



PIEMONTE AGENCY ONE-STOP-SHOP FOR INTERNATIONAL BUSINESS



The one-stop-shop for BUSINESS and INVESTMENT

PIEMONTE AGENCY

Piemonte Agency is the first Italian agency dedicated to inward and outward internationalization.

- Since **1976** dealing with internationalization
- In **2006** merging of several bodies
- **First italian organization** dedicated to internationalization
- To boost the international role of Piemonte and its potentials
- **A team of experts** for your business: nothing is too technical, too challenging or too far for us

Promoting members

- Regione Piemonte (Piemonte Region)
- Unioncamere Piemonte (Union of the Chambers of Commerce of Piemonte)
- Chambers of Commerce of: Alessandria, Asti, Biella, Cuneo, Novara, Torino, Verbano-Cusio-Ossola, Vercelli

Other members

- Chamber of Commerce of Aosta
- Politecnico di Torino
- University of Alessandria, Novara, Vercelli



The one-stop-shop for business and INVESTMENT

PIEMONTE AGENCY

the key reference point for foreign enterprises wishing to locate in Piemonte

We can

- **advise** on every aspect for starting and running a business in Piemonte
- **support** foreign companies which have already invested in Piemonte
- **provide assistance** at every stage of the investment project:
 - Business assessment
 - Business set up
 - Location opportunities detection
 - Identification of incentives & grants

PIEMONTE OFFERS
INVESTMENT
OPPORTUNITIES
SUCH AS R&D
CENTRES,
M&A, TECHNICAL
PARTNERSHIP
AND/OR GREENFIELD
OPERATIONS

www.piemontetheplacetoinvest.it



PIEMONTE: FACTS AND FIGURES

Companies located in Piemonte have free **access to a market with more than 30 countries of the European Union** and the world's richest consumer market of more than **500 million people**, of which more than **330 million share the same currency**.

GDP

133 bn

(7.7% OF THE NATIONAL TOTAL)

POPULATION

4.4 m

(7.3% OF THE NATIONAL TOTAL)

EXPORT

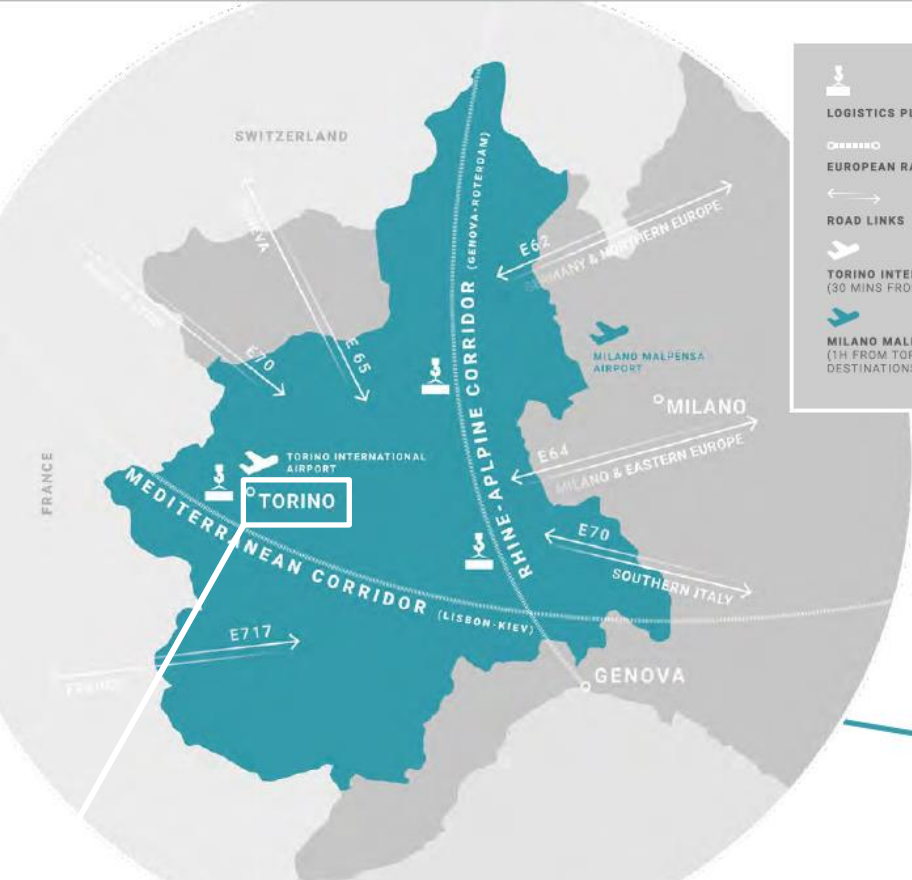
€ 46.6 bn

(9.8% OF THE NATIONAL TOTAL)

