

YESMILANO

HOW TO LAND YOUR BUSINESS IN MILANO

MILANO FOR LIFE SCIENCES

Soft Landing Program



MILANO&PARTNERS



Three key Partners for your expansion



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 **7,000 companies** (employing 412,000 people) and provides a broad range of specialized services. **About over 750 of its associates operate in the Life Sciences industry.**



Milano&Partners is the investment promotion agency of the city of Milano, founded by Milano's Municipality and Milano's Chamber of Commerce.

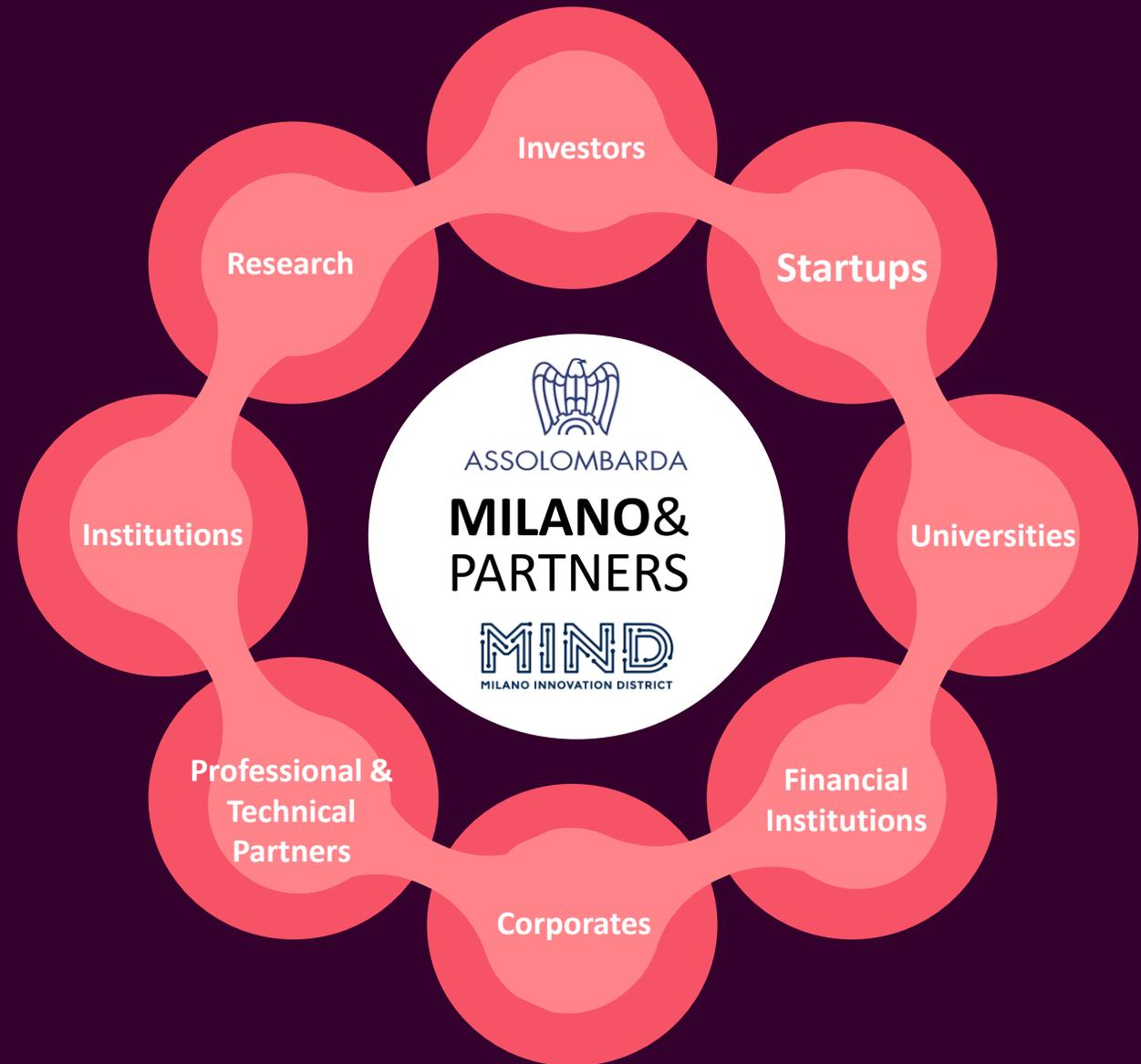
We support the **soft landing of foreign investments** in the metropolitan area and promote **Milano's excellence** by attracting foreign talents and boosting its competitive environment.



