

**YESMILANO**

# MILANO FOR LIFE SCIENCES 2025

**MILANO&PARTNERS**

In collaboration with:



MILANO  
FOR LIFE  
SCIENCES

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# WHY MILANO?

## A LIFE SCIENCES POWERHOUSE

Milano leads a strong national Life Sciences industry worth over €252 bln, with a regional production of €85+ bln in 2022. Lombardy stands on Europe's podium as a top Pharma manufacturer. A large number of companies in Milano specialize in **producing active pharmaceutical ingredients, automated**

**manufacturing plants, primary and secondary packaging, and regulatory services.** Its internationally renowned centers of excellence conduct **critical research** in biomedicine and healthcare delivery, while its public and private research hospitals offer **cutting-edge clinical services.**



Photo by Rodrigo de Paula Martins

- 1

+50% pharma exports between 2018 and 2023

20% of Italy's pharmaceutical exports

28% of Italy's total pharmaceutical R&D investment
- 2

1/3 of all R&D investments nationwide

10% of Italy's pharma R&D employees

The region's pharma R&D workforce grew by 7% since 2018
- 3

20 Research Hospitals (IRCCS)

30 public and private hospitals

1,026 healthcare facilities

Healthcare services account for 35% of the production value of Lombardy's supply chain

Italy spent \$3,451 per person on healthcare in 2021 (9.7% of GDP, above OECD average)
- 4

The city is home to some of the world's largest Life Sciences companies.

77 companies with >€100 mln revenues

66% have production sites

52% carry out clinical trials

30 of them have their own research center

# A EUROPEAN LOCOMOTIVE



Photo by José Limbert

- €480.6 bln GDP (1/5 of Italy's total)

€48,000 GDP per capita

10th largest GDP in the EU (if Lombardy were a country)

+6.7% GDP growth between 2019-2023, above all major European economies
- 10 mln inhabitants

825,600 active companies

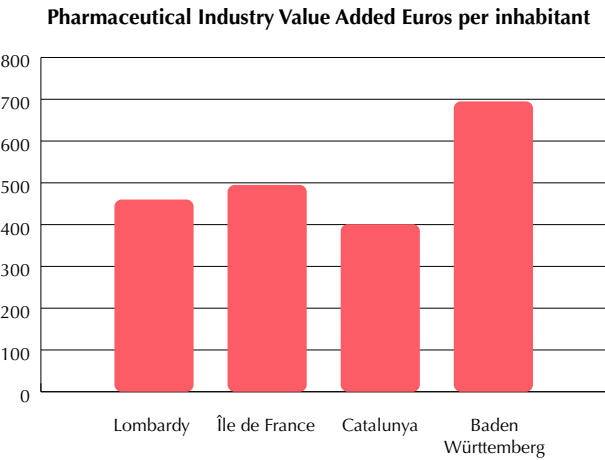
One of Europe's highest concentrations of private companies, hospital facilities, and research institutions

Leading hub for active pharmaceutical ingredients, automated manufacturing, and regulatory services
- 115K+ healthcare workers in Lombardy

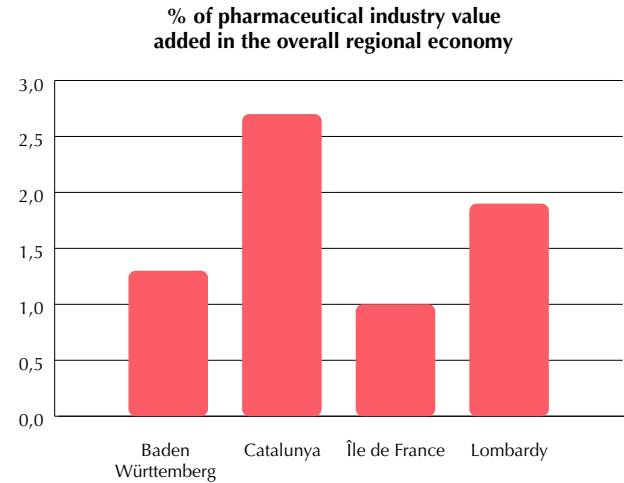
>346,000 people employed in the Life Sciences supply chain

4.7 million labor force

27% of Lombardy's labor force employed in high-tech sectors (68,000 people)



Milano is the financial and technological capital of Italy, a G8 economy and a 60 million people market in a free trade EU zone of 449 mln people. It is the capital of Lombardy, EU's 3rd region by GDP as well as 3rd most populated area. If it were a national economy, Lombardy would surpass the economies of Austria, Denmark, and Finland. Milano is a perfect gateway to Europe and European markets, and welcome millions of tourists for its attractions and cultural and sports events, including the upcoming Winter Olympics. The city traditionally excels in world fashion and design,



and boasts eight international universities and over 200,000 students, 10% from abroad, leading to a burgeoning knowledge & research sector. With excellent infrastructures and state-of-the-art R&D facilities, **Milano and Lombardy have a strong specialization in Pharma, Chemicals, Advanced Manufacturing, ICT, Aerospace, Agrifood, and Financial Services.** Italy has one of the best healthcare systems globally, ranked 2nd in the world in terms of health indicators, and Milano and Lombardy are at the forefront of its innovation in medical services and clinical research. Milano and Lombardy's private and public facilities employ 35% of Italy's pharma researchers.



# A COMPETITIVE LIFE SCIENCES ECOSYSTEM

The city hosts all the main Life Sciences trade bodies and regulators; the European Food Safety Authority and the EU Joint Research Center (ISPRA) are based nearby Milano. The city won the competition to host the European Unified Patent Court along with Paris and Munich.

Lombardy is home to over 136,000 agri-food companies employing around 543,000 workers.

+17% value added per employee in the Pharma sector vs. major EU countries average, highlighting the high tech nature of pharmaceutical production in Italy.

The Milano Metropolitan City is **home to over 270 pharmaceutical and biotechnology companies**, and for total of 580 Life Sciences enterprises located in Lombardy (1/3 of the national total).



## Life Science



## Life sciences trade bodies and regulators



# FOSTERING HEALTHCARE FOR ALL

Milano's research centers and R&D-vocated companies specialize in all therapeutic areas and excel in several of them:

Orthopedics  
Cardiology  
Neurology  
Respiratory diseases

Immunology  
Genomics  
Gastroenterology  
Rare diseases

Its strong entrepreneurial fabric in the Pharma sector specializes in Orphan Drugs, APIs, finished products and packaging.

The medical devices sector in Italy generates €18.3 billion, including exports and domestic sales. Out of the 4,641 companies in Italy, 30.1% (1,401) are based in Lombardy.

# AT THE FOREFRONT OF RESEARCH IN ONCOLOGY AND CELL&GENE THERAPY

Milano's medical institutions such as San Raffaele Research Hospital, the European Institute of Oncology (IEO) and the National Institute for Tumors are internationally renewed as key innovators in Oncology. Among them, San Raffaele stands as a global pioneer for Cell&Gene Therapy.

The Milano region is **one of the main contributors to oncological research at the European level** and the region with the largest number of hospitals and research institutes dedicated to it. For over a decade, some of its top institutes have been at the forefront of Cell&Gene Therapy and CAR-T research, generating a spillover of spinoffs and talents, making the city a crucial location to conduct collaborations and R&D in this field. **In 2020, the Region started the 3-year Plagencell Project, aimed at creating CAR-T allogeneic cell banks obtained from umbilical cords' blood and stored with an "off the shelf approach", with the participation of 5 local academic cell factories.** 6 of the 9 authorized cell factories in Italy are in Lombardy. The area hosts 16 of the 50 national biobanks (more: <https://www.bbmri.it/>).

## San Raffaele Hospital

The Hospital is at the forefront of gene-based cancer immunotherapies. San Raffaele started administering the first single infusion of CAR-T therapy reimbursed by Italy's NHS for adult patients with relapsed or refractory follicular lymphoma. Moreover, within the Hospital campus, the San Raffaele Telethon Institute for Gene Therapy (SR-Tiget) is a world-recognized centre of excellence for gene and cell therapy. Notably, 2 out of the 11 gene therapy drugs approved in EU for genetic diseases have been developed by SR-Tiget research. San Raffaele has also played a key role in fostering biotech innovation, giving rise to successful spinoffs such as Molmed, Genenta Science (NDSQ), Genespire, and Epsilon Bio (now nChroma).