COMPANIES

428,457

(7% OF THE NATIONAL TOTAL)



LOGISTICS PLATFORMS

EUROPEAN RAILWAY CORRIDORS

ROAD LINKS

TORINO INTERNATIONAL AIRPORT
(30 MINS FROM CITY CENTER)

MILANO MALPENSA AIRPORT
(1H FROM TORINO, 185 DESTINATIONS, 76 COUNTRIES)

AT THE CENTRE OF EUROPE AND OF THE MEDITERRANEAN AREA

Piemonte is strategically located **in the heart of Europe**, at the crossroads of the main European axes linking north and south, east and west.

The region is **highly accessible** and provides excellent connections with Europe and the rest of the world through **efficient road, rail, and airport networks**, along with sea connections thanks to Ligurian ports.



- 150 Km from the port of Genova
- 100 Km from the port of Savona
- 50 min from Milano-Malpensa intercontinental airport



KEY SECTORS MAIN FOCUS

20



Focus on Automotive and Integrated Mobility

DRIVING IS A VOCATION BY TRADITION

1st Region

IN ITALY IN TERMS OF PRESENCE
 OF AUTOMOTIVE COMPONENTS COMPANIES

36%

OF ITALIAN AUTOMOTIVE
 COMPONENTS INDUSTRY

55%

OF ITALIAN AUTOMOTIVE
 E&D COMPANIES

82%

COMPANIES EXPORT
 ABROAD

68%

OF COMPANIES INVEST IN R&D

Source: 2017 Observatory on the Italian automotive components sector, by Anifa, Torino Chamber of Commerce, Cif Foscari University of Venice.



Focus on Aerospace

FLYING HIGH IS A REGIONAL COMMITMENT

280

SMEs

14,800

EMPLOYEES

€ 3.9 bn

TURNOVER

17%

OF NATIONAL EXPORTS

26%

OF EXPORTS DIRECTED TO THE USA

22%

OF EXPORTS DIRECTED
 TO GERMANY

22



Focus on Life Sciences

ENGAGED IN LIFE, ENGAGED FOR LIFE

2nd

ITALIAN REGION IN TERMS OF
 BIOTECHNOLOGY COMPANIES

source: Assobiotec, Report Biotechnology 2016

400

COMPANIES IN THE SECTOR

10k

PEOPLE EMPLOYED

250

COMPANIES IN HEALTHCARE
 AND MEDTECH FIELD

1 INNOVATION

BioPmed
 HUB FOR BIOTECHNOLOGY

1 BIOTECHNOLOGY

Science Park
 AND 3 INCUBATORS



R&D AND INNOVATION

RECENT DATA CONFIRM THAT PIEMONTE IS A LEADING ITALIAN REGION IN R&D

Companies expenditure in R&D: **1.42% of GDP** (national average of 0.65%), with a number of **workers in R&D of 6.2 per 1,000 inhabitants** (national average of 4.0) and an increasing IP impact, with a number of **137.6 patents registered per million inhabitants** (national average of 83.6).

1st

ITALIAN REGION IN TERMS OF PRIVATE INVESTMENT IN R&D

200

R&D CENTRES

3rd

ITALIAN REGION FOR HI-TECH PATENTS

7

INNOVATION HUBS

In 2009 Piemonte was the first Italian region to formally establish Innovation Hubs on its territory as part the regional infrastructure supporting research, innovation and technology transfer.

POLO AGRIFOOD - www.poloagrifood.it

Biopmed - www.biopmed.eu

CGreen - www.cgreen.it

CLEVER - www.poloclever.it

MESAP - www.mesap.it

Pointex - www.pointex.eu

ICT - www.poloinnovazioneict.org

6 OUT OF 10 ITALIAN HUBS WITH THE HIGHEST DEGREE OF INNOVATION ARE LOCATED IN PIEMONTE



TALENT&EDUCATION

Four universities make up Piemonte's higher educational structure, with over **130,700** enrolled students. Piemonte's strongly research-oriented academic system collaborate effectively with the business world.