Born on the premises of Expo 2015, **MIND is a 1 mln sqm innovation park**. The site will host **over 60,000 people/day by 2026**. The District boasts the presence of **The University of Milano Statale, The Polytechnic University of Milano, the Galeazzi Hospital, Human Technopole and Fondazione Triulza**, corporates, accelerators, incubators and the business community of Federated Innovation.

At the core of the ecosystem

We offer top quality
connections and services to
ensure the landing of your
company in Milano.



Why Milano?

Your gateway to Europe



Economic Capital

Hosting over 815,000 enterprises on its regional territory, Milano is the economic **capital** of Italy, the **8th economy in the world** with a 60 mln people market

2° Wealthiest Region in EU

A city that counts **10% of Italian GDP** and **3.2M people** at the heart of **Lombardy**, the **2nd wealthiest region in EU** with **10 mln** citizens

800M Customers

A strategic gateway to EU with key access to EMEA markets and to **800 mln European consumers**

At the heart of Europe

A European **metropolis** with the Italian **quality of life**, state of the art healthcare, a **booming cultural environment** and **efficient public transport system**

Why Milano?

A competitive Life Sciences hub

**EU'S
2°LARGEST
PHARMA HUB**

269 Pharma companies (28% of Italy's total)

€74.5 bln Life Sciences turnover

1,394 Medical Devices companies and 37,000 people employed

60%

OF THE NATIONAL
IRCSS

19 leading Research Hospitals (IRCCS) in the region

7 Tech Excellence Hospitals (300 worldwide)

1/10 of the approved clinical trials in the EU are from Lombardy

+17%

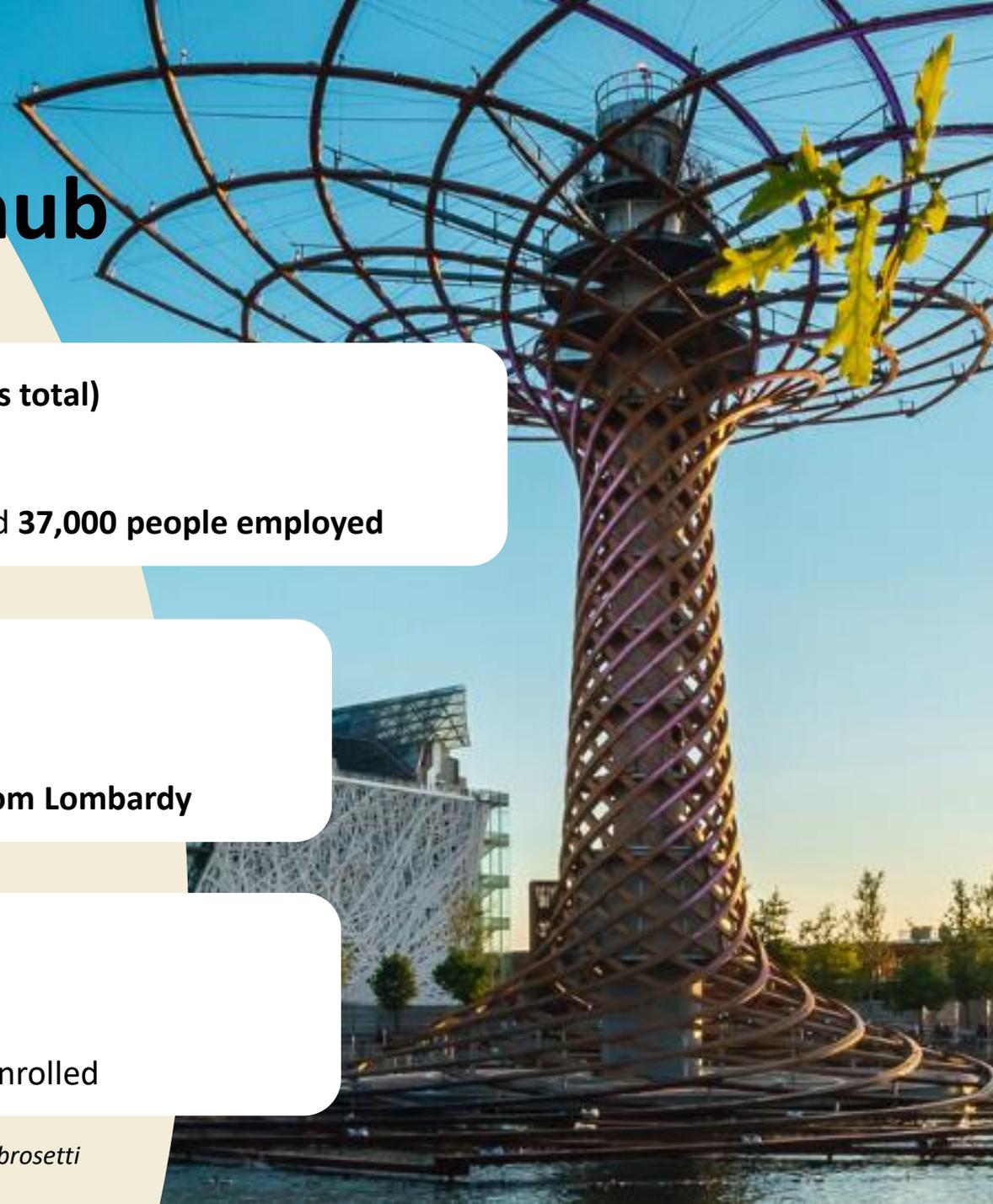
VALUE ADDED PER
PHARMA EMPLOYEE vs.
MAJOR EU COUNTRIES
AVG

