

Lombardy | ADVANCED MANUFACTURING

Infrastructures and connections

- ✧ 573 km of highways
- ✧ 900 km of national roads
- ✧ 11,000 km of provincial roads
- ✧ 1,680 km of railway network
- ✧ 4 International airports:
 - Milano Malpensa Airport, Varese - Ferno (54.5 km from Milan)
 - International Airport Il Caravaggio, Bergamo - Orio al Serio (60.4 km from Milan)
 - Enrico Forlanini Airport, Milano - Linate (9.7 km from Milan)
 - International Airport Gabriele D'Annunzio, Brescia - Montichiari (120.5 km from Milan)



Contact info

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- ✧ Distance by car from Milan to Paris (8h50min), Berlin (10h45min), Frankfurt (7h30min), Barcelona (10h)

Industrial base

- ✧ The productive system includes around 100,000 firms and 1 million employees, for a total turnover of € 250 billion and a value added of € 60 billion
- ✧ Regional context with a high manufacturing value, with strong technological and research competencies in machinery and manufacturing systems development and management
- ✧ Lombardy is the first Italian region by number of patents registered at the European Patent Office (EPO) concerning manufacturing technologies: industrial technologies, metallurgy, mechanical engineering, chemicals, textiles
- ✧ Lombardy is the leading manufacturing region in Europe regarding some sub-industries such as: manufacturing of metal products, excluding machinery and equipment; textile industries; production of base metals; manufacture of wearing apparel; printing and reproduction of recorded media; wood and products of wood and cork, except furniture
- ✧ The priority themes of technological development are: mechatronics for advanced manufacturing system, modelling, simulations, forecasting methods and tools, ICT, sustainable manufacturing technology, advanced material, strategy definition and management methodologies
- ✧ The excellence of the Lombardy Cluster for the Advanced Manufacturing – AFIL is well-known for its strong focus on technologies, enabling intense technology transfer, and its strong local

scientific representation (public and private research centers, universities, etc). The Cluster with a cutting-edge governance system enable an open participation of businesses of all sizes. Moreover, its strong connections with the European technological platforms and National Technological Clusters allow intense innovation activity

- ✧ The Thematic Working Groups of Lombardy Cluster for the Advanced Manufacturing – AFIL are the core of the Manufacturing Innovation in Lombardy (in particular Additive Manufacturing, De and Remanufacturing, Digital & Intelligent factory, Material and Surface treatment)

FACTS & FIGURES

- ✧ 1° manufacturing region in Italy in terms of turnover and value added
- ✧ around 100,000 firms
- ✧ 1 million employees
- ✧ 3° manufacturing region in Europe in terms of employees
- ✧ 1,672 foreign companies working in the field of manufacturing industry are located in Lombardy employing more than 250,000 people
- ✧ In the second quarter of 2018 companies from Milan recorded positive signals for the production (+2.2%), the turnover (+3.4%) and orders (+1.8%). Especially foreign companies registered an increase of +5.9% of the turnover and +4.1% for orders
- ✧ Presence of AFIL - Lombardy Cluster for the Advanced Manufacturing, that includes:
 - 122 firms (69% SME, 31% Large enterprises)
 - 14 universities/research centers
 - 9 industrial associations

R&D network

- ✧ The public research system consists of the CNR (ITIA - Institute of Industrial Technologies and Automation), Politecnico di Milano, University of Milan, Bicocca University of Milan, University of Brescia, University of Bergamo, University of Pavia, Insubria University
- ✧ 2,946 among researchers, professors, research fellows and PhD students focused on manufacturing
- ✧ The research and technology transfer system in the manufacturing sector consists of 208 research and technology transfer centers
- ✧ Lombardy Industry and Research are present in different platforms/initiatives at European level such as: Manufacture, EFFRA-European Factory of the Future Research Association, Eu Robotics aisbl, EUSPRI-European Forum for Studies of Policies for Research and Innovation, ENID-European Network of Indicators Designers, IEEE- the Institute of Electrical and Electronics Engineers, CIRP-The International Academy for Production Engineering
- ✧ Within Lombardy Cluster for the Advanced Manufacturing – AFIL there is a strong member's connection with the European Technological platforms and National Technological Clusters, allowing intense innovation activity and relations

Incentives and funding

Regione Lombardia supplies incentives for corporate investments and Start-ups. For example:

