

# Lombardia | HEALTH 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

Regione Lombardia – Team ATTRACT  
[www.regione.lombardia.it](http://www.regione.lombardia.it),  
[www.attractlombardy.it](http://www.attractlombardy.it)  
[investimenti.attract@regione.lombardia.it](mailto:investimenti.attract@regione.lombardia.it)

T +39 02 8515 5220

Marco Fedato

## Industrial base

The Health industry is strongly oriented to the future needs of society, becoming an important driver to create or recognize new emerging markets

In Lombardy Health Industry contains a very rich and varied system of competences, which includes the following themes:

- ✦ Biotechnologies: pure biotech companies research and development of based products exclusively on biotechnologies
- ✦ Pharmaceuticals: the pharmaceutical industry in Lombardy plays an important role for the well-being and quality of life. A role that combines the high propensity to research and to innovation with a significant manufacturing activity
- ✦ Medical devices: it includes all those medical technologies that make the difference in making a healthcare system at the forefront
- ✦ Food: related to foods with nutritional specificity for rehabilitation, nutraceuticals, etc
- ✦ Creative industries: related to disability, maintenance, and design reacquisition of psycho-physical faculties
- ✦ Constructions for equipped living and working environments and for individual well-being systems

The Pharma sector is the most advanced in terms of technology in Lombardy: companies invested mostly in the Internet of Things, 3d printing, robotics and artificial intelligence

The Biomedical enterprises are focused on biomedical devices for personal use, instrumental use, electro medical use and for early diagnostics

The priority themes of technological development are e-health, new diagnostic systems, drugs and innovative therapeutic policies, prevention, health monitoring, rehabilitation

The excellence of Lombardy Life Sciences Cluster is characterized by scientific and

industrial competencies in the:

- ✦ Biotechnology sector applied to the health sector (red biotech)
- ✦ GPET (Genomics, Proteomics and Enabling Technologies) sector
- ✦ Nano biotechnologies
- ✦ Pharmaceutical sector and medical devices, with focus on personalized medicine (early diagnosis, rehabilitation devices and others) and mobile health services (telemedicine, remote health monitoring and interoperability platforms)

The Thematic Working Groups of Lombardy Life Sciences Cluster are: PHARMACEUTICALS (new drugs), MEDICAL DEVICES (for diagnosis and therapies), ICT FOR HEALTH, ADVANCED THERAPY (gene therapy, cell-based products, combined therapies), DIAGNOSTICS (in vivo, in vitro and device diagnostics), and NEUROINFLAMMATION (research of the pathogenetic mechanism related to neuroinflammation in neurological diseases)

## FACTS & FIGURES

- ✦ 1st Italian region in terms of employees in the pharma sector, with more than 30,000 units (47.2% at national level), of whom 2,825 deals with R&D activities
- ✦ 1st region in Italy for European funds obtained in the health sector (4th among European regions)
- ✦ With 28% of businesses and local units based in Lombardy (162 units), 23% of investments and 32% of the turnover, Lombardy is confirmed the first region of Italy for presence, commitment and results in Biotech
- ✦ 816 biomedical enterprises (307 with more than 20 employees) and they employ 40% of the Italian workforce of this sector

#### ✧ Presence of Lombardy Life Science Cluster that includes:

- 82 enterprises
- 24 Universities and Research bodies
- 20 Other bodies
- 6 Associations

## R&D network

- ✧ The R&D investments of Lombard enterprises in this sector accounts for roughly one third of the national total Lombardy counts the highest number of surgeries
- ✧ The research system consists of 6 Faculties of Medicine, 2 Departments of Bioengineering, 28 hospitals with university course premises, 288 Research centers with research activities in the health sector and 186 centers with research lines in non-food biotechnologies
- ✧ Public universities and Research centers involved include LIUC, the Catholic University, Bicocca University of Milan, the University of Milan, Vita Salute S. Raffaele as well as the CNR and the Politecnico of Milan
- ✧ Human Technopole (located at Expo Milano 2015 site), the new Italian research centre that will be an attractive hub for national and international talents at European and global level for biomedical research, genomics and for the future of medical science

## 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](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 Lombardy Life Science Cluster: PARCO TECNOLOGICO PADANO (Lodi, LO)
- ✧ Within The Italian Scientific and Technological Parks Network:
  - POLO TECNOLOGICO DI PAVIA (Pavia, PV)
  - COMONEXT (Lomazzo, CO)
  - KILOMETRO ROSSO (Bergamo, BG)
  - 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

### SANOFI ITALIA

SANOFI is a French global healthcare leader in the world. With more than 100,000 employees present in 100 countries, the company has 79 manufacturing sites in 36 different countries. In 2017, the sales reached € 35bn. SANOFI is one of the leading pharmaceutical company in Italy, where it has a strong industrial presence. The Italian subsidiary manufactures and markets drugs in all the group's business areas. SANOFI Italia has its headquarters in Milan and another branch in Modena. In Italy, there are 4 industrial plants of SANOFI. A unit of clinical research (CSU- Clinical Study Unit) with 39 collaborators, dedicated to conduct clinical studies operates at SANOFI site in Milan. The Lombardy site is an example of positive growth which has been going on for some time, thanks to an investment plan of € 19 M over the last three years enabling to expand the production capacity.

### NOVARTIS FARMA

Novartis is a global healthcare company based in Switzerland working in the pharmaceutical sector. Second pharmaceutical multinational in the world by turnover. Novartis is present in Lombardy with Alcon Italia SpA in Milan and Novartis Farma SpA or Sandoz SpA in the province of Varese. Novartis is planning to increase its investments in Italy. The group's investments will be mainly allocate to R&D, collaborating with research centers and hospitals to carry out clinical trials, investing in data collection, training doctors and supply advanced drugs. In 2017 Novartis already invested € 61 M in Italy to do 224 studies involving 10,000 patients. In Italy the group planned to launch an investment of € 200 M in R&D in three years.



## Business opportunity

### AttrACT Program

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.

### MIND – Milano Innovation District

An innovation, culture and research based identity with international focus

The former Expo site will be transformed into a "Science, Knowledge and Innovation Park": a hub open to the world, capable of attracting international excellences and promoting Italian technology and culture in an extraordinary location.

A science and technology park with outstanding architectural features, able to attract investment and generate economic benefits throughout the country with scientific, recreational, cultural, sports, residential, productive and tertiary functions.

MIND will become a new part of the city: a smart, sustainable, authentic, inclusive and safe community, able to attract talented people from around the world.

The three majors anchors of the project are:

- ✧ the new cross-disciplinary research infrastructure Human Technopole which will develop personalized approaches in the field of medicine and nutrition on cancer and neurodegenerative diseases using genomics, big data analysis and new diagnostics techniques
- ✧ University of Milan Campus: a modern scientific, education and research campus, aiming to the most advanced international standards for teaching, research and interaction with the private industry
- ✧ Galeazzi research and treatment hospital: gathering together the excellence in the orthopaedic field of IRCCS Galeazzi and the experience gained in the cardio-thoraco-vascular and bariatric field of the Istituto Clinico Sant' Ambrogio, to offer patients a great multi-specialized research hospital.

attrACT