130,000 skilled healthcare workers

347,000 Life Sciences employees

>11 universities with 227,000 students enrolled

Data: Assolombarda; The European House Ambrosetti



Milano's Life Sciences community

The Milano Metropolitan Region is home to over **250 pharmaceutical and biotechnology companies** (58% of Lombardy Life Sciences companies). Lombardy is home to around 30% of Italy's total.

Roche
MSD
Novartis
Bristol Myers Squibb
Sanofi
Dompé
Biogen
Amgen
AstraZeneca
Alfasigma
Zambon
Giuliani Pharma
Ibsa
Bayer
BOEHRINGER INGELHEIM
Glakso (GSK)
Gilead
Genenta

PHARMA

Bracco
Diasorin
LivaNova
Johnson & Johnson
MedTech
Siemens Healthineers
Philips
Medtronic
Ge Healthcare
BD
B. Braun
3M
STryker
Boston Scientific
Edwards Lifesciences
Ab medica
CompuGroup
Illumina

MEDICAL DEVICES

Gruppo San Donato
Humanitas
IEO
Monzino
Mondino
Fatebenfratelli
Don Gnocchi
Synlab
CDI
Korian
Vivisol
Sapio
Istituto Nazionale Tumori
Policlinico di Milano
Niguarda
Besta
Gheron

HEALTHCARE

And more...

Our Soft Landing Program

We gathered **Milano&Partners'** mission to support international companies choosing and landing in Milano, **Assolombarda's** role as the **point of reference** for corporates in the Region and technical expertise, and **MIND – Milano Innovation District** as the place where research and **innovation happen**.

With our **Soft Landing Program** we **support you** throughout the whole **investment project** to make the most of our it and generate as much **added value** as possible, fostering your full integration within the local community

MILANO&PARTNERS

A MENU OF SERVICES TAILORED TO YOUR NEEDS

ACCESS TO
TALENT

BUREAUCRATIC
AND LEGAL
SUPPORT

ACCESS TO
MARKET

ACCESS TO
CAPITAL &
INCENTIVES

PRELIMINARY
INFO

LOCATION
SCOUTING

INTRO TO LOCAL
STAKEHOLDERS

WITH A KEY INDUSTRY PARTNER

JOINING A STRONG ENTREPRENEURIAL NETWORK



ASSOLOMBARDA

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 **7,000 companies** (employing 415,000 people) and provides a broad range of specialized services. Over **750** of its associates operate in the **Life Sciences industry**.

54% LOMBARDY ADDED VALUE

12% ITALY ADDED VALUE



A menu of services offered by Assolombarda tailored to your needs

ACCESS TO FINANCE

The service supports companies in the optimization, in terms of quantity and cost, of the capital necessary for their operation and development.

