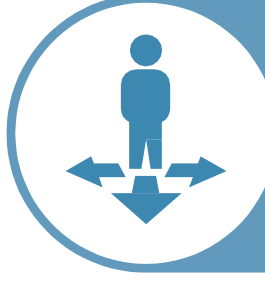
## HUMAN RESOURCES

Assistance in choosing the most suitable staff recruitment channels for your business



## LOCATION SCOUTING

Find the best locations for your business through a dedicated network of local public institutions and private partners.



## EXPANSION & RELOCATION

General support to the expat workers in the relocation process

# PROFESSIONAL PARTNERS

## *Our Partner Program*

Our Professional Partners work in different business areas and can provide foreign companies with expert advice and tailored services

Our Professional Partners can **help foreign investors to set up and expand in Lombardy.**

**Find out more...**





# **PARTNERS' CATEGORIES**

- ✓ **ACCOUNTING**
- ✓ **ARCHITECTURE & ENGINEERING**
- ✓ **CONSULTING - LIFE SCIENCE**
- ✓ **LEGAL**
- ✓ **HUMAN RESOURCES**
- ✓ **RELOCATION & IMMIGRATION**

## DESCRIPTION

For over 20 years, the firm has been providing **professional and personalised advice** on **corporate and tax matters**, giving great care and attention to clients' needs, responding to all requests in a timely and effective manner. Clients particularly value the firm's ability to successfully manage corporate financial transactions - whether this involves restructuring and re-organization of local or global activities. The firm assists small and medium companies as well as private equity investors and business angels.

## KEY FACTS

The firm has broad experience in:

- Set up of new companies and assistance to R&D tax benefit.
- **Advisory** - sell side mandates (recent projects: *manufacturing of paint mixing machine/high pressure cylinders / hydrogen*).
- **Scouting** of small companies for private investors to develop the business (*family holding*).
- **Audit** assistance to tech companies (recent projects: *medical micro instruments, robot microsurgery for French and Italian private equity fund*).
- **Assistance to business** plan and investing dossier for start up (ex. DOOD district Food).
- **Restructuring plan** "Arrangement with creditors procedure"
- **Assistance to tax and legal due diligence** in case of transfer of a company, valuation report of branch of industrial business.

## MEMBERSHIPS

The firm is member of the **Board of Italian chapter of TMA - Turnaround Management Association**, with activity in restructuring and turnaround services for companies crises.

The firm is member of **Internationalization commission of "Ordine Dottori Commercialisti" (Milan Order of Accountants)**.

## SERVICES

- Set up of a company, branch
- Assistance to entrepreneurs, Private Equity Funds and Family offices in M&A operations and international business development, including partners research for Italian companies
- Professional Services in Turnaround operations, composition with creditors, pre-insolvency plan in and out of court restructuring
- Tax Litigation
- Tax Planning
- Administration and Accounting outsourcing service
- Advice and Assistance to foreign business operating in Italy, including representation of foreign firms in Italy
- Accounting, Fiscal and Legal Due Diligence, Business Plan, Reporting to Mother Company, Business Intelligence
- Assistance and Planning for inheritance issue regarding family, property and corporate assets
- Services to start-ups & business angels

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 [Adelio Bollini](#)

## DESCRIPTION

Since 1973, the firm offers integrated services to the world of building and architecture: construction, design, technical management of buildings. The firm takes care of buildings, from design to construction, from the choice of finishes to maintenance, always working alongside the customer. The firm's proposal is a "full contract" in which it follows any aspect of the **whole construction process**: building permits, structural and plant design, fire prevention, works management, environmental consulting, building **construction and maintenance**.

“Cazzaniga Costruzioni, in charge of our first Milan store project in the iconic Brera district, while preserving the beauty of the old building of the 18<sup>th</sup> century, was able to perfectly reflect the trend of Metrocity making it a beautiful and contemporary place to visit.”

Alex Yoo - General Manager - MetrocityMilano

## KEY FACTS

- **45 years of activity**, hundreds of buildings constructed, refurbished or maintained.
- **Key Clients - Building Management**: Mobis Parts N.V. (Hyundai Motors Group - S. Korea) Central Shipping Agency spa (Italy), Metrocity Fashion Group (S. Korea), IHI Charging Systems International spa (Japan).
- Arch. Luca Cazzaniga is President of the “Carlo Bazzi Technical Institute” in Milan and Member of the Executive Board of ANCE Milan (National Association of Constructors).
- Arch. Matteo Cazzaniga is a teaching collaborator of the ABC Department of the Politecnico of Milan.

