

# Lombardy | MECHATRONICS & ROBOTICS

## 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)



### Contact info

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- 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)

## Industrial base

- ✦ The sector is growing: in the first quarter of 2018 regional production rose by 1.1% over the last quarter of 2017
- ✦ Traditional mechanic firms are investing in robotics: 21% of the SMEs in the region implemented collaborative robotics systems
- ✦ Lombardy Foundation Cluster Technologies for Living Environment offers a wide range of solutions, from virtual reality to robotics, mechatronics, internet of things, advanced materials, buildings, etc.
- ✦ The Excellence of the Lombardy Foundation Cluster Technologies for Living Environment is characterized by transdisciplinary competencies that cover a wide range of sectors linked to living environments: health, ICT, safety, construction, cutting-edge materials, plants, and nutrition. The cluster focus on the individual in all living environments (home, hospital, workplace) and at all stages in life (evolutionary age, adults, the elderly) with particular attention to situations of social disadvantage. The Cluster benefits of closeness between the world of research and highly technological companies. It also counts on representatives from the entire health chain: research centers, in-house company development labs, university hospitals, rehabilitation centers, local health authorities and service providers. Finally, the cluster count on a solid

research network that has worked on shared projects in neurorehabilitation for over ten years

## FACTS & FIGURES

- ✦ 34,000 companies (38% of the national figure)
- ✦ 1° region in Italy, employing 432,000 workers
- ✦ Export from Lombardy worth € 64 billion, equal to the 30% of the export of the whole national sector
- ✦ 431 foreign companies working in the field of mechatronics & robotics industry are located in Lombardy employing more than 67,800 people
- ✦ Presence of Lombardy Foundation Cluster Technologies for Living Environments, that includes:
  - 11 firms (7 SME, 4 Large enterprises)
  - 13 universities/research centres
  - 8 other bodies

## R&D network

Within Lombardy Foundation Cluster Technologies for Living Environment:

- ✧ Politecnico di Milano
- ✧ CNR (the National Research Council)
- ✧ Università Cattolica di Milano
- ✧ Università degli Studi di Brescia
- ✧ Università di Milano-Bicocca
- ✧ 5 Research Hospitals (IRCCS)
- ✧ 1 Rehabilitation Center

## Incentives and funding

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

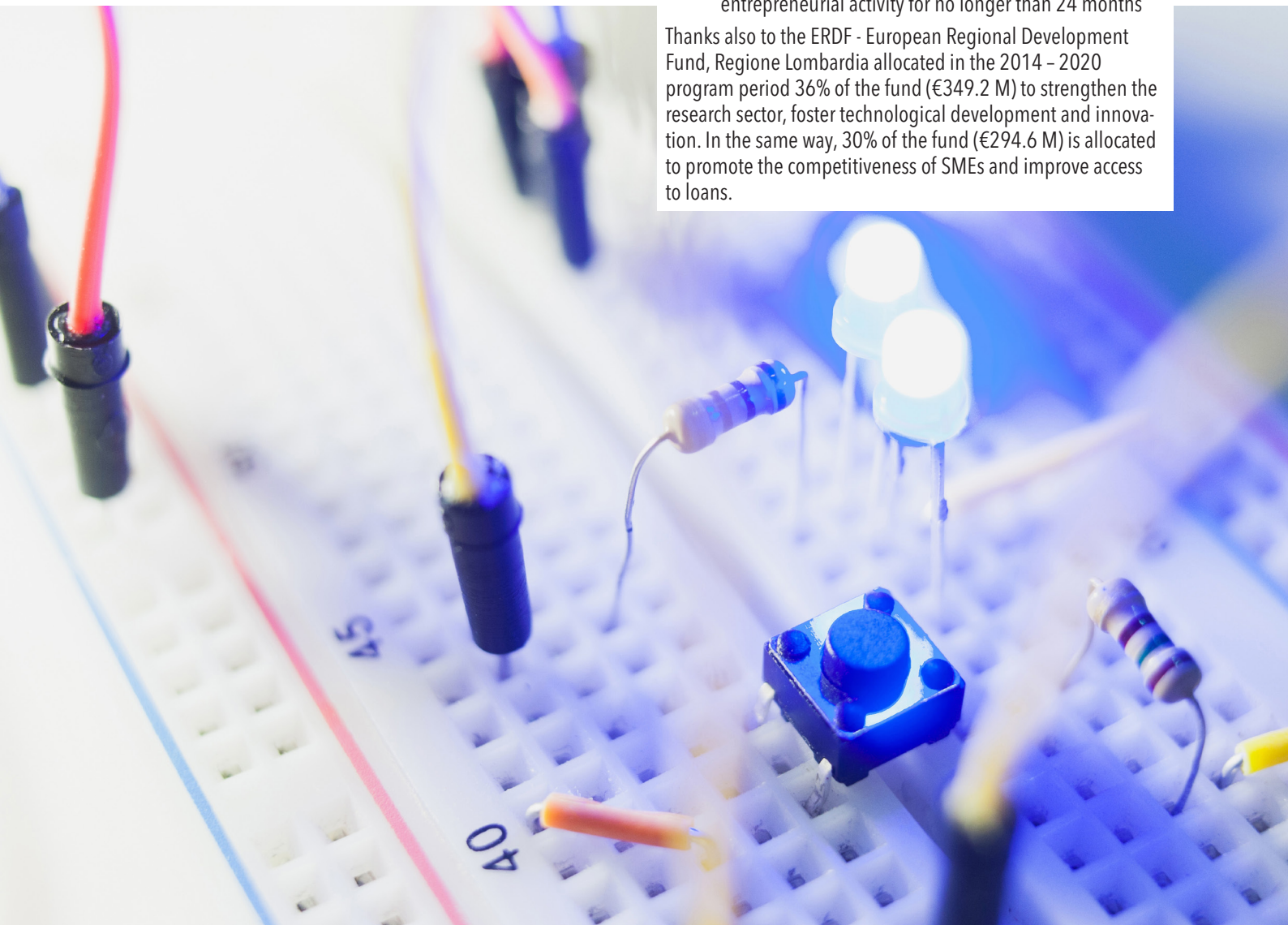
«ALVIA» Corporate Investments

- ✧ 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](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