«AL VIA» Corporate Investments

- ✧ 5% to 15% non-repayable grant for capital expenditures in productive assets for a specific investment project
- ✧ Long-term financing from €50,000 to €2,85M 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 fall within one of these two categories: Company Development or Relaunch of Productive Areas
- ✧ The intervention is dedicated to companies: registered in the Italian Register of Companies with an operating office in Lombardy at the time of the supply of the contribution, active for at least 24 months

«INTRAPRENDO» Incentives for Startups

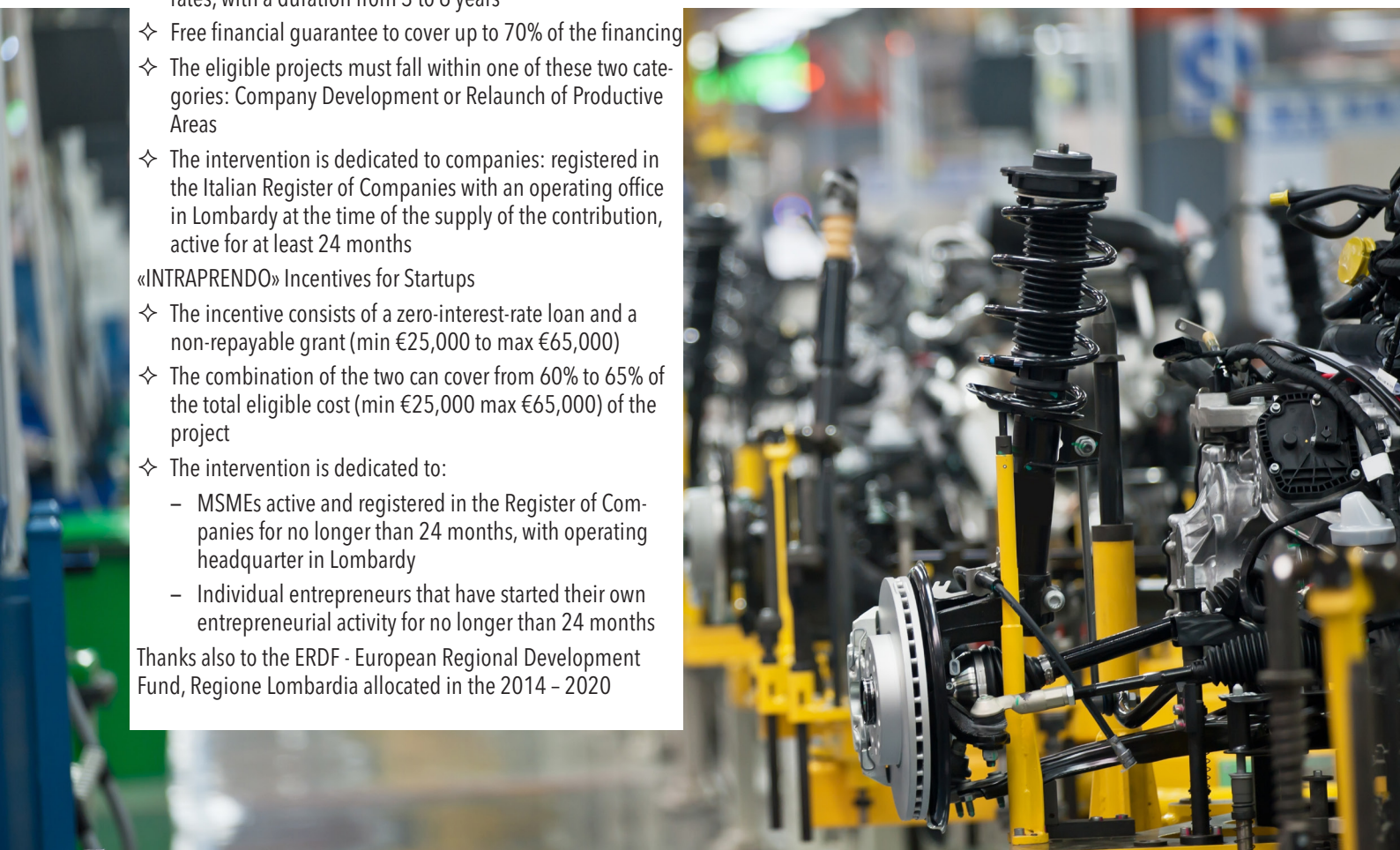
- ✧ The incentive consists of a zero-interest-rate loan and a non-repayable grant (min €25,000 to max €65,000)
- ✧ The combination of the two can cover from 60% to 65% of the total eligible cost (min €25,000 max €65,000) of the project
- ✧ The intervention is dedicated to:
 - MSMEs active and registered in the Register of Companies for no longer than 24 months, with operating headquarter in Lombardy
 - Individual entrepreneurs that have started their own entrepreneurial activity for no longer than 24 months

Thanks also to the ERDF - European Regional Development Fund, Regione Lombardia allocated in the 2014 – 2020

program period 36% of the fund (€349.2 M) to strengthen the research sector, foster technological development and innovation. In the same way, 30% of the fund (€294.6 M) is allocated to promote the competitiveness of SMEs and improve access to loans.