## Humanitas Research Hospital

Humanitas was the first Italian hospital launching a dedicated CAR-T Unit for cutting-edge clinical research on T cell therapies. In its laboratories, researchers are developing innovative approaches to enhance the efficacy of current T cell-based therapies as well as advancing new adoptive techniques based on NK cells and dendritic cells.

## European Institute of Oncology (IEO)

IEO strives for excellence in cancer prevention, diagnosis and treatment, developing clinical and scientific research coupled with innovative organization and management, while paying constant attention to the quality of the service offered to patients. Its Women Cancer

Center (WCC) brings together experts from IEO's multidisciplinary gynecology and senology programs.

## National Cancer Institute

Established in Milano in 1928, it stands as a center of excellence for pre-clinical, translational and clinical research activities, and clinical care. INT has 464 inpatient beds and provides more than 400,000 outpatient visits per year. The Institute carries out a public service characterized by a high level of diagnostic, therapeutic and research activities.



# RESEARCH HOSPITALS (IRCCS) IN MILANO

## POLICLINICO DI MILANO

The Policlinico di Milano is an internationally-ranked academic institution with a broad focus on scientific research and patient care. It is a pivotal center for various specialties such as pediatrics, gastroenterology, and obstetrics & gynecology.

## EUROPEAN INSTITUTE OF ONCOLOGY (IEO)

The European Institute of Oncology (IEO) is Italy's premier center for cancer diagnosis and treatment, consistently ranked as the top Italian hospital for oncology with a global ranking of 9th in the field.

## NATIONAL CANCER INSTITUTE

It is the largest oncology center in Lombardy and ranks 24th globally in the field. It is dedicated to cancer care and research, focusing on clinical and scientific advancements.

## NIGUARDA HOSPITAL

Ranked among the world's best for multiple specialties, Niguarda excels in Obstetrics and Gynecology, ranking 19th globally. As for Gastroenterology and Oncology, it is ranked 49th and 45th, respectively. It is widely recognized as Italy's top public hospital.

## CARLO BESTA NEUROLOGICAL INSTITUTE

An internationally renowned center for neuroscience, this IRCCS excels in Neurology and Neurosurgery, ranking 15th and 17th globally. It combines patient care with pioneering research to deliver advanced treatments for rare neurological disorders.

## POLICLINICO SAN DONATO

Widely recognized as a leading IRCCS in Italy, it holds remarkable achievements in cardiology, ranking 54th worldwide. The hospital's innovative care and commitment to research place it among the top institutions globally for specialized cardiology treatments.

## NEUROLOGICAL INSTITUTE CASIMIRO MONDINO

Specializing in neurological care for children and adults, the institute focuses on multidisciplinary programs for cognitive disorders, rare diseases, and movement disorders like Parkinson's.

## MONZINO CARDIOLOGY CENTER

Italy's top-ranked cardiovascular institute, with a global ranking of for cardiac surgery and 11th in cardiology. Dedicated exclusively to cardiovascular care, it leads in research, treatment, and prevention, consistently achieving international recognition.

## SAN RAFFAELE HOSPITAL

An internationally acclaimed IRCCS and university hospital, it ranks among the best worldwide in several specialties, including urology ranked (45th), neurology (43rd), cardiac surgery (38th), cardiology and endocrinology (22nd). More than 900 patents, 500 industrial contracts and 2 pharmaceutical products have resulted from San Raffaele research.

## GALEAZZI SANT'AMBROGIO

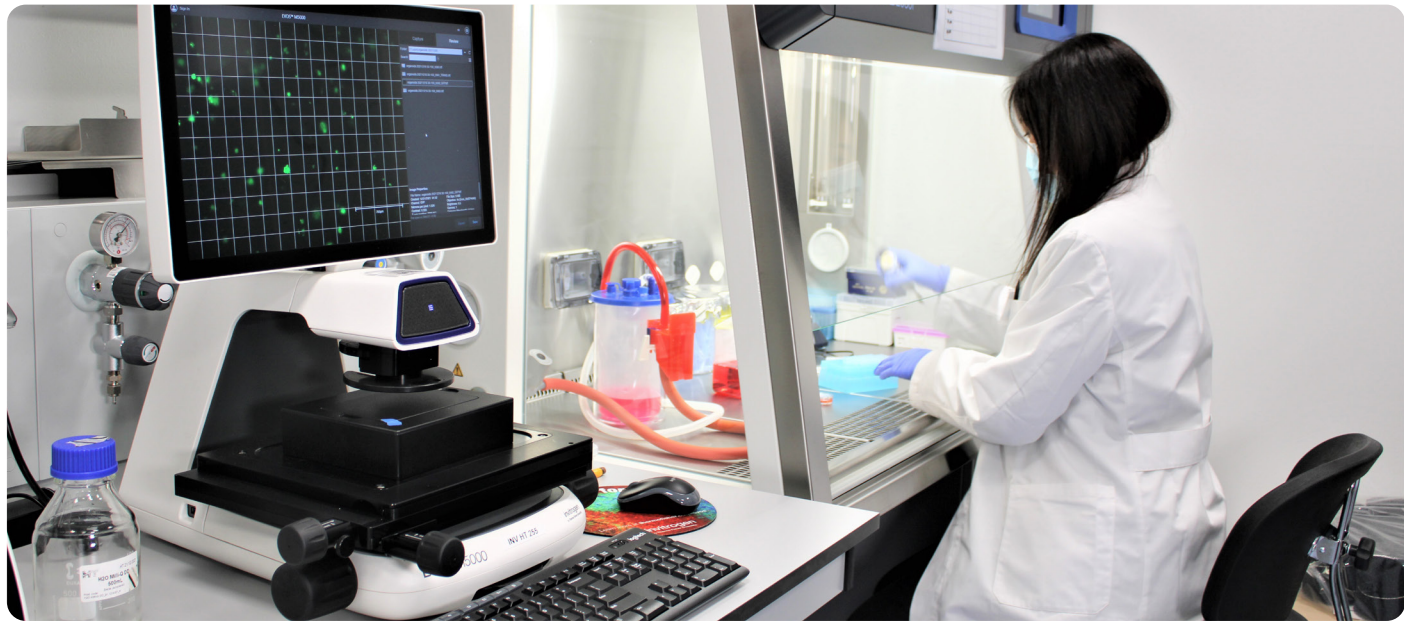
This IRCCS is renowned for its excellence in Orthopedics, ranking 43rd worldwide in the field. It also excels in Cardiovascular Medicine, offering advanced minimally invasive procedures such as TAVI, and is a leader in Neuro-oncology with expertise in techniques like brain mapping and awake surgery.

## DON CARLO GNOCCHI FOUNDATION

With 28 centers across nine regions, this IRCCS is dedicated to innovative healthcare solutions for vulnerable populations. It integrates clinical care with research and education, providing comprehensive services in rehabilitation and scientific advancements.

## HUMANITAS RESEARCH HOSPITAL

With a campus of over 20,000 m2 of state-of-the-art facilities dedicated to advancing medical innovation, it has been ranked the top Italian hospital for quality of care by the Ministry of Health for 3 consecutive years and it is the only one quality-certified by the Joint Commission International as academic and research hospital.



Human Technopole labs

## CASA DI CURA MULTIMEDICA

With eight high-specialization facilities, Casa di Cura Multimedita integrates clinical care with research and training. It is a national leader in treating cardiovascular, neurological, and respiratory diseases, as well as maternal-infant health and pediatric ophthalmology.

## POLICLINICO SAN MATTEO RESEARCH HOSPITAL

Policlinico San Matteo excels in integrating healthcare, research, and education. It serves as a key reference hospital HUB for time-dependent and pathological organizational networks. Recognized for its national and international leadership in biomedical research, it is also a teaching hub for the University of Pavia.