ENTERPRISE LAW

Assistance, support, information and representation with particular reference to issues of company law, corporate crisis, privacy, contractual and intellectual property protection.

TAX SERVICE

The tax service allows businesses to keep up with the development of the regulatory framework and the availability of necessary to comply with tax obligations.

INTERNATIONALIZATION & EXTERNAL TRADE

Definition of strategies for the development of foreign business, providing information on the countries of interest, creating opportunities for meeting and collaboration with foreign operators.

ASSOLOMBARDA LIFE SCIENCES'S SERVICES

- Market Analysis
- Advocacy and Policy shaping
- Business and Networking Development
- Clinic research access
- Access to Innovation and Talents

EMPLOYMENT & WELFARE

Provides timely assistance in the area of employment and social security and comprehensive advices on personnel management.

LAND & ENVIRONMENT

Management of employees mobility and related best practices; support in the dialogue with the relevant stakeholders.

TRADE UNION ASSISTANCE

HR management, solution of corporate crisis through the management of collective and individual disputes, compliance with regulations and guidelines of association and confederation representation.

TRAINING SYSTEM & HUMAN CAPITAL

Assistance and representation of entrepreneurial interests at the local, national and European level in the areas of education and active policies.

OCCUPATIONAL HEALTH AND SAFETY

The service helps member companies in complying to workplace safety regulations.



Joining the largest Innovation District in Europe

THE AREA

1,000 000 sqm development
400,000+ sqm private mixed use
real estate

GOALS

MIND 2026 project:
Bringing 50 Life Sciences
and Tech companies in the
District by 2026

OFFER

- Ecosystem promotion
- Soft landing services
- Relocation services and individuals support

MIND – MILANO INNOVATION DISTRICT

AS A FLAGSHIP PROJECT AND AN AGGREGATOR

99 Years public-private partnership fostering commitment among

STRATEGIC ANCHORS



I.R.C.C.S. Istituto
Ortopedico Galeazzi
Gruppo San Donato



POLITECNICO
MILANO 1863



UNIVERSITÀ
DEGLI STUDI
DI MILANO



Fondazione
Triulza

AND BUSINESSES

Federated Innovation @MIND

A new model, born in MIND-Milano Innovation District, bringing together private companies which, benefiting from the MIND ecosystem, will develop innovative projects in the subjects of Future of Health and City of the Future

Gathering resources to attract

STRATEGIC PROJECTS

EXTEND
Polo Nazionale di Trasferimento Tecnologico
per lo Sviluppo di Nuovi Farmaci e Terapie



CATCH atMIND

Offering a gateway to

STARTUPS | TALENTS | RESEARCHERS

Berkeley SKYDECK
EUROPE-MILANO

Bio4Dreams
The Business Nursery for Life Sciences



UNIVERSITÀ
DEGLI STUDI
DI MILANO

CARIPLO FACTORY



POLITECNICO
MILANO 1863

Access to MIND actors' Innovation Initiatives

Federated Innovation
@MIND

Discover all innovation
initiatives

Azimuth in MUSA

Players: **AstraZeneca, Innovation Sprint, Policlinico Gemelli**

A personal digital model of care which, due to a sustained engagement between patients and caregivers, personalizes the treatment plan optimizing the patient benefits.

VALUE-BASED HEALTHCARE FRAMEWORK

Players: **Roche, Novartis, Accenture, AstraZeneca**

A project aimed to define a common Federated Innovation Value-based healthcare framework.

Digital Hub CATCHat MIND

Players: **University of Milan, IRCCS Ospedale Galeazzi-Sant' Ambrogio, Arexpo, Fondazione Triulza, Bio4Dreams, TIM, University of Brescia, etc.**

An active part of the European Digital Innovation Hubs network, coordinated by the University of Milan, will deliver a portfolio of services based on bio-data secure collection and in silico analytics via AI-ML models.