Sites and buildings

- ✧ AttrACT website www.attractlombardy.it gives access to more than 100 investment opportunities (greenfield and brownfield opportunities), located in 55 Municipalities, mapped out through the AttrACT Programme. A variety of sites ranging from the office building to the industrial facility. This initiative, promoted by Regione Lombardia together with Unioncamere Lombardia, is a unique experimentation in Italy for the promotion of the investment opportunities located in Lombardy
- ✧ Within AFIL - Lombardy Cluster for the Advanced Manufacturing:
 - CSMT GESTIONE SCARL (Brescia – BS)
 - BERGAMO SVILUPPO (Bergamo – BG)
- ✧ Within The Italian Scientific and Technological Parks Network:
 - COMONEXT (Lomazzo – CO)
 - KILOMETRO ROSSO (Bergamo – BG)
- ✧ “MIND” (Milano Innovation District) a world-leading science, technology and innovation park, a business friendly “innovation ecosystem” for domestic and international players, a “catalyst” for sustainable socio-economic growth, a new vibrant community fully integrated with the city centre of Milan. Located just a few miles North-West of the city centre, which hosted the six-month Universal Exposition in 2015



Success story

SCHMERSAL ITALIA

The Schmersal Group is one of the largest supplier of safety switching devices in the world. This leading company in the workplace safety offers system solutions for automation and safety of machines and equipment. More than 1.750 employees in more than 20 countries work every day to ensure pioneering safety technology solutions. Schmersal is represented by seven manufacturing sites on three continents and with its own subsidiaries and sales partners in more than 60 nations. In 2014 it recorded a total turnover of around € 210M.

Schmersal Italia is the only Italian subsidiary of the German Schmersal Group, located in the province of Brescia. The Italian subsidiary is a leading partner since 2000 in machine building and end users.

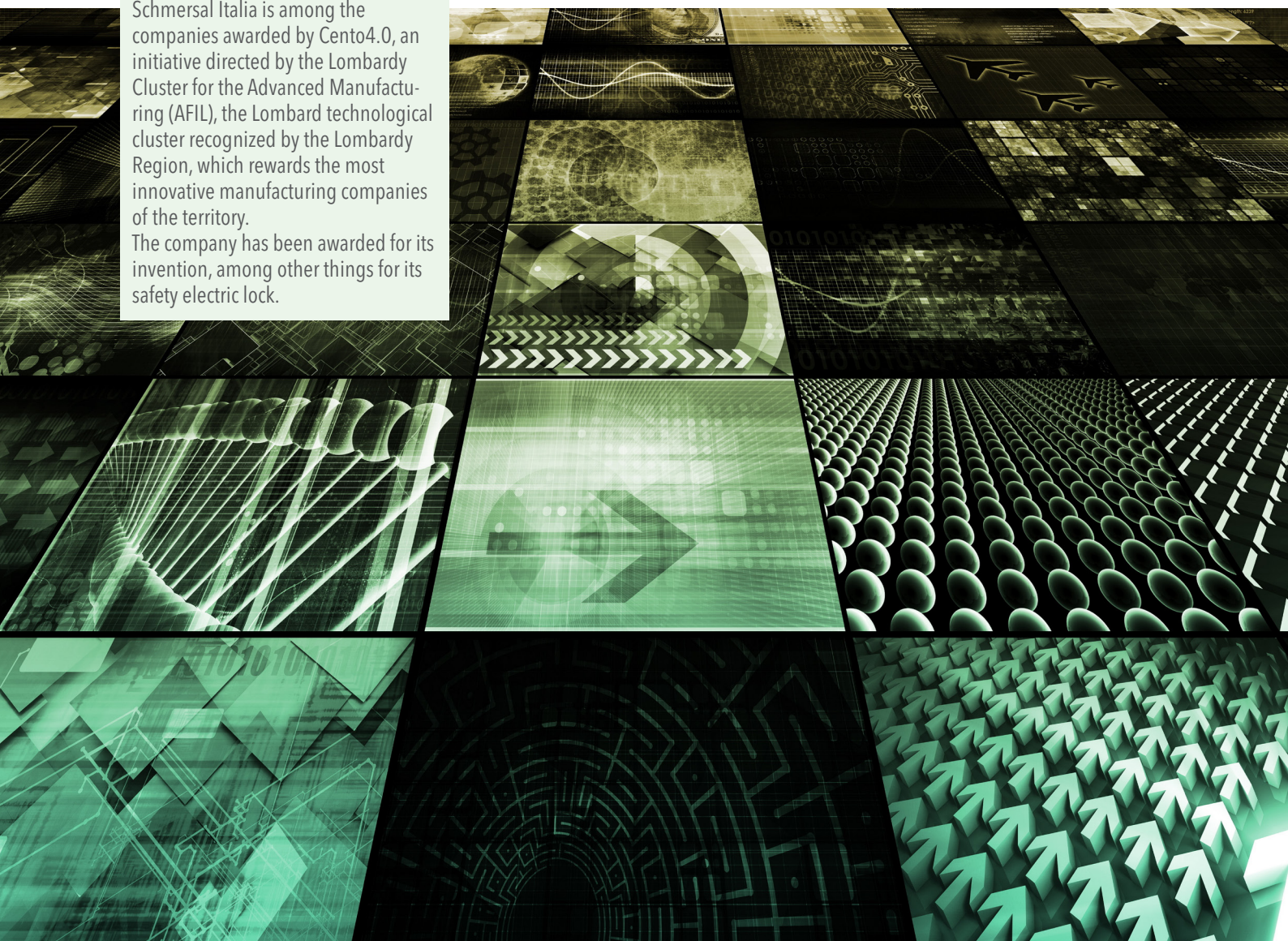
Schmersal Italia is among the companies awarded by Cento4.0, an initiative directed by the Lombardy Cluster for the Advanced Manufacturing (AFIL), the Lombard technological cluster recognized by the Lombardy Region, which rewards the most innovative manufacturing companies of the territory.