UNIVERSITA
DEGLI STUDI
DI TORINO



POLITECNICO
DI TORINO



UNIVERSITÀ DEL PIEMONTE ORIENTALE



Università di Scienze
Gastronomiche di Pollenzo
University of Gastronomic Sciences of Pollenzo

MAIN INTERNATIONAL ORGANIZATIONS IN TORINO



ADVANCED TRAINING CENTRES

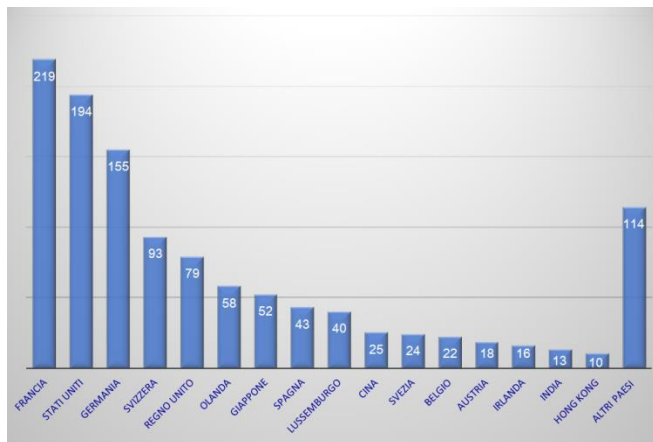


Collegio Carlo Alberto



Multinationals in Piemonte

TOP 15 COUNTRY OF ORIGIN INVESTOR
(GLOBAL ULTIMATE OWNER-GUO COUNTRY)



TOTAL
MULTINATIONAL
ENTERPRISES IN
PIEMONTE:
1,175

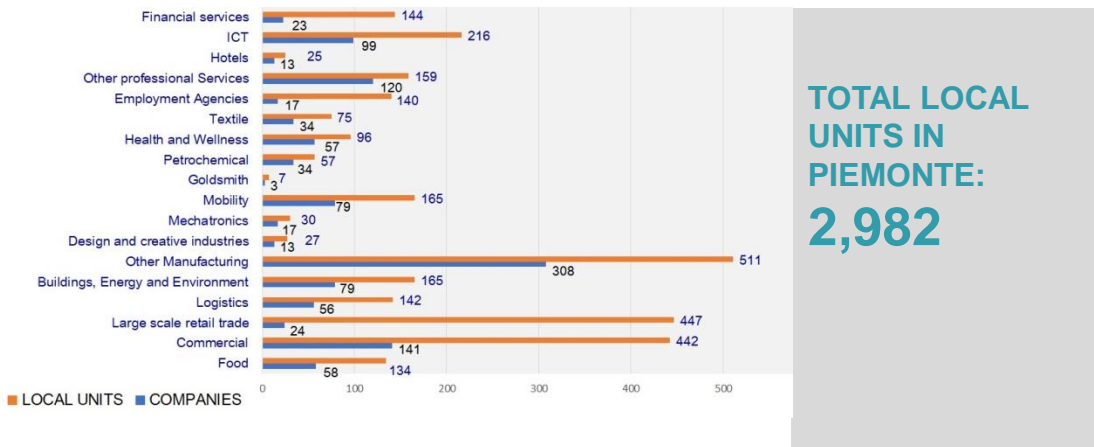
Source: Observer 2019 - Observatory on MNEs in Piemonte by the Torino Chamber of Commerce





Multinationals in Piemonte

COMPANIES AND LOCAL UNITS IN PIEMONTE PER SECTOR



Source: Observer 2019 - Observatory on MNEs in Piemonte by the Torino Chamber of Commerce





AN ATTRACTIVE DESTINATION FOR FOREIGN COMPANIES

Over 1,000 foreign companies have chosen to locate in Piemonte, employing about 140,000 people





TURNKEY BUSINESS MINDSET

Piemonte Region has allocated almost **€ 1 billion** in 2014-2020 to promote the growth and competitiveness of the entire territory within the Regional Operational Programmes of the European Social Fund and the European Regional Development Fund.