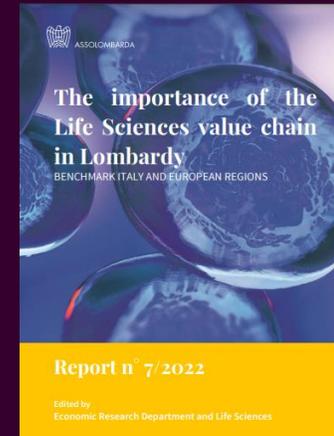
Free of charge

Preliminary information

A first view of the local ecosystem

To give you a **first view of the Italian Life Sciences ecosystem** and support you in the **evaluation of business opportunities** in Milano, we can provide you with:

- Milano for Life Sciences brochure
- Updated calendar of the main Life Sciences events
- Assolombarda's reports
- Market analysis of companies distribution on the territory



TBD

Access to Market

To help you positioning on the market and grow your client base, choose our *Access to Market services*:

BUSINESS MATCHING EVENT

Organization of **matchmaking events** at MIND (upon quotation) with the **network's companies**, in partnership with **Assolombarda Servizi**

PREMIUM BRAND AWARENESS SERVICES:

Welcome **free of charge PR** (web&social media) package and premium **customized initiatives** within the **ecosystem events** (i.e. MIND Innovation Week)

ACCESS TO STARTUPS:

Intro to **incubators** and **accelerators** from our network (i.e. **Berkeley SkyDeck Europe Milano e Cariplo Factory**)



Free of charge

Access to Capital&Incentives

To finance your expansion

INCENTIVES

Overview, access and guidance to national and regional incentives to set up your operations in Italy.

NATIONAL & EU FUNDINGS

European projecting and access to funds with the help of Assolombarda; possibility to join applications to strategic projects within the MIND ecosystem



Free of charge

Location Scouting

Find the best home for your business

- Join the largest Innovation District in Europe. Introduction to **MIND**, where Lendlease is currently delivering 20,000 sqm of offices and mixed use with later stages (starting from 2025) providing 350,000+ sqm of office and laboratory space, 1,000+ apartments and living solutions, and up to 60,000 sqm of retail and services
- Evaluation of real estate opportunities on the market within the Lombardy area, science clusters, or flexible solutions matching your needs
- Connections with the main co-working spaces in the city ([LINK](#))

Introduction and first assessment are free of charge. Each stakeholder could decide to offer its service for free or upon a fee. Intro is not binding.



Access to MIND Infrastructures

OFFICES and MIXED USE

LABORATORIES

**ACCESS TO
FEDERATED INNOVATION @MIND***

Membership in Layers 1 and 2 could be approved by the FI@MIND network and incurs a fee.

west gate

**Offices of 500sqm and more
will be available for a total of
20,000sqm in 2025**



Industry Events

Access to university and research centers network

Ad hoc events dedicated to International students and talents

NETWORKING EVENTS FOR EXPAT AND ASSISTED COMPANIES*

NEWSLETTER ON THE MAIN LS COMMUNITY EVENTS

LARGE SCALE EVENTS (MEET IN ITALY, GLOBAL HEALTH FORUM, CPHI, BIOs)

Possible **discounted tickets** on large industry events in Milano

VIP packages to arrange site visits and meetings in Milano during major events

Access to our technical partners

An expert for any need

Are you looking for support on **technical matters**? Ask our **experts** for a **free assessment and tailored services**.