The company has been awarded for its invention, among other things for its safety electric lock.

ABB SPA

The ABB Group is a pioneering technology leader in electrification products, robotics and motion for 130 years. ABB operates in more than 100 countries with about 135,000 employees worldwide and a turnover of € 2,241M in 2017. ABB Italia is vastly integrated in Italy with 5,799 employees in 2017 and is at least present in 6 different cities in Lombardy with its headquarter in Sesto San Giovanni (MI).

ABB Italia is among the companies awarded by Cento4.0, an initiative directed by the Lombardy Cluster for the Advanced Manufacturing (AFIL), the Lombard technological cluster recognized by the Lombardy Region, which rewards the most innovative manufacturing companies of the territory.



Business opportunity

The AttrACT Program is a unique innovative program in Italy: it brings together investors, investment opportunities and local Municipalities thanks to a dedicated online platform, www.attractlombardy.it.

AttrACT aims at:

- ✧ developing the regional offering
- ✧ promoting opportunities for investment
- ✧ bringing together the main territorial stakeholders

More than 100 "ready to use" investment opportunities, representing all the 12 provinces of Lombardy and pertaining to 4 key segments: Industry, Logistics, Offices and Tourism. The Program has mapped both publicly- and privately-owned areas.

AttrACT sees the direct engagement of the Lombardy Municipalities involved in the Program that are called to identify local investment opportunities (greenfield and brownfield) in their area, made it available to investors, and simultaneously made commitments to simplify administrative processes, offer economic and tax incentives and offer qualified assistance service.

Commitments can vary according to the Municipality:

- ✧ Simplification of administrative processes such as:
 - Adopting the Action Plan by the city council in less than 90 days from the request
 - Delivering a Planning Permission in less than 60 days from the request
 - Dedicating a portal or an on line "front office" service where investors can find all useful information
- ✧ Economic and Tax incentivisation such as:
 - Declaring in advance all urban planning and construction expenses without additional expenses
 - Offering reduction or exemption of IMU, TASI, e/or TARI according to the Municipality
 - Reducing the primary and secondary land development expenses by at least 20%
- ✧ Promotion:
 - Making available a support team that coordinates the work, facilitates the relationships and encourages collaboration
 - Providing preliminary consulting services and support to companies in the presentation and implementation of their projects, with the issuance of written opinions if requested in the proposal

AttrACT, where to invest in Lombardy.

attrACT