## IRCCS EUGENIO MEDEA LA NOSTRA FAMIGLIA

As Italy's only IRCCS dedicated to pediatric rehabilitation, this institute specializes in diagnosing and treating developmental disabilities. It leads research in neuroscience, gene therapy, and bioengineering, aiming to improve care for children with temporary or permanent disabilities.

## FATEBENEFRAPELLI

Renowned for over 26,000 annual surgical procedures, including laparoscopic, minimally invasive, and reconstructive surgeries, it ranks 46th globally in pediatrics. The hospital is a key center for infectious emergencies such as SARS, Ebola, and COVID-19 and is the top pediatric and birth center in Lombardy, managing over 6,500 births annually.

## INRCA ANCONA CASTENOV

A center for the study and treatment of elderly bronchopulmonary diseases, has focused on respiratory pathology since the 70's. The center has expanded its expertise in pulmonology, with a closer connection to Intensive Care Units, Thoracic Surgery Units, and Lung Transplant Centers in Lombardy.

## ISTITUTO DI RICERCHE FARMACOLOGICHE MARIO NEGRI IRCCS

Dedicated to improving health through biomedical research, Mario Negri IRCCS investigates disease mechanisms, evaluates healthcare interventions, and enhances public health education. Its innovative approach bridges patient care and cellular-level research.

## FONDAZIONE IRCCS SAN GERARDO DEI TINTORI

The foundation emphasizes research in pediatrics, neurology, and rare diseases like craniofacial malformations. Collaborating with Milan Bicocca University, it fosters innovative care and strengthens local healthcare systems.

## SALVATORE MAUGERI FOUNDATION

Dedicated to supporting the most vulnerable patients, Fondazione Salvatore Maugeri is a leading center for clinical research and innovative care models in Italy. Focused on the prevention, management, and rehabilitation of chronic and disabling conditions, it promotes scientific research to enhance patient care and quality of life.





MIND Westgate by Lendlease

## BRIDGING RESEARCH AND PRACTICE

Italy ranks 7th worldwide for peer-reviewed research and 6th in Europe for number of approved patents, with Lombardy-based researchers leading driving the ranking. **Improving R&D performance** and bridging the gap with more advanced economies **is a goal shared by public and private stakeholders** in central government and local administration. Several initiatives and laws have been implemented in the past years to reach this goal: an **IP law reform** (overcoming the s.c. “professor privilege”) and the implementation of Italy’s EU Recovery Plan, with clear objectives aimed at fostering TT

and healthcare innovation also through the creation of dedicated infrastructures and funds, have made a positive impact and enabled the creation of structured initiatives fostering transnational research. While large hospitals and universities in Milano already have their own internal TTOs, several initiatives emerged in recent years bringing large and small organizations together to join forces, share best practices and promote technological diffusion. **Milano is a pole in Europe for R&D, technological innovation and the acceleration of startups**, and is where these ambitious projects have their HQs:

Sources: Netval Report, Sole24Ore

### FITT

The FITT Foundation for Innovation and Technology Transfer drives business development for innovations originating from seven leading research hospitals and biomedical centers in Lombardy, Italy, with a community of 3,000 scientists. FITT fosters partnerships with pharma, biotech, and medical device companies offering option/licensing deals and research contracts, and engages with venture capital firms for spin-off investments.

Co-founded by Arexpo S.p.A., Ospedale Maggiore, Policlinico San Matteo, Istituto Neurologico Besta, and Istituto Nazionale dei Tumori, also includes San Gerardo Hospital, Human Technopole, and Mondino Neurological Center.

### PerfeTTO

PerfeTTO is the Italian first-ever network bringing together Technology Transfer Offices (TTOs) in the Life Sciences. Backed by a €15 million public investment from the Ministry of Health through the National Complementary Plan of the National Recovery and Resilience Plan (NRRP), PerfeTTO is shaping the future of innovation in Life Sciences. With 54 research centers nationwide, the project is committed to cultivating a strong national culture of technology transfer, supporting the transfer of cutting-edge research into real world impact.

PerfeTTO provides, implements and shares training activities, best practices, guidelines, operational models, national and international databases to promote Italian research valorization through an inclusive and transparent policy.

### Extend

Based at MIND, Extend is a National Technology Transfer Hub entirely dedicated to the biopharmaceutical sector for the development of new therapeutic approaches, set up on the initiative of CDP Venture Capital through its Tech Transfer Fund and with the co-investment of Evotec and Angelini Ventures.

With a funding target of €30 mln, it is open to the entry of new industrial and financial partners, to support the financing of the best initiatives originating from the national research system.



# CLINICAL TRIALS

With its dense network of research hospitals, universities, and Life Sciences companies, **Milano is a leading hub in Italy and Europe for clinical trials and medical research**. Around 1,200 trials were conducted in Lombardy in 2022.\* In 2022, Italy ranked 4th in Europe for pharmacological clinical trials presented under the EU Regulation

N. 536/2014. Milano’s patients come from 10 mln regional population (3rd largest in Europe) and a 60 mln people national population, making an attractive pool for research purposes. **Lombardy leads in active health mobility**, with €613.8 million (20.2% of Italy’s total) spent on healthcare services for residents of other regions.

Clinical Trials by Year: Comparison Between the European Union and Italy (Eudra-CT, CTIS)

Year	CTs registered in EudraCT or CTIS *	CTs submitted in Italy **	% CTs submitted Italy / EudraCT	CTs authorized in Italy ***	% Italy / EU
2020	3.671	815	22,2	683	18,6
2021	3.732	965	25,9	818	21,9
2022	2.169	790	36,4	663	30,6
2023	498	102	20,5	263*	52,8*
2023	/	595	/	384#	58,4##

\* Number of studies uploaded to the European EudraCT database  
\*\* Number of clinical trials submitted in Italy in 2023 is taken from Table 5, while for previous years, it is taken from previous editions of the National Report  
\*\*\* The number of clinical trials authorized in Italy is taken from Table 2 of the National Report  
# Number of authorized trials submitted in CTIS  
## Ratio between the number of authorized trials submitted in CTIS and the total trials authorized in the year

Since 2018, the number of presented clinical trials from Italy increased, despite an increasingly widespread use of “complex” trials (composed by single experiments with >2 trials which in the

past would have been presented as individual trials) which contributed to a general decrease in the total number of studies tracked in Europe.

## Authorized Pharmacological Trials In Italy:

2020	683
2021	818
2022	663
2023	611

187 trials on rare diseases authorized in 2023 (30.6% of the total), >40% in phase III

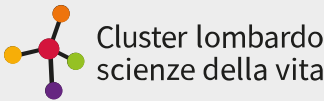
- Novartis, Roche, Astrazeneca, Abbvie and Janssen are the top 5 corporations conducting drugs clinical trials in Italy.
- Among the no-profit organizations, San Raffaele Research Hospital ranked 1st in 2023.
- # of Ethics Committees in 2022: 42
- # of pharmacological Clinical Trials in 2022: 611 (OsSC and CTIS)
- Lombardy, OsSC: EC 13 and 99 CT, 1° in Italy (Lazio 2° with 8 and 42 respectively)
- Lombardy,CTIS: EC 6 and 95 CT, 1°in Italy (Lazio 2° with 5 and 29 respectively)
- Of the 140 industrial companies in the Italian Life Science sector with revenues exceeding €100 million, 85% have one or more production sites in Italy. In Lombardy, there are 77 major companies: 66% are involved in production, 52% conduct clinical trials, and 39% have a corporate research center.
- With respect to the national total, 56% of clinical trials take place in Lombardy, 53% of research centers and 43% of production sites are located in the region.

## AIFA

AIFA is in charge of the application of European directives and national regulations on clinical trials, promotes international research, exploits the data heritage of the Ethics Committees, guarantees the functioning of the National Observatory on Clinical Trials (OsSC) to verify the degree of innovation and the areas of public and private research in Italy.