Just tell us what you need and we'll introduce you to the right professional

Relocation and bureaucratic procedures might be handled directly by our team

TAX & LEGAL

PR & EVENTS

**GROWTH & VENTURE
BUILDER**

**IMMIGRATION &
RELOCATION**

MARKETING

**ONE STOP SHOP TO
EXPAT
BUREAUCRATIC
PROCEDURES**



ASSOLOMBARDA
SERVIZI
SOCIETÀ BENEFIT



ASSOLOMBARDA



Access to Talent

Free of charge

Access to Talents

Find the best talents and grow your team

INTRO TO ITALIAN UNIVERSITIES IN OUR NETWORK



UNIVERSITÀ
DEGLI STUDI
DI MILANO



POLITECNICO
MILANO 1863



Università Commerciale
Luigi Bocconi



UNIVERSITÀ
CATTOLICA
del Sacro Cuore

INTRO TO HR FIRMS FROM OUR NETWORK



FORMAPER SERVICES FOR
INTERNSHIPS AND
APPRENTICESHIPS

REPORT BY ASSOLOMBARDA ON THE LOCAL LABOUR MARKET AND ADVANCED EDUCATION PROGRAMS



MIND TALENTS
PIPELINE

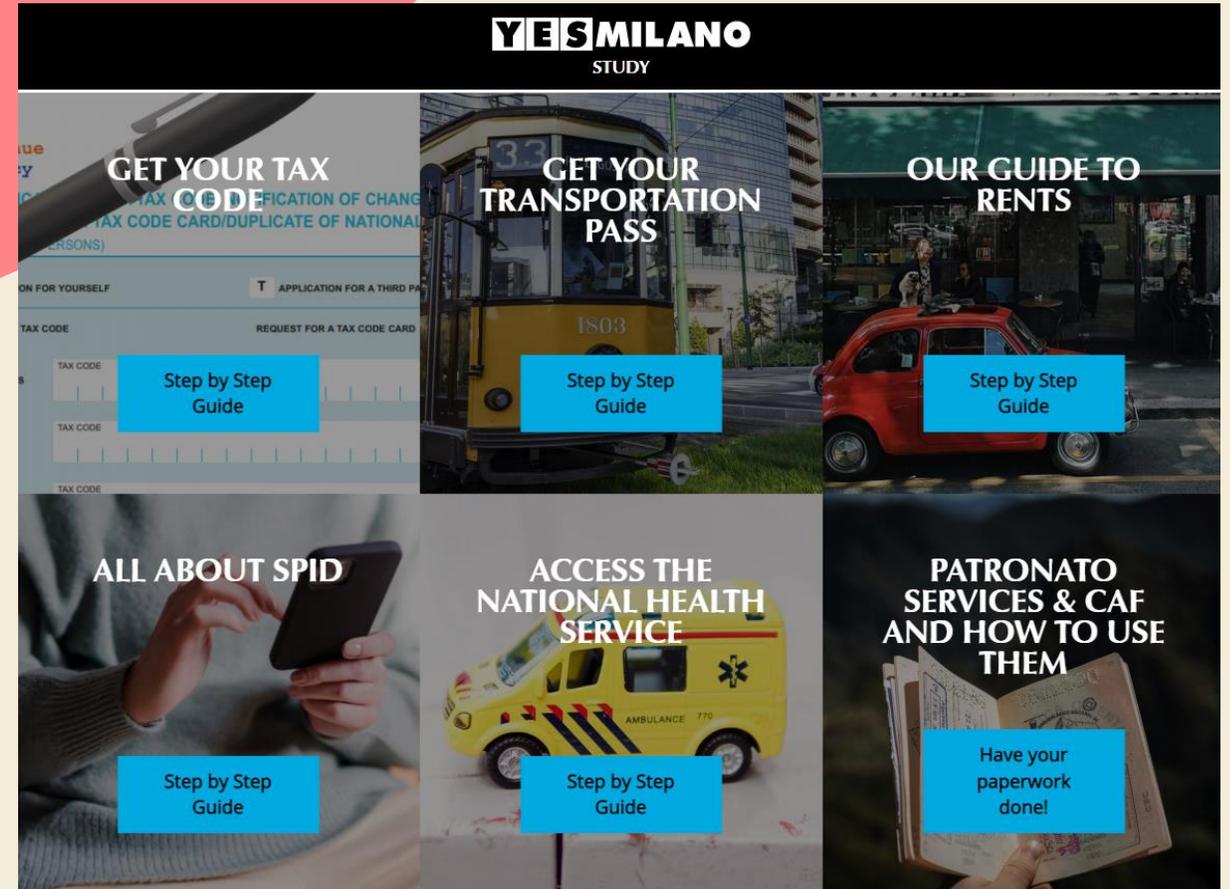
MILANO&PARTNERS

Introduction and first assessment are always non binding and free of charge. Private HR agencies might charge fees on their services upon your approval and mandate

Individuals One-Stop-Shop

- Documents and bureaucratic support
- Relocation services
- Networking initiatives
- Guides/Vademecum drafted with our partners

Our one-stop-shop model for Students



MILANO&PARTNERS

YESMILANO

OUR TEAM READY TO SUPPORT YOU

Get in touch with us at invest@yesmilano.it



Elisabetta Botta

FDI Project Manager



Felice Lopane

Life Sciences Head



Francesca Nardelli

Corporate Support Services



Evgenii Mateichik

Associate



MILANO&PARTNERS