### HEWLETT PACKARD ENTERPRISE ITALIA

Hewlett Packard Enterprise Company is an American multinational enterprise based in California and specialized in information technology for more than 75 years. The company help customers to use technology and make the transition from traditional technology platforms to the IT systems of the future.

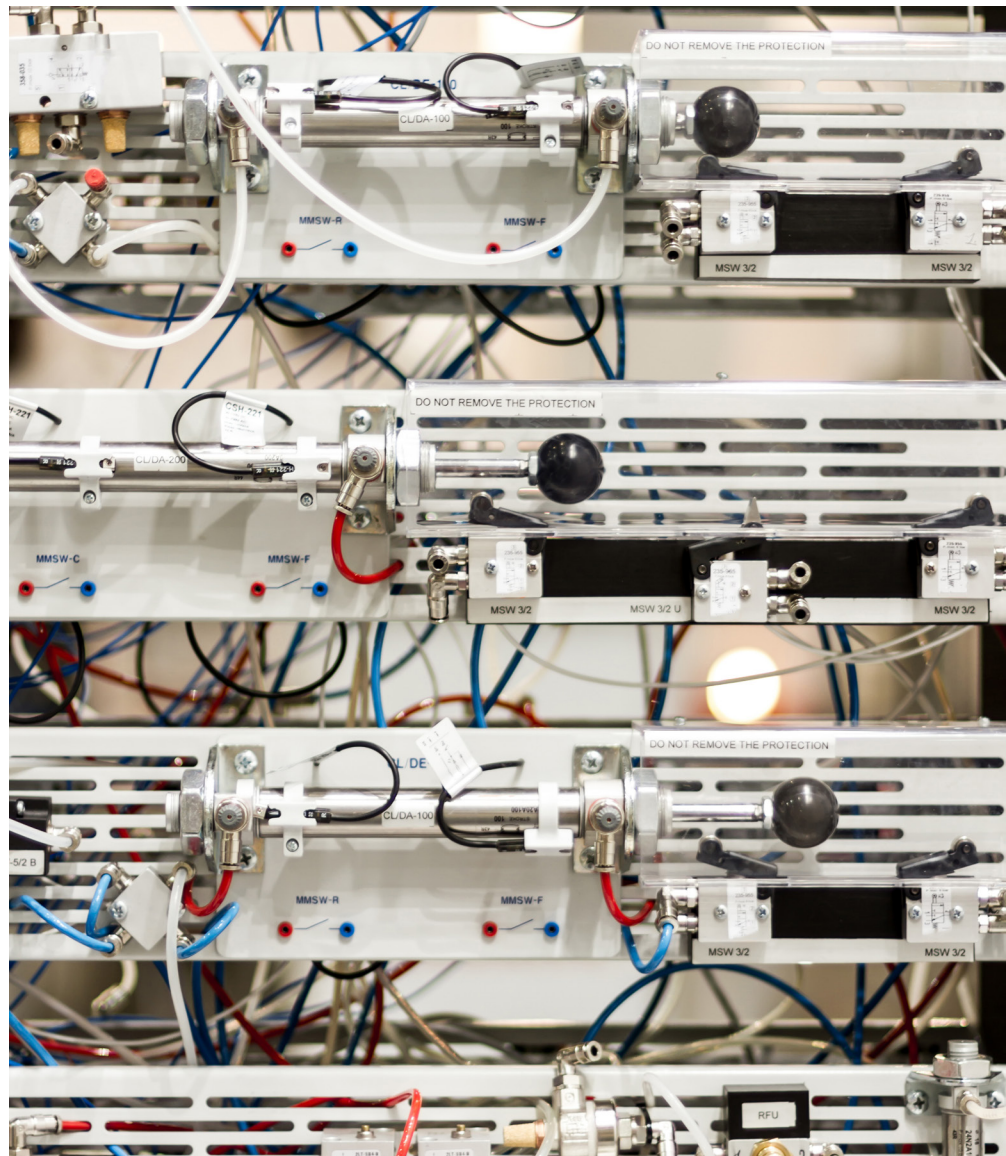
Hewlett Packard Enterprise Italia is based near Milan (Cernusco sul Naviglio) and in Rome. With its experience for over 50 years in Italy the company focus on 4 key pillars:

- ✦ Develop an hybrid IT infrastructure that fits with the business of their customers
- ✦ Help companies to protect their digital assets

- ✦ Enable customers to use 100% of their data to speed up and improve their business decisions
- ✦ Create digital and mobile experiences for customers, employees and partners in order to increase the productivity of companies.

The Italian initiative of "Innovation Lab" is going well beyond the initial expectations, in one year and a half, the local project got widespread and raised the initial proposal of creating 15 laboratories to 21, as well as it doubled the initial investment from €10M to €20M.

In Italy other investment projects are starting to raise awareness such as a partnership with a Master degree in Bocconi University with coaching on real cases.



## 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