## Main Areas

- Neoplasms: (oncological and hemato-oncological) 34.7%
- Nervous system diseases: 11.1%
- Immune system diseases: 8.5%
- Cardiovascular diseases: 6.2%
- Hematologic and lymphatic system diseases: 6.1%



Lombardy’s Life Sciences Cluster the community dedicated to Life Science in the Lombardy Region. As a non-profit association, it brings together all public and private entities - research, industry and clinics - active in every sector of the Life Science space. It works to foster connections and synergies, also at the international level, to generate innovation in the life science sector. The Cluster promotes networking among its members, facilitates the creation of new partnerships, even internationally to create new business opportunities, optimises technology transfer processes and encourages the growth of local skills and resources. By representing the sector to the Regional Government, it contributes to define the strategic trends at the local level. The Cluster gathers more than 110 members up to date and it is one of the members of the national Cluster ALISEI. At the international level, it is part of a network that brings together all major European bioregions and it is developing several collaborations.

# MIND - MILANO INNOVATION DISTRICT

Born on the premises of Milano World Expo 2015, **MIND is a 1 mln sqm innovation district of 50,000 people combining a scientific and clinical orientation towards the Life Sciences with an international platform designed to boost international investment into the local innovation ecosystem formed by companies, universities, accelerators, and public and private actors that are partnering with international VC and PE to leverage human capital and business excellence.** The site represents an overall public-private investment of **€5 bln and is set to be the largest innovation district in Europe by 2032.**

Established in 2018 as a private-public partnership between **Arexpo and LendLease**, the district has implemented a strategy aimed at enhancing the scientific and clinical profile of the 4 district's anchors: **The University of Milano (Statale), the Galeazzi Hospital, the Human Technopole Foundation and Fondazione Triulza.** Among Life Sciences residents of MIND are the companies **AstraZeneca, Illumina, Bio4Dreams, Bracco,** as well as **Extend**, the TT hub of CDP (the Italian public investment bank). MIND also functions as the base for the international operations of **Berkeley Skydeck Europe Milan.**

Synergies created within the ecosystem revolve around 3 priority strands:

- 1 Big data and AI, smart materials and devices**
- 2 Genomics, personalized medicine and value based care**
- 3 Advanced and additive manufacturing**



Render, MIND - Milano Innovation District

All this is turning MIND into a breeding ground for health prevention, improved diagnostics and advanced healthcare, always keeping in mind a citizen-centric paradigm.

The construction inside MIND of the new STEM Campus of Statale is set to bring >23,000 students, professors, researchers, as well as housing facilities, incubation and acceleration programs of the University. Construction started in 2024 and will be fully completed by 2032, marking the completion of the technological district.

## FROM PATIENT JOURNEY TO CITIZEN JOURNEY

MIND is built around **systemic approach** for mapping diagnostic therapies and the related pain points: new treatments and patient needs are subsequently identified, while possible interventions outside the places classically used for medical treatment are expanded.

We like to call it the bridge between the **City of the Future** and the **Hospital of the Future.**

## DIGITALIZING THE HEALTH SECTOR

Transforming cities into “distributed hospitals of the future” will be possible by combining **advanced technologies**: a digital revolution starts with the creation of a unique platform to connect existing databases. This will enable to:

- Create a real-time big-data ecosystem, beyond traditional health-data offer new services, and measuring their impacts;
- Work on the definition of a new clinical and tech research model that leverages shared data and new evidence generated by the ecosystem.

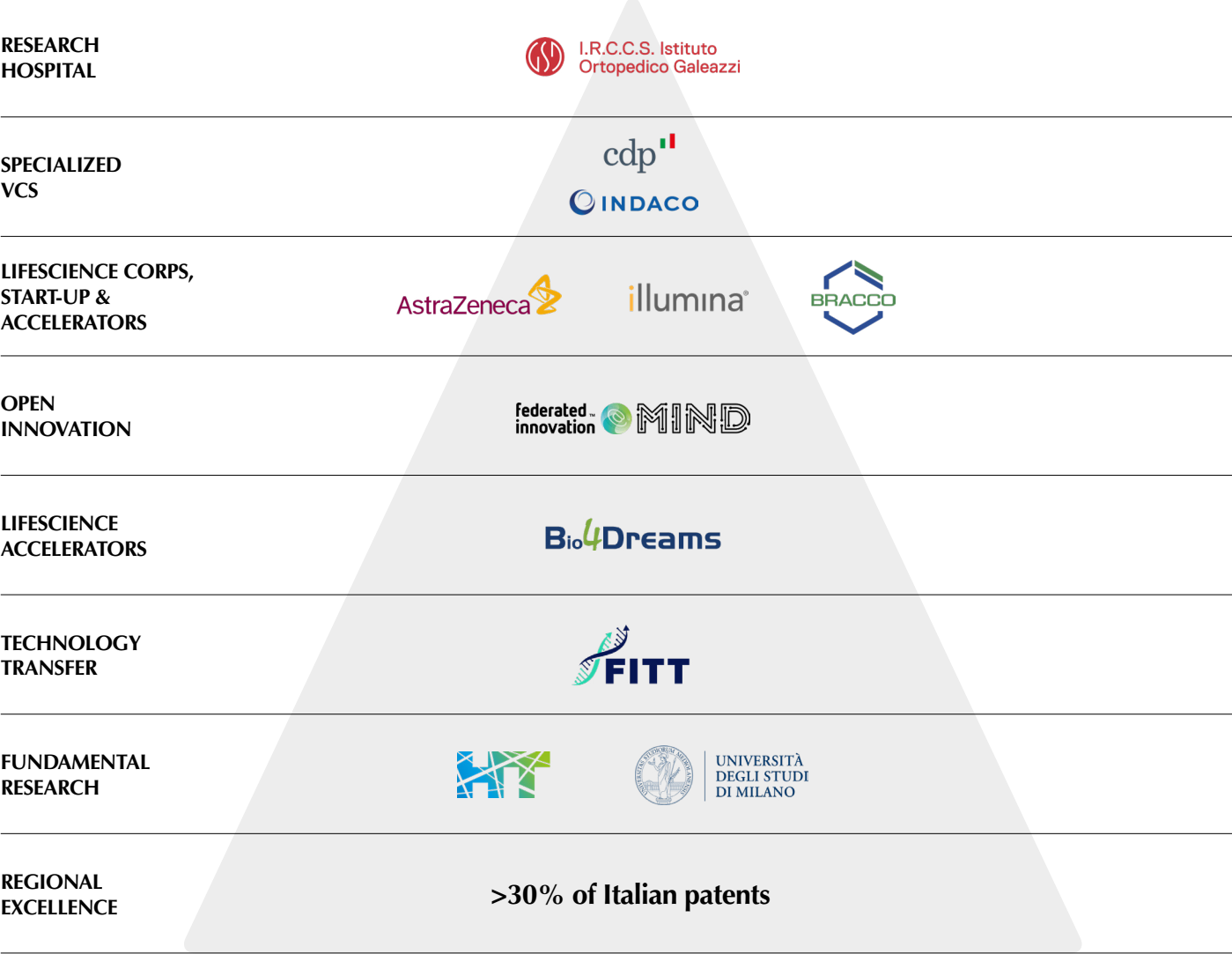
## TT, OPEN INNOVATION AND START-UPS

Entry barriers in the Pharma, Biotech and Medical Devices market remains high due to techs, laboratories and equipment costs, but also because of regulatory barriers and the difficulty for smaller organisations to interact with both universities and large companies. **MIND partners launched and benefit from a number of initiatives:**

“Primary Site” - The Galeazzi Hospital, together with LendLease, Confindustria MD, Confindustria MD Servizi, Bio4Dreams and Plusvalue and Confindustria MD is leading on the Primary Site pilot project aimed at supporting 10 innovative start-ups or SMEs operating in the Medical Device sector that need support to acquire or regain the CE mark.



