

# 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



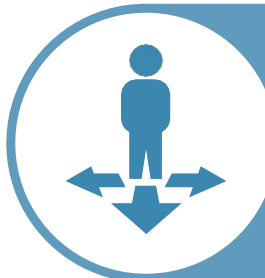
## HUMAN RESOURCES

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 - FUNDS AND GROWTH
- ✓ GLOBAL PROFESSIONAL SERVICES
- ✓ LEGAL
- ✓ HUMAN RESOURCES
- ✓ NOTARY SERVICES

### 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

- Administration and Accounting outsourcing service
- 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
- Advice and Assistance to foreign business operating in Italy, including representation of foreign firms in Italy
- Professional Services in Turnaround operations, composition with creditors, pre-insolvency plan in and out of court restructuring
- Accounting, Fiscal and Legal Due Diligence, Business Plan, Reporting to Mother Company, Business Intelligence
- Tax Litigation
- Assistance and Planning for inheritance issue regarding family, property and corporate assets
- Tax Planning
- 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)

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



## DESCRIPTION

Our company assists businesses to navigate **funding opportunities** through **strategic consulting**, **project management** and **operational support**. We specialize in identifying and evaluating **regional, national and European funding** options tailored to the client's specific needs.

We manage the entire process from start to finish, including preparing technical, economic and administrative aspects of the funding applications. Additionally, we offer **specialized training, support** in the implementation and reporting to ensure successful project evaluations.

Furthermore, our services extend to market analysis, support for participation in public tenders, preparation of business plan, specialized training on procurement, projects on environmental sustainability issues

Our practice is to work on a  
partnership-base with our clients,  
aiming to make an impactful  
contribution in the realization of their  
success.

## KEY FACTS

- **International Expertise:** we bring a global perspective through international experience and teaching in global masters, enriching our network and cross-cultural understanding.
- **Specialized knowledge:** our team has deep expertise in various fields, ensuring high-quality consultancy and effectively tackling complex challenges.
- **Multidisciplinary approach:** we integrate diverse perspectives and skills to enhance problem-solving and foster innovative solutions.
- **Environmental and social sustainability:** committed to making a positive impact, we prioritize sustainability in all projects, aiming for long-term environmental and social impact.

## SERVICES

- Regional, National, and European funding opportunities
- Market Analysis
- Business Planning and go to market Plan for the Public Sector
- Tender Support
- Sustainability Consultancy
- Specialized Training on Procurement

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<https://www.linkedin.com/company/martino-and-partners/posts/?feedView=all>



### DESCRIPTION

Bureau Plattner is a firm of [tax advisors](#), [auditors](#) and [lawyers](#) with a long history. Established in Bolzano in 1969, the firm expanded through strategic partnerships, including Petrucci & Partners in 2013 and Pollio & Associati in 2021. Further growth came with the integration of Jenny Avvocati in 2023. Presently, with offices in [Italy](#) and a representative office in [Munich, Germany](#), the firm's 200-strong team offers [comprehensive interdisciplinary advisory services](#). Specializing in assisting international groups in Italy, their approach emphasizes finding effective solutions for clients.



Our sole goal is finding solutions for our clients. We interpret our work not as a simple external advisory but we consider ourselves our clients' partners where trust is paramount in our business relationships.



### KEY VALUES

We are different because:

- We provide our clients with access to an [extensive international network of consultants](#), enabling us to cater to the needs of companies operating across multiple jurisdictions.
- We offer competent and efficient assistance to companies controlled by [international groups](#) within Italy.
- We are member of [Moore Global Network](#), [Warwick Legal Network](#) and [CBBL Cross Border Business Lawyers](#).

### SERVICES

- Tax consultancy
- Legal advice
- Auditing
- Corporate finance
- Accounting
- Payroll processing
- Insolvency & Restructuring

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[bureau Plattner](#)



[bureau Plattner](#)



## 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 of 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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masotti  
cassella

## CATEGORY

## LEGAL

PREMIUM  
PARTNER

### 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, Briarwood Landini srl, Avignonesi srl, Pharmalex, Pomini Rubber & Plastics.



### SERVICES

- Corporate and Commercial
- Corporate Compliance Offices
- Tax
- Life Sciences
- Insolvency and Restructuring
- Administrative Law and Real Estate
- Real Estate
- Banking and Finance Project
- Finance Employment Family
- Offices Family and Vulnerable
- Persons Litigation and
- Arbitration

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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 | • Training        |
| • Search and Selection             | • Outplacement HR |
| • Executive Search                 | • Consulting      |
| • Outsourcing                      |                   |

### INTERNATIONAL PRESENCE

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

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## CATEGORY HUMAN RESOURCES

### DESCRIPTION

Jobtech is the **first Italian 100% digital staffing agency**. Thanks to our specialization in specific core profiles and proprietary technologies, we are able to support HR needs all over Italy through a **smart, simple, fast, and transparent service**. We could simply define ourselves as an HR tech company. But that wouldn't be accurate because we are something that goes beyond.



**Beyond Individual Opportunities**



### KEY FACTS

- +500k registered users
- +20k satisfied workers
- +600 satisfied clients
- +100 employees
- Net Promoter Score: 50

### SERVICES

- ◆ Temporary staffing
- ◆ Permanent placement
- ◆ Outsourcing
- ◆ Internship Activation

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<https://www.linkedin.com/company/37011198/admin/feed/posts/>

## DESCRIPTION

Eteria is **the international division** of the **biggest Italian notary firm Busani, Quaggia & Partners**, located in the center of Milan. It is dedicated to supporting foreign clients, from start-ups to multinational companies, from private individuals to professional firms.

With more than 100 employees and collaborators, we work as integrated, multidisciplinary teams to provide the know-how necessary to create best results for our clients. Through our four service lines - **Company Incorporation, Real Estate Acquisitions, Wealth Management and Certification Services** - and our deed sector knowledge, we support our clients in achieving their goals with innovative, simplified and time-saving procedures.

“Being an internal division of a notary firm allows us to manage the procedures directly, avoiding duplication of time and costs.”

## KEY FACTS

- 8 Notaries
- >100 employees and collaborators
- 4 offices in Lombardy
- 5 days: average time to handle a company incorporation file

## MEMBERSHIPS

- **STEP** Global Professional Body
- **Kronberg Circle** - International Public Notaries

## SERVICES

- ◆ Company incorporation
- ◆ Opening of branches and representative offices
- ◆ Wealth Management
- ◆ Assistance in acquisitions and M&A
- ◆ Certification and notarisation
- ◆ Services Incorporation and post-incorporation services to startups

## ITALIAN OFFICES

Milan, Monza, Lodi, Lomazzo

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[Eteria by Busani & Partners](#)

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