## SERVICES

- Construction
- Architectural and structural design
- **Project management & Permits**
- Fire prevention Technical
- Due Diligence
- Maintenance plans
- Job security
- Environmental consulting
- Plants analysis and implementations (ex. Energy saving)

CONTACT PERSON: **MATTEO CAZZANIGA - LUCA CAZZANIGA**

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[/cazzanigacostruzioni](https://www.facebook.com/cazzanigacostruzioni)



[Cazzaniga Building Management](https://www.linkedin.com/company/cazzaniga-building-management)

## DESCRIPTION

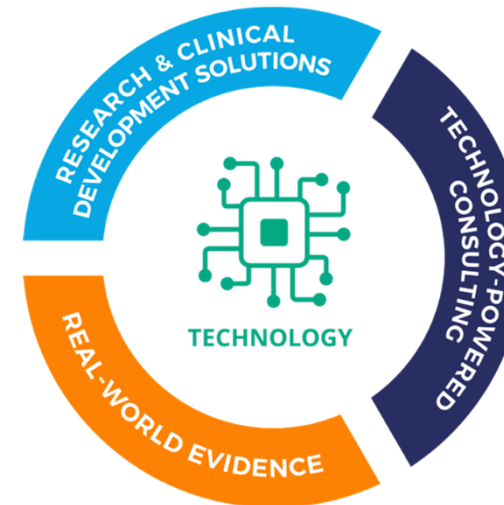
Alira Health is a patient-centric and tech-enabled services provider. Its mission is to **enable healthcare transformation**. The firm complements clients' expertise with a full spectrum of services to help uncover opportunity, accelerate innovation, and improve outcomes for patients.

An **integrated team** of over 350 Scientists, Strategists, Economists, Clinicians, and Biostatisticians collaborates to fully understand every aspect of your business and offer an unmatched continuum of support across your full solutions lifecycle.

## KEY FACTS

- 20 years of experience serving clients around the globe with offices in Italy, Spain, France, Germany, Switzerland, the US and the UK. Our local presence and global collaboration allow us to deliver actionable business insights.
- Alira Health advises 80% of the Top 50 MedTech companies and 50% of the Top 50 Pharma companies.
- The firm is strengthening its global growth strategy with \$35M funding led by Creadev. It has expanded its global clinical and data capabilities through the recent acquisition of **CROS NT**.

## SERVICES



- **RESEARCH AND CLINICAL DEVELOPMENT**
  - Product Development - Regulatory - Clinical - Biometrics
- **TECHNOLOGY POWERED CONSULTING**
  - Management Consulting - Market Access - Patient Engagement - Transaction Advisory
- **REAL WORLD EVIDENCE**

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**Group**  
YOUR JOB, OUR WORK

## CATEGORY **HUMAN RESOURCES**

### DESCRIPTION

Gi Group is one of the world's leading companies providing services for the development of the labour market. The Group is active in the fields of **temporary and permanent staffing, search and selection, HR consulting and training**, as well as in a variety of complementary activities.

The Group has developed a strong expertise in large and multinational organisations, for which it has implemented global solutions through specialist divisions and dedicated local and international teams.

“Through our services we want to contribute, as a key player and on a global basis, to the evolution of the labour market and to emphasize the personal and social value of work.”

Stefano Colli-Lanzi - CEO

### KEY FACTS

- Gi Group is active in more than **50 countries** across Europe, Apac, Americas and Africa.
- Over **500 branches and Site Managed Services (SMS)**.
- More than **3,300 employees**
- In 2017 Gi Group supplied **over 20,000 companies** with a turnover of 2 billion euro.
- Ranked globally as one of the largest staffing firms by Staffing Industry Analysts, the group is also a global corporate member of the World Employment Confederation (formerly CIETT).

### SERVICES

- Temporary and Permanent Staffing
- Search and Selection
- Executive Search
- Outsourcing
- Training
- Outplacement
- HR Consulting

### INTERNATIONAL PRESENCE

Worldwide network with 500 branches and Site Managed Services (SMS)

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masotti  
cassella

## CATEGORY

# LEGAL

## DESCRIPTION

Masotti Cassella includes a **multi disciplinary practice of lawyers and tax accountants**, assisting clients both in day-to-day business and extraordinary matters. The team includes dual qualified Italian and English lawyers together with Italian Dottori Commercialisti (qualified tax practitioners).

With established relationships with selected law firms in important business centres across US, Europe and Asia, the firm provides its clients with a combination of in-depth local knowledge and a unique global perspective.

“We are often considered as a ‘first port of call’ for independent law firms outside Italy who know they can rely on us to deliver a qualified guaranteed service as if we were an ‘own office’ in Italy.

We are skilled in all aspects of cross border M&A/international business transactions with long experience of inbound and outbound deals involving Italy. Being a multidisciplinary practice of both lawyers and Italian accountants, we can advise with a perspective on tax and accounting issues as well as legal.”