MIND offers 2 key innovation value chains integrated in the same location



FEDERATED INNOVATION @MIND

Within the MIND framework, about 30 global corporations are federated under a new legal entity, working together in a virtuous and collaborative environment, to accelerate the translation of ideas into new products, processes, and services that will contribute to the economic revival of Italy. **The Ecosystem is organized along 4 key sectors** - Life Sciences & Wellbeing, Energy Transition & Mobility, Smart Places & Building Innovation, Urban Digitalization & New Services - with the goal of creating and boosting innovation, in an open and collaborative environment. The whole ecosystem of Federated Innovation @MIND revolves around the **principle of the Federation's Manifesto**, i.e.: **"Collaborate to Compete"**.

This model is designed to go beyond open innovation and proprietary innovation, while contributing to the goal of making MIND a unique scientific park where all the players contribute to the ecosystem and make themselves available to create value for the whole territory. **Federated Innovation** acts as the innovation

catalyst in the district, representing **a vibrant innovation ecosystem linked to MIND** and opened to the world where innovation happens thanks to cooperation among different private and public players to develop, prototype, test, and scale-up comprehensive solutions for the City of the Future and the Future of Health.

The network is organized in 5 different layers of participation, working together to **develop innovation initiatives**, including the possibility for companies registered in Italy, and for talents to join the network without admission costs and specific forms of commitment towards the MIND district, while being able to submit their projects to the community and find valuable partners and use the District as a test-bed to experiment their technology. A structured system of interaction aimed at TT and open innovation between universities, research bodies and companies, is organised in different thematic areas with access to research infrastructure, know-how, funds, cross-company networks and social foundations.



MIND - Milano Innovation District

HUMAN TECHNOPOLE

**Located inside Milan Innovation District MIND, Human Technopole is a large-scale, government-funded, research institute that contributes to improving human health and technology by studying the fundamental mechanisms of biological systems relevant to human diseases**

Located inside Milan Innovation District MIND, **Human Technopole** is a large-scale, government-funded, research institute that **contributes to improving human health and technology by studying the fundamental mechanisms of biological systems relevant to human diseases**.

The HT community counts 500 people, including more than 350 researchers staff of 40 different nationalities, with an average age of 39 years. Over 40% of research staff have joined HT from abroad. **Human Technopole's research contributes to the improvement of people's health** and well-being by taking a global and interdisciplinary approach to the study of human biology, aimed at understanding the basic mechanisms that regulate physiology and disease.

As part of its mission to support the national scientific community, the institute has been equipped with **five unique National Facilities, high-technology impact infrastructures open to researchers from the national community**. In June 2024, the National Facilities officially opened and researchers from across Italy were able to access the available technologies and thus advance their own research projects.

To date Human Technopole has raised external funding worth €26 million awarded to the institute's researchers through **grants and scholarships** from European and international funding institutions.



# A PLACE WHERE INNOVATION HAPPENS



OpenZone campus by Zambon

- | **20,400 sqm** of office space
- | **30+ enterprises** hosted
- | **A dedicated service platform**
- | **17,000 sqm** for laboratories
- | **1,000+ people**
- | **A growing global network**

OpenZone is a place where Research is turned into Business, a campus dedicated to Health on the doorstep of Milan created by Zambon to consolidate its way of thinking and experiencing Research in Life Sciences. OpenZone has been founded on a unique approach geared towards open innovation, conceived to build bridges among different competencies, languages, and worlds. The scientific campus consists of an area of more than 37,400 sqm, providing space for up to 1,200 people, reaching 20,400 sqm of office space, and 17,000 sqm of laboratory surface

(1,600 of which are Good Manufacturing Practices). OpenZone is home to more than 30 companies, including some world-renowned biotechnology, pharmaceutical, and advanced gene therapy organizations, such as AGC Biologics, Axxam, Champions Oncology, Sibylla, Diadem, Genespire, Apply, Kiwi and many others. OpenZone works closely with all stakeholders in the Healthcare sector to ensure that the city of Milan and Lombardy itself are increasingly recognized internationally as territories of excellence for Life Sciences.

Source: Silver Economy Network

Life expectancy has **drastically increased** and today's societal challenge is to accompany people in their aging process by reducing complications and orient them towards **best-practice lifestyle choices**, while developing new diagnostic approaches and rejuvenation protocols with the help of technology and data-based predictive models.

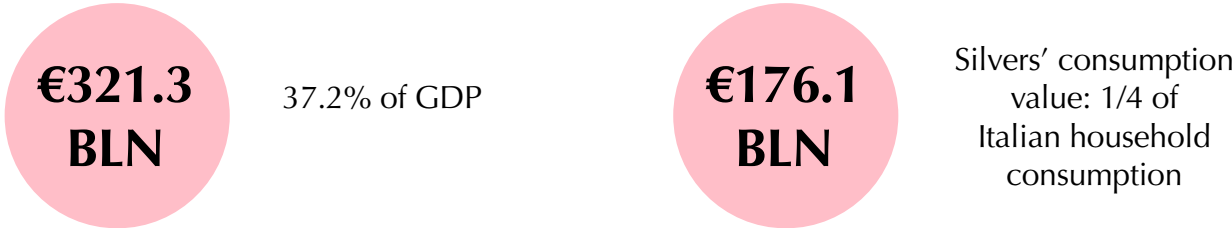
With its expertise in precision medicine and nutraceuticals, and its 10-million strong population, **the region is investing resources and leveraging talent to become a leading hub for longevity medicine**. Milano-based research centers and biotech companies are working to shape the future of healthcare in innovation districts, university labs and clinical hospitals, from the application of genomics sequencing to disease prediction, and the projects of the Polytechnic of Milano applying AI and IoT for biometric data and the development of new wearables.

## SILVER POPULATION

**In Italy, 1 out of 4 citizens is a Silver. In fact, 24% of the Italian population is over 65 (v. 19.7% in Europe), 23% in Lombardy. The number of Italian Silvers is expected to increase to 35% by 2050.**

42% of those over 75 (11% of the total population) live with three or more chronic illnesses. The most common conditions include hypertension, arthritis/arthrosis, osteoporosis, and diabetes, alongside rising rates of cardiovascular, respiratory, and oncological diseases. Additionally, 69% of those over 55 face cardiovascular risk factors, and 50% struggle with overweight or obesity. Many older adults also deal with issues like insomnia (29%), 32% of the population over 65 is affected by chronic pathologies and multimorbidity (48% over 85). 3.8 mln of them were with severe reduction of autonomy in daily activities of personal care or those of domestic life. Hence, 1 mln needed to receive assistance or aid because of autonomy inefficiency.

## THE VALUE OF SILVER ECONOMY IN ITALY



Assolombarda is the association which gathers the companies operating in the Metropolitan City of Milano and in the provinces of Lodi, Monza- Brianza and Pavia. Part of Confindustria (the Italian Entrepreneurial Association), it is the largest territorial body of the entire entrepreneurial system in the country. It advocates for the interests of nearly more than 7,000 companies (employing 415,000 people) and provides a broad range of specialized services. About 800 of its companies operate in the Life Sciences industry, testifying the relevance of the sector for Milano and Lombardy Region, where it represents 12,6% of the local GDP for added value. In the past 10 years, Assolombarda has built a solid aggregation and valorization model to further promote what is a strategic and fast-growing compartment for the whole territory. This effort resulted in the creation of the Lombardy Life Sciences Hub, aimed at enhancing the value of the industrial chain and the RHS by attracting investment to the Region, in synergy with regional and national initiatives and organizations working in the Life Sciences sector.



Silver Economy Network is the first Italian network dedicated to companies and organizations that develop innovative solutions and services for longevity. The Network was born in 2019, under the auspices of Assolombarda, with the aim of supporting the development of business alliances and shared projects and promoting the value chain at a national and international level.



# DIAGNOSTICS AND MEDICAL DEVICES

1

Lombardy Region hosts 1,400 companies working in biomedical devices, in vitro diagnostics, home and digital care, about 1/3 of the national total.

2

Lombardy's medical devices supply chain is highly differentiated in terms of product range and company size, with a strong vocation towards innovation and specialization.

3

Over €978 mln are invested in R&D in the Medical Devices sector nationally

MIND West Gate - Aerial view by Lendlease



Bracco is an international Group active in over 100 countries worldwide in the healthcare sector and a leader in diagnostic imaging. It has 3,800 employees and annual total consolidated revenues of around 1,8 billion euros, 88% of which from international sales. In the Research and Development area, the company invests approximately 10% of reference turnover in the imaging diagnostics and medical devices sectors and has a portfolio comprising over 2,600 patents.

