

# Lombardy | GREEN INDUSTRY

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



### Contact info

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## Industrial base

The GREEN INDUSTRY is composed of a rich and varied system of skills, which include:

- ✧ Energy & Cleantech: power generation, renewable energy, water management and purification, smart grids, energy efficiency and sustainable building
- ✧ Green chemistry: production of chemical products and energy from renewable sources from biomass and/or organic waste, production processes that reduce or eliminate the use of dangerous substances thus reducing the environment footprint

Lombardy has all of the ingredients of a dynamic ecosystem through which the Cleantech Energy Sector thrives and prospers

The excellence of the Lombardy Energy Cleantech Cluster is characterized by four pillars: Smart Energy System, Sustainable Manufacturing, Green Building and Water Energy Nexus.

- ✧ Smart Energy System at the production site is enabled by supporting affiliates in analyzing and planning activities at every step of the way. From the production to the distribution of conventional and renewable energy, including semi-finished and finished products.
- ✧ Sustainable Manufacturing is supported by actions to boost plant sustainability and energy efficiency.
- ✧ Green Building is enabled by reducing energy consumption close to zero as possible (NZEB), reducing greenhouse gas emissions and using recyclable materials as part of an integrated approach encompassing the entire life cycle of the building.
- ✧ Finally, Water Energy Nexus is part of a wide, cross-discipline vision including the necessity to deal

with pollutants, raise awareness, reduce environmental impacts, treat emerging pollutant substances and develop water management technology.

The priority themes of technological development are summarized as follows: energy efficiency also in buildings, renewable energies (biomasses, solar, hydro, geothermal, wind), emission reduction, energy storage, smart grids, power system flexibility, nuclear energy, material recycling, reduction of water consumption and recovery, internal environmental quality, air, water and soil quality.

## FACTS & FIGURES

- ✧ More than 40,000 businesses, with around 190,000 employees
- ✧ 300 Cleantech companies
- ✧ 291 foreign companies working in the field of manufacturing industry are located in Lombardy employing more than 4,100 people
- ✧ 50% of the Italian energy plant building industry
- ✧ approximately 40% of the Italian renewable enterprises
- ✧ The energy production system has approximately 28,700 employees and a turnover of 9 billion euro
- ✧ Presence of Lombardy Energy Cleantech Cluster, that includes:
  - 95 firms
  - 9 universities/research centres
  - 10 associations
  - 6 Public bodies
  - 4 Financial Institutions
  - 3 media

## R&D network

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- ✧ The research system of this varied area consists of approximately 3,000 units counting professors, researchers and temporary staff
- ✧ 10 Universities and 5 Research centers provide the most advance researches in the field
- ✧ Research groups are very active in exploring the extreme horizons of technology in the Cleantech energy field through 440 joint projects with other universities
- ✧ 200 active research and technology transfer public/private bodies, including: University of Milan, Bicocca University of Milan, University of Insubria, University of Pavia, Politecnico di Milano, University of Bergamo and Brescia, Bocconi University, Carlo Cattaneo LIUC University, CNR – Consiglio Nazionale delle Ricerche and RSE – Ricerca sul Sistema Energetico
- ✧ Politecnico di Milano is the 1st University in Italy in the field of Engineering and Technology, with more than 700 patents and 23 spin-off in the field of energy efficiency and sustainable building
- ✧ Lombardy Energy Cleantech Cluster collaborates with European and international cluster networks and other industrial and R&D platforms, fostering and taking part in innovative actions and project consortia

## Incentives and funding

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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

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- ✧ AttrACT website [www.attractlombardy.it](http://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 The Italian Scientific and Technological Parks Network:
  - COMONEXT (Lomazzo – CO)
  - KILOMETRO ROSSO (Bergamo – BG)
  - POLO TECNOLOGICO DI PAVIA (Pavia – PV)
  - BERGAMO SVILUPPO (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

### ONESUN ITALY

OneSun Inc. is a start-up coming from USA, with the project to realize cutting-edge solar panels, more efficient and at the same time economic and achievable, thanks to a simple printer.

The start-up is developing its market of lightweight and customized solar panels to bring anywhere in the world access to green energy. This is a new solution to traditional solar market that Regione Lombardia decided to support and finance.

"OneSun project" is of € 5.75M out of what Regione Lombardia financed almost €3M thanks to one of the research agreements foreseen by the law

"Lombardia è ricerca e innovazione".

The Lead partner will be the Italian branch of OneSun Inc., OneSun Italy srl. The other partners in the project will be the CNST (Center for Nano Science and Technology) and Ribes Tech (an innovative start-up collaborating with Omet Srl from Lecco) specialized in the engineering and production of printers.

The CNST will host the project inside its workplace in Milan.

Both Ribes Tech and OneSun Italy are associated with the Lombardy Energy Cleantech Cluster (LE2C).

The project led by OneSun Italy will immediately create new jobs (starting from 10 of high qualification employees inside the start-up).



## 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](http://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