Incentives:

- Non-repayable grants
- Soft loans
- Free-of-charge guarantees

A dedicated measure for SMEs Investing in Piemonte:

- Soft loans covering up to 100% of expenses for new investments (acquisition of building, machinery, etc.)
- Soft loans covering up to 100% of new R&D projects
- Free grants supporting new hirings



RECENT INVESTMENTS IN THE ENERGY FIELD

- **Iveco:** investing in developing green hydrogen trucks (H2 accelerate program);
- **Alstom:** developing new trains powered by hydrogen fuel cells;
- **Italvolt:** going to build up a gigafactory for batteries;
- **New space economy scale-up:** going to build up hydrogen-fueled reusable rockets and hydrogen tanks;
- **Young startup:** developing projects for battery optimization.

Punch Torino:

- acquired former GM research institute
- started investing in the field of hydrogen fueled vehicles;
- 2021: managing a new consortium dedicated to hydrogen supply chain;
- opening a new research center on hydrogen: Punch Hydrocells.



Key Sectors

Piemonte's strong industrial vocation is fertile ground for continuous innovation and growth. In this rich environment, business opportunities are generated in all fields



AEROSPACE



AGRIFOOD



AUTOMOTIVE & TRANSPORTATION



CLEANTECH & GREEN BUILDING



DESIGN AND CREATIVE INDUSTRIES



FASHION AND JEWELLERY



LIFE SCIENCES



MECHATRONICS



TEXTILES

CLEANTECH & GREEN BUILDING

EXPERTISE & INNOVATION
FOR A MORE SUSTAINABLE FUTURE

The strong industrial vocation of the region is the soil from which innovation keeps springing up and growing.

COMPANIES OPERATING

1,300

EMPLOYEES

33,000

PATENTS

1,100

4

Company incubators

2

Innovation hubs

- Green Chemistry and Advanced Materials
- Cleantech and Energy Innovation Cluster



CLEANTECH & GREEN BUILDING

EXPERTISE & INNOVATION
FOR A MORE SUSTAINABLE FUTURE

International key players

Amiat, ENI Versalis, Novamont, Asja Ambiente, Gruppo Gavio, Smat, EDF – Fenice, IREN, TRM.



versalis



asja



iren





PIF Cleantech & Green Building

Find the **right
partner** for your
business

www.cleantech.centroestero.org





CLEANTECH & GREEN BUILDING

INTEGRATED SUPPLY CHAIN

The project offers international players the shortest way to meet and start business with Cleantech & Green chemistry, top class companies from Piemonte, Italy.

REGIONE PIEMONTE OFFERS INTERNATIONAL DONORS AND INSTITUTIONS AN ENTRY POINT PIEMONTE AGENCY, THE REFERENCE POINT FOR FOREIGN PLAYERS LOOKING FOR BUSINESS OPPORTUNITIES IN THE AREA.

Managed by



Regional policy for smart, sustainable and inclusive growth

INTEGRATED SUPPLY CHAIN PROJECTS ARE CO-FINANCED WITH EUROPEAN REGIONAL DEVELOPMENT FUND



PIF Cleantech & Green Building

A world competitive supply chain

Cleantech companies in Piemonte are very active, dynamic and internationally oriented. The eco-industry has become one of the key sectors for the future of Piemonte where the major industrial competences **are active in the following field:**

waste, water, energy, green and smart building, green chemistry.

Piemonte companies work in all the steps of the supply chain, providing engineering and consulting services, construction of products and machineries, as well as turnkey construction and civil works.



W
A
S
T
E

Waste collection, transport and disposal
Waste recovery and regeneration
Biogas production and upgrade to biomethan
Anaerobic digestion
Recycling



W
A
T
E
R

Water collection and treatment
Water management and saving
Water distribution systems
Water treatment for industrial purposes
Water metering
Remediation



NEXT ACTIVITIES

INTEGRATED SUPPLY CHAIN *CLEANTECH & GREEN BUILDING*

Abroad 2021 - 2022

Energy Business Forum International
(8-10 June 2021 - virtual)

Missione imprenditoriale in Paese target (I semestre 2022)

In Italy 2021 - 2022

Energy and Cleantech Business Days, Spring Edition
(Torino, 17 - 18 June 2021)

Energy and Cleantech Business Days o Cleantech & Building (October / November 2021 & September 2022)

Incontri b2b con operatori provenienti da mercati target
(Torino, 2021 and 2022)