Another important area of activity regards the healthcare services provided by Centro Diagnostico Italiano (C.D.I.). Active in Milan since 1975, CDI is a full-service outpatient healthcare facility oriented towards prevention, diagnosis and treatment on a day hospital basis. Present in Lombardy with a network of 35 structures, CDI offers over 7 million procedures in laboratory, diagnostic imaging, outpatient visits and day surgery, occupational medicine.

# FINDING TALENTS IN MILANO

Of the 15 academic institutions present in Milano and Lombardy, 11 universities offer Life Sciences courses. Milano has a total of over 211,00 students (323,000 in the whole Region), including 28k+ international students, making it the #1 university city of the country.

POLYTECHNIC OF MILANO 27°

Ranked 27th in the world in Chemical Engineering. Offering master's degrees in Genomics (joint program with University of Milano), Bioengineering, and Health Informatics. It's one of the top engineering universities in Europe

UNIVERSITY OF MILANO 33°

Ranked 33rd in the world in Pharmacy and Pharmacology. It offers master's degrees in Genomics (joint program with Polytechnic of Milano), AI for Science and Technology, Biotechnology for Bioeconomy, Cosmetic Industrial Science, Medical Biotechnology and Molecular Medicine, among others.

BOCCONI UNIVERSITY 9&17°

Ranked 9th in Business and 17th in Finance globally. It's one of the most prestigious universities in Europe for Economics.

Job Functions	Level	Gross Annual Salary
Research Technician	Employee/Middle management	36,004/43,530 € - 42,111/55,863 €
Clinical Project manager	Middle Management	52,940/74,556 €
Chief Scientific Officer	High Management	82,482/120,752 €

N. OF STUDENTS  
IN LOMBARDY IN 2022

246,685  
Health  
and Welfare

292,479  
Engineering,  
manufacturing and  
construction

159,508  
Natural sciences,  
mathematics  
and statistics

492,054  
Total STEM

N. OF GRADUATES  
IN LOMBARDY IN 2022

73,188  
Total

~48,000  
Life Sciences  
related fields

10.6% Share of university  
graduates employed in science  
& technology sectors



ERC – EUROPEAN RESEARCH COUNCIL

The European Research Council (ERC) is the main European organization funding scientific excellence and innovative research. **ERC Starting Grants support promising researchers at the beginning of their career.** In 2024, 146 ERC Starting Grants for Life Sciences **have been awarded**, with Italy stacking 9 of them (41



**Marinos Kallikourdis**  
Humanitas Research Hospital

Group Leader at Humanitas Research Hospital, where he heads the Adaptive Immunity Lab. Kallikourdis’ Lab, and an internationally recognized leader in the emerging field of cardio-immunology. His lab is unveiling the key role of adaptive immunity in hearth diseases, leveraging immunology-based therapies to better treat cardiovascular diseases. Among his projects, the development of a tolerizing vaccine for heart failure.



**Irene Franco**  
IRCCS San Raffaele University Hospital

Cancer and age-related diseases remain major challenges to understand and solve in a society that is increasingly ageing. Thus, understanding the pathological mechanisms that transform a normal cell into a tumor or diseased cell is crucial to tailoring strategies for treatment and prevention. In this direction goes the research of Doctor Irene Franco, group leader at the IRCCS San Raffaele University Hospital, who has received the prestigious ERC starting grant to study how cellular ageing can lead to cancer development. Specifically, the project tracks lifelong accumulation of DNA mutations in normal kidney cells to study their possible contribution to kidney tumors. Doctor Franco holds a PhD in Human Oncology from the University of Torino. She did her postdoc at the Karolinska Institute in Sweden, where she became an expert in the use of next-generation sequencing to study how accumulation of DNA mutations leads to cancer and ageing-related diseases. She eventually moved to the San Raffaele University Hospital thanks to a Marie Curie individual fellowship, which promotes the mobility of young researchers across Europe. Here, she has established her lab, after obtaining fundings from “My First AIRC Grant” and “Cariplo Giovani Ricercatori”.



**Magda Bienko**  
Human Technopole

Magda Bienko, a renowned scientist in the field of genome organization, leads a research team within the Genomics Research Centre at Human Technopole. With a distinguished academic journey spanning Poland, Germany, the United States, the Netherlands, and Sweden, she has made significant contributions to understanding how DNA is structured in 3D within the cell nucleus and how its organization impacts gene expression and disease. Previous recipient of the ERC Starting grant, and now a recipient of the ERC Consolidator Grant for her project “RADIALIS,”she and her team investigate the design principles shaping genome architecture, focusing on the implications of genome disruption in diseases like cancer and neurodevelopmental disorders. Her groundbreaking work includes developing innovative tools such as GPSeq and iFISH to study genome organization at single-cell resolution and pioneering methods for mapping DNA damage and chromatin rearrangements. With Human Technopole’s state-of-the-art infrastructure, Magda’s research aims at revolutionizing our understanding of the genome in 3D, paving the way for advancements in life sciences and medicine.

NURTURING THE HUMAN CAPITAL OF THE FUTURE

NEW UNIMI CAMPUS @MIND

University of Milano’s new campus in the MIND district will host 23,000 people across 210,000 m², featuring advanced labs, a 15,273 m² research platform, and multiple spaces for study and leisure. Close to the Galeazzi Hospital and the Human Technopole, it fosters innovation and collaboration with cutting-edge infrastructure. Designed as a sustainable “Campus 2.0,” it integrates renewable energy, electric vehicles, and aims for LEED GOLD certification.

**ITS** Universities are not the only path young talents can pursue: Higher Technical Institutes (Istituti Tecnici Superiori - “ITS”) offer high-level technical specialization courses, designed and implemented in collaboration with companies and universities to equip students with skill sets useful for jobs available in collaborating enterprises.

**Technical College for New Life Technologies** It offers curricula in the chemical, pharmaceutical, nutraceutical, environmental, and elastomer fields.

**ITS New Technology of Life Academy** Includes curricula in molecules manufacturing, chemical components, and functional foods. Its branches in Milano and Crema offer diplomas in Cosmetics & Fragrances.

MEDTEC DEGREE PROGRAM IN MEDICINE AND BIOMEDICAL ENGINEERING @HUMANITAS UNIVERSITY HOSPITAL

A 6-year program offered by Humanitas University in collaboration with Politecnico di Milano. It merges Medicine with Biomedical Engineering to train future doctors in cutting-edge technologies like AI and gene therapy. Taught in English, the program equips graduates with dual degrees and expertise in clinical practice, research, and innovation.

MASTER’S DEGREE IN BIOINFORMATICS FOR COMPUTATIONAL GENOMICS

Milano is emerging as a Genomics hub, with several leading institutes including Human Technopole, the National Institute of Molecular Genetics and the Italian Institute of Technology Center for Genomic Science, which are bringing prestigious international researchers to the city as well as young talents with dedicated scholarships programs. Lombard universities have started offering graduate programs in this field, including the Master’s Degree in Bioinformatics for Computational Genomics, delivered by the University of Milano and the Polytechnic.

MIND Horizon - Aerial view by Lendlease







Photo by Joaquín López

**In-company visits  
& YesMilano  
Welcome students**

Our Talents team is committed to connect international talents with Milano's business community

Discovering job opportunities through company site visits

Every year we bring our community of international students to the largest employers in the city.

**In 2024 we visited:  
Medtronic, Pirelli,  
WeRoad, Satspay  
& others.**

# VCs & STARTUPs ECOSYSTEM

Leveraging also on its role as a financial hub, **Milano is the Italy's epicenter for startups and innovation.** With a growing number of local and international incubators, accelerators, research centers, as well as a lively academia, the city is becoming a **prominent European hub for healthcare innovators**, the perfect environment for startups and early technology adoption.