Luca Masotti - Founding Partner

## KEY FACTS

- **4 partners and a total of 20+ professionals** directly involved in day to day operations.
- **2 offices**, Milan and Rome.
- Leading individuals in most important international directories.
- **Award winning law firm for M&A with focus on innovation and life sciences.**
- Part of **Lexwork**.
- Key clients include: ab medica Group, Claranet, Gruppo Mutuonline, We Finance.



## SERVICES

- Corporate and Commercial
  - Corporate Compliance
  - Real Estate
  - Project Finance and Energy
- Banking and Finance
  - Restructuring
  - Administrative Law and Real Estate Litigation and Arbitration
- Life Sciences
- Employment
  - Tax

CONTACT PERSON: **LUCA MASOTTI - MASCIA CASSELLA**

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PREMIUM PARTNER



## DESCRIPTION

Lexia Avvocati is a **leading Italian independent law firm** which is committed to provide clients with advice and expertise at the highest level. Lexia has a deep experience in the fields of Corporate, Finance, Tax, Public Law, Labour and Global Mobility & Corporate Immigration.



Corporate, Finance, Tax, Immigration:  
specialization matters.



Francesco Dagnino - Partner

## KEY FACTS

- **3 offices in Italy (Milan, Rome and Palermo).**
- **60+ lawyers.**
- 10+ areas or practice.
- **Advised 200+ clients** on foreign investments in Italy.
- Ranked in the **Legal 500** directory as Leading Firm 2021.
- Multi-jurisdiction capability through its network of top-tier independent law firms across **over 35 jurisdictions.**
- 8+ languages spoken.

## SERVICES

- Corporate and commercial
- Finance
- Tax
- Public Law
- Global Mobility, Labour & Immigration
- Tech
- ICT
- Financial Services, FinTech & Crypto-Assets
- Energy & Infrastructures
- Real Estate

## INTERNATIONAL PRESENCE

Desks in London, New York and Skopje

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 [lexia-avvocati](https://www.linkedin.com/company/lexia-avvocati)

## DESCRIPTION

Legal support and advisory on different areas, such as:


- Corporate Law: support on M&A transactions, joint ventures and corporate restructuring
- Contracts: negotiation, drafting and revision of national and international agreements (distribution, agency, services and construction agreements)
- Litigation and Arbitration on civil and contractual matters
- Tax: support for both individuals and corporate entities on different tax matters, including tax planning and tax litigation
- Labour: legal advice for companies with precautionary and daily orientation, as well as litigation
- Real estate: support on the purchase/sale of real estate properties in Brazil

“Our main aim is to settle clients’ legal problems keeping the excellence on services in an efficient, creative and safe manner.”

Giacomo Guarnera - Founder and CEO

## CLIENTS & AWARDS

Atom SPA; Veronafiore; Casillo, Banca Intesa, Unicredit Group, Ubi Banca, Fassa Bortolo, Custom Spa, Stevanato Group.

- “Energy Awards” 2017 by Legal Community. 
- Le Fonti “Boutique di Eccellenza dell’Anno 2017” - Italy-Brazil relations.

## SERVICES

- Legal consultancy for foreign investments in Brazil
- Legal consultancy for foreign investments in Italy, in collaboration with Italian law offices
- Corporate Law (M&A, joint ventures)
- International Law
- Tax Law
- Immigration
- Italian Citizenship
- Litigation
- Labor law
- Global professional services

## INTERNATIONAL PRESENCE

Offices in Brasil and Italy

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## DESCRIPTION

Eres knows that mobility is a key component of your business strategy, but up-rooting a team member is not an easy task. So, Eres helps you to achieve your Global Mobility goals.

Its services fully cover the **personal requirements of single individuals as well as families'** and its target is to support clients in the complicated process of adapting to the bureaucratic local rules of the new Country, relieving them from burdens which may occur.

**“We are Global Mobility specialists and our mission is to make every single relocation experience an outstanding one, making a real difference in the lives of our transferees and protecting our clients' investment.”**

Sabina Passerini - Managing Partner, Italy

## KEY FACTS

- Eres is a company in constant growth.
- **Based in 6 European Countries** and thanks to their network they can deliver **services in 80 Countries**.
- The team consists on **multicultural** and **multidisciplinary** professionals
- Eres Relocation Italy owns the expertise accumulated in over thirty years of activity in the international mobility.

## SERVICES

- Relocation
- Immigration and Government Compliance
- Consulting and Tax Advice
- Expatriation Policy
- Language Training

## INTERNATIONAL PRESENCE

Offices also in Amsterdam, Barcelona, Madrid, Malaga, Lisbon, Porto, Paris, Hamburg

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[Eres Relocation Italy](#)



[Eres Relocation](#)



[Eres Relocation Spain](#)

# GET IN TOUCH WITH US

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