- WORKSHOP
- MISSIONS
- B2B
- COMPANY VISITS in Italy and abroad

Possible activities



NEXT ACTIVITIES

INTEGRATED SUPPLY CHAIN *CLEANTECH & GREEN BUILDING*

- INTERNATIONAL FAIRS AND EVENTS
- BUSINESS CONVENTION

Possible activities

2021

***MIPIM** (Cannes, 7-8 September, **NEW DATES!**)*

***Expo Real** (Munich, 11-13 October)*

Other events:

***Big 5** (Dubai, 12-15 September)*

***Plastic Recycling Show** (Amsterdam, 4-5 November)*

2022

***MIPIM** (Cannes, March 15-18)*

***Hannover Messe** (Hannover, April 25-29)*

***IFAT** (Munich, May 30 - June 3)*

***Batimat** (Paris, 3-6 October)*



Key Sectors

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AEROSPACE



AGRIFOOD



AUTOMOTIVE & TRANSPORTATION



CLEANTECH & GREEN BUILDING



DESIGN AND CREATIVE INDUSTRIES



FASHION AND JEWELLERY



LIFE SCIENCES



MECHATRONICS



TEXTILES



AUTOMOTIVE & TRANSPORTATION

The Italian automotive industry is primarily concentrated in Torino and in Piemonte.

TRADITION TO DRIVE THE FUTURE OF MOBILITY

Piemonte is the forerunner in Italy in terms of automotive components companies and accounts for around 45% of the national automotive sector's total revenue.

34%

of the Italian automotive components industry is in Piemonte

39%

of the Italian automotive components turnover is in Piemonte

77%

of companies export abroad

67%

of companies invest in R&D



AUTOMOTIVE & TRANSPORTATION

TRADITION TO DRIVE THE FUTURE OF MOBILITY

International key players

FCA Fiat Chrysler Automobiles (now Stellantis), CNH Industrial, Marelli, Punch, FEV, Iveco, Changan Automobile European Designing Centre, Jac Italy Design Center, SKF Industrie.



AUTOMOTIVE & TRANSPORTATION

INTEGRATED SUPPLY CHAIN

Piemonte and its capital city Torino, birthplace of Fiat, then FCA Fiat Chrysler Automobiles and now STELLANTIS are the core of the national automotive industry and of the European car and mobility technology. Key players of the automotive world are based in Piemonte: major companies OEMs, SMEs and supply chain, R&D centres and engineering academy. The synergy between all these players significantly contributed to positioning the region among the leading automotive clusters not only in Europe, but also globally.

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NEXT ACTIVITIES

INTEGRATED SUPPLY CHAIN *AUTOMOTIVE & TRANSPORTATION*

- WORKSHOP
- MISSIONS
- B2B
- COMPANY VISITS in Italy and abroad

Possible activities

Abroad 2021 - 2022

Chassis.Tech Plus
(Munich, June 29-30, 2021)

Railway Forum
(Berlin, 7-8 September 2021)

Vehicles of Tomorrow
(Frankfurt, TBD 2022)

Automotive Procurement Forum
(Stoccarda, May 9-10, 2022)

In Italy 2021 - 2022

B2B meetings with operators from target markets (Torino, second half of 2021 and first half of 2022)

What's On? – workshops on tbd topics with invitations to international players and b2b meetings (Torino, II semester 2021)

Evento Hypercar
(Torino, June / July 2022)



NEXT ACTIVITIES

INTEGRATED SUPPLY CHAIN *AUTOMOTIVE & TRANSPORTATION*

- WORKSHOP
- MISSIONS
- B2B
- COMPANY VISITS in Italy and abroad

Possible activities

2021

VTM – Teaser
(Torino, September)

IZB (Wolfsburg, 5-7 October)

AGRITECHNICA (Hannover, November 14-20)

2022

CES Consumer Electronics Show
(Las Vegas, January 5-8)

VTM - Vehicle & Transportation Technology Innovation Meetings (Torino, 30-31 March)

Hannover Messe (Hannover, April 25-29)

Automotive Manufacturing Meetings (Madrid, June)

InnoTrans (Berlin, September 20-23)

eMove360 (Munich, October)

2022

Electronica
(Munich, November 8-11)

Global Automotive Components & Suppliers Expo (Stoccarda, November)



THANK YOU

... *experience us* ...

Piemonte Agency

www.centroestero.org

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PIEMONTE

THE PLACE TO INVEST