The city is home to **2,500 startups**, 20% of the national total. Its ecosystem has grown 2.1x since 2019, surpassing mature ecosystems like London and Paris.

Several Life Sciences-specific international VCs and new Italian VCs have established their offices in Milano to bet on the city and its startups.

Milano startups are worth  
>€29 bln

€2.5 Bln EV growth since 2019

Europe's 15th leading hub in  
VC investments (since 2019),  
surpassing Vienna and Geneva

More than €500M raised in  
2024\*

105+ Life Sciences startups

Life Sciences is the leading  
sector for number of rounds  
and invested capital

*\*Projected values for 2024*



Photo by Joaquín López

Source: Dealroom



INCUBATORS

UNIMI FOUNDATION	Powered by the University of Milano “La Statale”, <b>UNIMI Foundation</b> represents its knowledge transfer hub and technology incubator for <b>the nurturing of innovative startups and SMEs</b> looking for customized laboratory spaces and offices. UNIMI Foundation offers a 6,500 sqm space and hosts 28 companies (mainly Life Sciences) and 5 university laboratories to date. The Center is the gateway to the University’s talent pool, drawing on the skills	of >3,000 researchers and technicians from 31 departments, bridging the academia with the market. <b>The University is a strategic partner in innovative projects and processes for companies and institutions</b> using research as the key to improve their competitive positioning. In collaboration with the University, UNIMI Foundation manages and promotes the open innovation program “Seed4Innovation” (S4I).
POLIHUB	PoliHub specializes in <b>Deep Tech startups</b> - those creating substantial scientific advancements with significant economic value and societal impact.	Having conducted <b>139 investments</b> , with <b>91 active portfolio companies</b> and <b>48 exits</b> in the deep tech sector.
BIO4DREAMS	Bio4Dreams is an incubator and accelerator supporting Life Sciences startups with tailored programs. With a strong focus on biotech, pharma, e-health, medical devices, diagnostics, and greentech, <b>Bio4Dreams provides a comprehensive range</b>	<b>of services, including managerial support, market insights, scientific expertise, and investments.</b> Since 2018, Bio4Dreams has supported 50 incubated startups and 15 affiliated ones, with a total investment of €2.7 million.

ACCELERATORS

BERKELEY SKYDECK EUROPE	Berkeley SkyDeck Europe <b>accelerates global startups aiming for European traction and fundraising.</b> A collaboration between Berkeley SkyDeck, Cariplo Factory, and Lendlease, the program selects 10	startups every 6 months, offering: <ul style="list-style-type: none"><li>€145,000 investment for 6% equity</li><li>Access to an extensive network of investors, mentors, and corporations.</li></ul>
VITA ACCELERATOR	VITA Accelerator is the Digital Health Accelerator of the CDP National Accelerators Network, powered by EVERSANA and Accelerace. VITA <b>supports early stage digital health startups</b> with the HQ in Italy or founded by the Italian founders abroad. After having completed 3 batches of the acceleration program, VITA is now	focused on: <ul style="list-style-type: none"><li>Scouting for a few more pre-seed cases</li><li>Deploying follow-on investment</li><li>Portfolio management activities</li><li>Supporting the Corporate Partners with innovation activities.</li></ul>
DELOITTE HEALTH & BIOTECH ACCELERATOR	This multi-stakeholder, pilot-driven, international client venturing program matches strong and <b>truly innovative startups/scaleups</b> with <b>leading corporations</b> from the Life Sciences and Healthcare space to <b>develop concrete projects</b> . Key focus areas include:	<ul style="list-style-type: none"><li>New Drugs &amp; Therapies, Biomarkers, Digital solutions for hospitals, Advanced Diagnostics, Telehealth, and Healthcare Robotics</li><li>With over 1,500 startups across 40 countries, the program has successfully launched 17 pilot projects.</li></ul>
OPEN ACCELERATOR	Open Accelerator focuses on <b>pioneering breakthroughs in women’s health</b> , offering:	<ul style="list-style-type: none"><li>Up to €100,000 investment</li><li>Mentorship, VC access, and strategic networking opportunities</li></ul>
SEED 4 INNOVATION	Organized by Fondazione UniMi and the University of Milan in collaboration with Deloitte, Bugnion, and CA Group, Seed4Innovation <b>accelerates science-driven</b>	<b>innovations for industrial and market applications.</b> <ul style="list-style-type: none"><li>43 projects selected for development</li><li>64% focused on pharmaceuticals and medicine</li></ul>

VCs

CDP VENTURE CAPITAL	CDP Venture Capital, based in Rome, <b>invests in consumer products, energy, healthcare, IT, big data, life sciences, and SaaS sectors.</b> The firm has	<b>22 investments</b> , with <b>19 active portfolios</b> and <b>17 investments</b> in the last 5 years. It manages €370M AUM.
CLARIS VENTURES	Claris Ventures <b>focuses on biopharma companies</b> , supporting innovative healthcare solutions. The firm holds €85M AUM, with <b>13 investments</b> and <b>9 active</b>	<b>portfolios. Its median round amount is €8M</b> , with a median valuation of €23.5M.
EUREKA!	Eureka! <b>invests in deep technology, energy, health, AI, big data, mobility, and environmental sectors.</b> The firm has completed <b>36 investments</b> , with <b>26 active</b>	<b>portfolios and 5 investments in 2024.</b> Median round amount is €2.5M, with a median valuation of €8.6M. The firm manages €110M AUM.
INDACO VENTURES	Indaco Ventures supports <b>innovative electronics, robotics, new materials, medtech, nanotech, and the digital sector</b> , primarily in Italy. It holds €370M AUM,	with <b>35 total investments, 15 active portfolios, and 6 investments in 2024.</b> The median round amount is €3M.
OLTRE VENTURES	Oltre Ventures targets sectors such as <b>energy, healthcare, education, materials, circular economy, and business services.</b> With €123M AUM, the firm	has completed <b>38 investments</b> , maintaining <b>16 active portfolios.</b> Median round amount is €2.6M, with a median valuation of €8.8M.
PANAKES PARTNERS	Panakes Partners focuses on <b>early-stage startups and SMEs in the life sciences sector</b> across Europe and Israel. It holds €250M AUM with <b>19 investments</b> and <b>13 active</b>	<b>portfolios.</b> Recent activity includes 4 investments in 2024 and 8 over 2023-2024. The median round amount is €16.2M, with a median valuation of €22.85M.
PRANA VENTURES	Prana Ventures invests in <b>seed and post-seed high-tech startups.</b> With €38M AUM, it has made <b>22 investments</b> , maintaining <b>16 active portfolios</b>	and <b>3 investments</b> planned for 2024. Median round amount stands at €1.7M, with a median valuation of €9.73M.
SOFINNOVA	Sofinnova is a venture capital firm focused on <b>accelerating the growth of life science brands specializing in healthcare and sustainability.</b>	The firm has made a total of <b>455 investments</b> , with <b>99 active portfolios.</b> Its median round amount is €15.5M, and it manages €2.9 billion in AUM.
XYENCE	Focuses on <b>investments in oncology, mobile, and healthcare sectors.</b> The firm boasts <b>23 investments</b> with <b>10 active portfolios.</b> It has completed 72 total	investments and maintains a median round amount of €2.9M and a median valuation of €18.77M.
XGEN VENTURE	XGEN Venture has <b>successfully raised €180 million for its Life Sciences Fund</b> , enabling the firm to continue making <b>impactful investments in early-stage companies within therapeutics, medical devices, diagnostics, and digital health solutions.</b> The firm has already made <b>6 investments</b> , with a median round amount of €40.8M, and plans to make additional investments to complete	its portfolio. With its strong network of scientific experts and industry leaders, XGEN is committed to driving innovation and accelerating the growth of transformative companies that address pressing healthcare challenges. Through this fund, the firm <b>aims to solidify its position as a key player in the European life sciences investment landscape.</b>





Photo by José Limbert

# COMPETITIVE BUSINESS ENVIRONMENT

In recent years, the Italian government has introduced **reforms to make the country more competitive** and attractive for foreign investments. As a result, Italy has now a very generous fiscal regime and incentives package that includes the reduction of the main corporate tax from 27.5% to 24%, a flat-tax rate. On top of that, companies

that save at least 80% of their profits and reinvest at least 30% in 4.0 capital goods (machinery, equipment or software) can get a 4% reduction in corporate tac (IRES), lowering the rate from 24% to 20%. The benefit is available if they maintain or increase the average number of employees over the previous three years.

## COMPETITION DECREE (2024)

Pension funds and private social security institutions must allocate at least 5% of their portfolio to venture capital funds by 2025, increasing to 10% by 2026. This is required to maintain the 26% capital gains tax exemption. **Aiming to increase savings toward strategic sectors like productive businesses, infrastructure, and innovative startups.**

## KEEPING INVESTORS' HIGH CONFIDENCE

### ● Confidence Index

The Consumer Confidence Index (CCI) gathers consumers' perceptions of their financial future, reflecting their optimism or pessimism. Italy's overall economic confidence remained stable at 96.3 in December 2024, showing resilience across various sectors. Notably, the market service confidence index surged from 93.9 to 99.6, driven by optimism and improved expectations.

### ● Kearney FDI Confidence Index

The FDI Confidence Index (FDICI) is an annual survey that ranks countries by their potential to attract investment over the next three years. In 2024, Italy secured 11th place globally, outperforming countries such as Switzerland, Sweden, Portugal, and Denmark.

Sources: Innovation Post, La Repubblica, ISTAT, Kearney, Europe's Best Cities Report 2024

## ECONOMIC INCENTIVES

● STARTUP

● INNOVATION

INNOVATIVE STARTUPS	Startups founded by < €5 mln revenues are <b>exempted from certain taxes</b> and access to <b>flexible employment contracts</b> . Either 15% of their costs are in R&D or 2/3 of personnel hold a Master's Degree	or they are the owner/licensors/depositaries of a registered patent/software. <b>Tax relief</b> for investors in innovative startups (cap at €1mln for individuals, €1.8 mln for companies).
NEW ENTERPRISES "ZERO-INTEREST RATE"	<b>Investment programs</b> with eligible expenses up to €1.5 mln to be implemented by micro and small companies established by no more than 12 months and composed, for more than half of members and shares, of people	aged between 18 and 35 years old or by women. <b>Program duration not less than 3 years from project completion</b> . Benefits are granted in the form of a subsidized loan (max. 8y) with a zerointerest rate covering up to 75% of the eligible expenses.
DEVELOPMENT CONTRACT	Supports large investments in the Manufacturing, Tourism and Environmental protection sectors. It is made up of <b>one or more investment projects combined to an interconnected research, development, and innovation project</b> , for a minimum capex of €20 mln (€7.5 mln for agricultural products transformation projects). Multiple parties might apply to the network contract. Projects presented by foreign companies providing an investment of at least € 50 mln	gain access to the Fast-Track procedure. It may also include the construction of public utility infrastructure. It includes: <ul style="list-style-type: none"><li>• non-repayable grant towards facilities</li><li>• non-repayable grant towards expenses</li><li>• subsidised financing</li><li>• interest subsidy</li></ul> The incentives depend on the type of project, the location of the initiative, and the size of the company.
INNOVATION AGREEMENT	The Innovation Agreement is aimed at projects concerning industrial research and experimental development activities with eligible costs at least equal to € 5 mln for the <b>development of new products, processes or their improvements</b> . Projects may have a duration of at least 18 months	and not exceeding 36 months. Mix of grant and soft loan. <b>Eligible subjects may also apply as a network</b> . Applying companies must have at least two approved financial statements. Funds availability is announced by the Ministry of Economic Development.

## FISCAL BENEFITS

● STARTUP

● INNOVATION

● HUMAN CAPITAL

SMART&START ITALIA	To <b>support innovative startups</b> , established for no more than 60 months with a strong technological dimension. <b>Interest-free loan</b> up to 80% of the total investment (10y repayment). Up to 90% if the startup is	composed exclusively by women or people aged <35, or if it includes at least one Italian PhD working abroad and willing to return in Italy.
INDUSTRY 4.0 TRAINING	<b>40% tax credit</b> on the cost of personnel employed in training courses for the	acquisition and consolidation of skills in "4.0" fields.
PATENT BOX	Voluntary fiscal regime with a 5-year validity, renewable upon expiration. It provides a <b>tax deduction for R&amp;D expenses related to qualified intangible assets, encouraging companies to invest in innovation</b> . Eligible expenses include software protected by copyright, industrial patents, and designs	and models. This regime offers a tax credit through an additional deduction of 110% of qualifying R&D expenses on top of the standard 100%, resulting in a total deduction of 210%. The reduction applies retroactively and is compatible with other tax credits for R&D&I and Design.
EMPLOYMENT	Firms that employ workers under the age of 35 are granted a <b>reduction in the labor taxes</b>	<b>for the first three years</b> of their employment, up to a maximum of € 3,000 per year.
NEW IMPATRIATE TAX REGIME	Employees, self-employed, researchers and professors who move to Italy in the prior 2 years can <b>benefit of a special tax regime</b>	with a tax exemption equal to 50% of their incomes for 5 years (extendible under certain circumstances).
TAX CREDIT ON ASSETS	Companies investing in tangible and intangible capital goods under the Industry 4.0 national strategy can benefit from a <b>wide range of tax credits</b> . Intangible assets are eligible for credits of 15% to 20%, while	tangible assets can qualify for 20% to 40% depending on the year of investment and acquisition cost. Companies investing in ordinary tangible assets can benefit from a 6% tax credit.



# MILANO: YOUR GATEWAY TO EUROPE & QUALITY OF LIFE

Milano is epitome of cool. **Fashion, creative** and **media industries** attract international young talent. Milano and its attractive surroundings offer a **modern, sophisticated** way of life, in a safe, **tolerant and open** social and cultural environment. It is a **lively densely packed metropolis** that makes everyone feel at home right away and has its doors open to foreign investors and workers.

English is widely spoken. **Its quality of life** is among the best in the world, with high-quality housing, a comprehensive **network** of international schools, a state-of-the-art **healthcare system**, a thriving **artistic and cultural scene**, the **best food in Italy**, and a very efficient **public transportation network** built around subways, trams and electric buses

## INTERNATIONAL TALENT DESK

Our services for international students and expats to navigate their new life in Milano (discover our guides).

- 1 Getting Started Guide
- 2 How To-Videos
- 3 One-To-One Assistance

## INTERNATIONAL SCHOOLS

Milano has 24 international schools (IB), with classes taught in Italian, English, German, French, Japanese among others, from kindergartens to high schools.

Source: YesMilano; International Schools Database; Global Power City Index 2023

# AT THE HEART OF EUROPE

High accessibility by train & plane

1,001 Direct weekly trains and high-speed trains to and from EU capitals

3,681 weekly flights to Milano's 3 international airports (2019)



Photo by Eric Scaggiante

THE 8TH MOST LIVABLE CITY IN THE WORLD

Milano was ranked 8th by the Livability indicator of the Global Power City Index Report of 2023. The indicator aggregates variables such as: **cost of living, working environment, security and safety, well-being, and ease of living.**



# FIND OUT MORE

Milano&Partners is Milano's official promotion agency, founded by the Municipality and the local Chamber of Commerce. We promote the brand YesMilano to bring new visitors, talents and businesses to the city.

Our FDI team supports the soft landing of international expanding companies with a broad offer of free of charge services, providing them

with the correct **information to take advantage of Milano's opportunities** and ensure a smooth and **successful set up**.

Navigating a new environment and European bureaucracy might be overwhelming for newcomers: with an industry-focused team and the collaboration of our key stakeholders and partners, we offer **top quality connections and services** to ensure the soft landing of your company in Milano.



Photo by Andrea Cherchi

- |                           |                     |                               |                         |
|---------------------------|---------------------|-------------------------------|-------------------------|
| Investments Opportunities | Analysis & Research | Business Start-Up             | Education & Information |
| Location Search           | Recruitment & HR    | Credits, Incentives & Finance |                         |